

A. BLAND CALDER - WEEK ENDED JULY 10, 1937.

Tobacco: Prepared special tobacco report confirming radio send in previous week and elaborating same with 14 pages of confidential ~~MEMORANDUM~~ comments, outlining various unpublishable phases of the situation.

General: Attended with Commercial Attache Arnold the official ceremony at the Civic Center commemorating the 10th anniversary of the inauguration of the ~~SHANGHAI~~ Government of the Municipality of Greater Shanghai. Handled usual weekly financial and weekly economic radios, local correspondence, callers. A terrific heat wave was a great handicap to work during the week.

A.B.C.

A. BLAND CALDER - - - - - WEEK ENDED JULY 17, 1937.

Prepared a special report on cigar market, ^{and} some additional tobacco statistical studies; visited with ~~Commercial~~ Attache Arnold the exhibit of products of Chinese industry at Civic Center; spent some time collating financial material; ^{answered} local correspondence; discussions with C.A. and other officers of administrative matters, new budget, etc., etc; handled weekly financial and weekly economic/radios; made on behalf of Repr. of U.S. Steel Products Co., investigation of probability of Han Yeh Ping iron and steel plant at Hankow reopening after 15 years non-production, and wrote him on subject.

A.B.C.

July 3, 1937.

ACTIVITIES OF A. BLAND CALDER for week ended ~~XXXXXX~~

~~XXXXXXXXXX~~

Tobacco: Numerous talks with tobacco contacts and the preparation of statistical studies and analyses and a 1200 word radio message to Bureau outlining the salient features of tobacco market conditions and outlook, including 1937 China crop outlook. *planting.*


Caller:
~~General:~~ Prof. D.D. Gage of the University of Oregon, visiting temporarily in China preparatory to attending the Conference of educators in Tokyo August 3, was given considerable time and background data on China's economic progress. Also gave him copies of recent monthly reports.

Mr. Amedee Morel, of the French Commercial Attache's office, ~~XXXXXX~~ and who is styled "Stagiare Commercial de L'Enseignement Technique", called to inquire into American activities in China, on which subject he is making ~~XXXXXX~~ a report to his government. He desired to check figures as to the number of Americans in China, in Shanghai, and their division by missionary or business activity, etc. etc., to inquire as to the correctness of reports that our Export Import Bank is financing ^a locomotive sale to China, and to try to check figures of American investments in China, his figures being rather larger than our probable actual investment in this country. I gave him ~~some~~ little time in efforts to straighten out certain subjects ~~which~~ on which his information was a little out of line with facts. He frankly stated that the object of the report is to endeavor to stir a greater interest on the part of French capital in participation in Chinese developments.

Mr. Yonezawa, Chief of the Intelligence Bureau of the Municipality of Osaka, at Shanghai, called with a card of introduction from Mr. M. Okasaki, Assistant

Commissioner, office of Japanese Commercial Counsellor, Shanghai, to ask
some questions about Mr. Warren Lee Pearson's visit to China. I gave him no
more information than he could have secured had he followed the newspaper
references to Mr. Pearson's visit. He also desired confirmation of the news,
appearing in New York despatches, ~~XXXXXXXXXXXXXXXXXXXX~~
which had ~~appeared in~~ the local press re. financing of 20 American locomotives
been published
by the Export Import Bank of Washington, which I cheerfully ~~did~~ gave him.

General: Weekly economic and weekly financial radios, minor services to
other callers, some local correspondence, further attention to accounting
matters, occupied balance of a busy week.



ACTIVITIES OF A. BLAND CALDER FOR WEEK ENDED JUNE 26, 1937.

Discussions with representative of the California Fruit Growers Exchange and with tobacco contacts in regard to tariff and taxation matters, as reported in economic section ^{of report for week ended July 3rd} occupied some of my time. Weekly economic ~~and~~ weekly financial radios, and preliminary work on a tobacco report also were handled. Lunched with Mr. Chas. R. Bennett, representative of the American Group banks, to discuss Chinese Government loan reorganization matters in relation to the Financial Study submitted on June 5. Participated in staff conferences, in discussions with other officers re. work in hand, carried out weekly office inspection and clearing up of various ^{accumulated} debris, spent some time with accounting clerk on budget matters, ^{presented} radios to Bureau on the subject, and with regard to winding up June expenditures. Was entertained ~~XXXXXXXXXXXX~~ both by Chinese ~~XXXXXXXXXXXX~~ and American contacts at functions in honor of Mr. Lapham, President of American-Hawaiian Steamship Corporation.

Handwritten signature

Serviced a number of callers ^{with information} in person and by telephone.

Economac for July 3

REPORT OF ACTIVITIES OF A. BLAND CALDER FOR WEEK ENDED JUNE 26, 1937.

(Economic section)

(Prepared by Mr. Calder for week ended June 26, 1937)

California Fruit Growers Exchange. Had two discussions with Mr. Carl R. Greenberg, Far Eastern Representative during the week. The Exchange has apparently been quite successful in Japan in securing a seasonal tariff reduction for the portion of the year when California citrus fruits are not in competition with Japanese production. Mr. Greenberg looks forward to doing something of the sort in China where citrus fruits pay national duties and surcharges aggregating over 40% the year around, even though for several months of the year the California fruit is in no way competitive with Swatow or other South China oranges. In addition, in Kwangtung Province, surcharges in the form of so called "Agricultural Taxes" instituted by the former semi-autonomous Provincial Government are still enforced on imported goods entering the province. These taxes are so high as to make the aggregate ~~levies~~ levies on California citrus fruits ~~equivalent~~ equivalent to a 100% ad valorem charge. Such ~~local~~ local taxes are illegal under the terms ~~of~~ under which China was given tariff autonomy and appear to represent something of an admission that Central Government control in Kwangtung is not as complete as has been represented, despite the functioning of Central Government appointees in all strategic positions. Or, it may be ~~that~~ the Central Government authorities prefer to ignore these local levies on trade (which supply some revenue to the province) rather than pay subsidies to the province for necessary administrative expenses. At any rate the subject is one which affects not only citrus fruits but a wide range of products which have any relation to agriculture as the primary source of ~~production of~~ the raw materials used in their production. Mr. Greenberg is taking the matter up with his principals in California to determine what course they may wish to pursue in representations to the Chinese Government for a removal of these charges, which are hindering the development of California citrus fruit markets at points along the Canton Hankow Railway ~~which~~ served through the port of Canton. These Kwangtung Provincial surcharges on National Customs duties on imports entering the province should be the subject either of special negotiations or should be embraced in reciprocal tariff agreement discussions at such time as the United States may open such discussions with China.

(Calder)

American Leaf Tobacco Market in China. On April 5 a bill (which has been described in detail to the Tobacco Division) was promulgated and went into effect which increases the tax on ~~cigarettes~~ a range of cigarettes in which American leaf tobacco is ~~used~~ used in fair proportions by 150% over rates previously in force, whereas the cheaper grades of cigarettes using ~~almost~~ *almost* ~~only~~ *exclusively* only Chinese grown leaf in their composition were increased only 25% in the tax rates. Objections by factory organizations and by the American Ambassador were apparently responsible for the Finance Ministry's action in making an administrative postponement of these discriminatory tax provisions until December 31, 1937. Thus at present cigarettes up to yuan 320.

(formerly yuan 80.)

per case in value ~~100/100~~ carry a tax of yuan 100. per case. But after December 31, 1937 (unless this tax feature is further postponed) the range from yuan 220. to yuan 320. per case will be obliged to pay yuan 200. per case tax. It is this range of cigarettes which use American leaf to the greatest extent, whereas those under yuan 220. in value use very little American leaf. Thus, leaf dealers here have this ~~tax~~ discriminatory taxation hanging over their heads

Thus, American leaf tobacco importers in Shanghai (branches or agencies of firms in Virginia and North Carolina) have this discriminatory taxation hanging over their heads, to go into effect January 1, 1938, unless something is done about it in negotiations between the two governments. These firms are planning to make representations to their home offices and their Association (The Shanghai American Leaf Tobacco Board of Trade) may make representations to the Tobacco Association of the United States. In effect, the Chinese Government, in enforcing the ~~tax~~ tax, already promulgated (but postponed), will impose a discriminatory ~~100/100~~ levy which is calculated virtually to shut American ~~100/100~~ leaf tobacco out of this market, without altering the import tariff rates on leaf tobacco. It is recognized that China probably has ~~XXXXXXXXXX~~ an economic right to shut out foreign products. Yet China enjoys at America's hands many benefits in the way of free duty on Chinese products entering the United States, some of which products are competitive with ~~our~~ our own. Even in many cases where Chinese products carry high rates of duty entering the United States, the market conditions and buying power of the American public is such that the goods move from China to America in large quantities. Thus ~~our~~ even our high American import tariff rates on Chinese goods do not shut the Chinese product out of our market, which, in ~~this case~~ the case of American leaf tobacco is the apparent intent of the Chinese authorities. ~~Another~~ Another feature of this matter is the constant favors which China seeks at America's hands in the way of credits for carrying on the reconstruction program in China, sales of silver bullion to bolster the ~~Chinese~~ Chinese currency and ~~the~~ her exchange situation, etc. etc. Our leaf traders here feel that if these favors are to be continued to China, we should expect ~~some~~ some reciprocal favors from China, such as for example, a complete removal of the discriminatory internal tax levies designed to shut out American tobacco. China has been a good market in the past for common grades of American leaf tobacco. American leaf is needed in middle and higher class grades of cigarettes to supply the flavor. The Chinese Government in the long run will find, as has Japan, that it needs American leaf for blending with Chinese leaf. Hence there is no reason why ~~30~~ 30 to 50 million pounds of American leaf should not now be imported annually into China, the quantities increasing as the cigarette market (capable of great expansion) grows to larger proportions. Chinese leaf production has increased rapidly in recent years, and ~~the~~ cigarette consumption in China has grown to the point where cigarette taxes constitute the third most important source of ~~XXXXXXXXXXXXXXXXXX~~ Chinese Government Revenue, exceeded only by Customs duties and Salt tax.

(elder)

SHANGHAI

June 16, 1937.

MEMORANDUM

To: Julean Arnold, Commercial Attache.

From: A. Bland Calder, Assistant Commercial Attache.

Subject: REPORT OF ACTIVITIES OF A. BLAND CALDER, ASSISTANT COMMERCIAL ATTACHE, FOR THE FISCAL YEAR ENDED JUNE 30, 1937.

FINANCE. Continued to study the China financial situation and to major in this subject in reporting activities throughout the year, being responsible for the preparation of weekly financial radios. Prepared nearly a score of special reports on finance including a special study of 100 pages in which an attempt was made to analyze China's domestic and foreign indebtedness, giving aggregate amortization tables. This report should be of particularly timely significance and value in view of the visit of China's Finance Minister to the United States in June 1937.

VISIT OF MR. WARREN L. PIERSON. Preparatory to Mr. Pierson's arrival (in the absence in South China of Commercial Attache Arnold) prepared several reports suggestive of a working organization for handling American credits to China, outlining ways in which the Export-Import Bank of Washington could be made the nucleus of coordinated effort in this direction. Went to Nanking to discuss this situation with the Commercial Attache and the Ambassador and sat in on later

conferences with Mr. R. C. Mackay of the Department of State, the Ambassador, the Commercial Attache, the Consul General, and also in special meetings called by the Commercial Attache with leading American business contacts in Shanghai. Assisted Mr. Pierson with calls on local contacts during another temporary absence of Commercial Attache Arnold, prepared various memoranda for him, and rushed the preparation of the 100 page financial study so that Mr. Pierson might

be able to peruse it on his homeward voyage, though the report should and can have a wider use.

TOBACCO. Continued to handle tobacco as a major reporting subject as in the past seven years, following the developments, reporting periodically by radio and in monthly special written reports, and making statistical studies and estimates of production and consumption of leaf with a view to supplying information on the probable exchange of views with other officers in regard to work in hand, usage of American tobacco. Followed particularly the taxation situation and aided American leaf houses with branches in China with information and suggestions from time to time as to action likely to protect their business community (a function which makes our work similar in many respects to that of a district office in view of the large number of American firms here).

THE CHINA MONTHLY TRADE REPORT, THE ANNUAL ECONOMIC REPORT, AND WEEKLY ECONOMIC RADIOS occupied a large share of my time during the year. I have regularly supervised the preparation of the material for the weekly economic radios, the preparation of the financial and general summary sections of many of the monthly reports, besides being responsible for the complete editing of two of the monthly reports

during the absence of the Commercial Attache, besides submitting a considerable mass of material for use in the Annual report.

BRISTLE REPORTS. Have also prepared and forwarded several reports on the Shanghai Bristle market and radio condensations of same, and have condensed consular reports on bristle for radio transmission in view of the Textile Division's special interest in this subject.

A. David Calder,
Assistant Commercial Attache.

MISCELLANEOUS ACTIVITIES. Various administrative matters, including the coaching and training of locally employed clerks, keeping a check on the office budget and supervising the activities of our accounting clerk, supervising the radio traffic between the Bureau and its Tokyo office, participation in staff conferences, miscellaneous assistance to the commercial attache, discussions and exchange of views with other officers in regard to work in hand, the handling of local correspondence, the servicing of a considerable number of callers both from the United States and from the local business community (a function which makes our work similar in many respects to that of a district office in view of the large number of American firms here), and assumption of charge of the office during the several absences of the commercial attache on itinerary in the territory (which entails handling a larger than usual number of callers and the preparation of weekly confidential economic reports), attendance at various official functions associated with our work, etc. etc., in the aggregate has all served to keep me busily and steadily occupied

for many more hours weekly than prescribed in the regulations.

A. Bland Calder,
Assistant Commercial Attache.

Activities of A. Bland Calder for Week ended May 29, 1937.

Financial Study: Considerable time was expended on ~~the~~ further preparation of this material during the week.

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written

Tobacco. Prepared as of May 26 a ~~xxxxxxxxxxxx~~ tobacco report confirming previously cabled information and transmitting additional tobacco statistics and study prepared during the week.

Callers: Gave some time to John J. Ehrhardt, formerly Trade Commissioner in this office, now China representative of Honolulu Iron Works, in re. credit purchases of Chinese Gov't, to Mr. Joseph Fistere, representative of National Aniline & Chemical Co., re. new processes of preparing ramie fibre and on ramie trade, and to Col. S.D. Minor, Dibrell Bros., Danville, ~~XXXX~~ Virginia, re. possible effects on future tobacco market of T.V. Soong's acquirement of controlling interest in Nanyang Bros. Tob. Co., besides rendering minor services to several other callers by telephone or in person.

General: Prepared usual weekly economic cable material and incorporated it in a monthly economic cable worked up from Mr. Arnold's condensed version of May 1 China Monthly Trade Report; prepared usual weekly financial radio. Was the guest of Commercial Attache Arnold at a ~~XXXXXXXXXX~~ luncheon discussion with Mr. Warren L. Pierson and Mr. Mackay, Manager, local branch of the National City Bank of New York.



Calder

ACTIVITIES OF A BLAND CALDER FOR WEEK ENDED May 22, 1937.

Tobacco: Concentrated on the preparation of a special tobacco radio ~~XX~~ of approximately 900 words length summarizing the situation ~~and outlook~~ for the first quarter of 1937 and outlook for the summer trade. This involved the making ~~and studies~~ statistics and studies of supply and consumption of tobacco, calls on contacts for information and to check statistics, preparation of statistical data, tables and data to go forward with written report. Cable was held until May 24 to despatch in order to get certain final data to include therein.

Financial Study: Some time was spent on this report which is intended to be of use to Mr. Pierson, President of the Export-Import Bank of Washington, in determining China's credit status. When completed this will constitute a preliminary interpretive study of China's revenues and commitments or obligations, with comment on situations having a bearing on the question.

Callers: Frank Hedges, Far Eastern correspondent for the North American Newspaper Alliance and other news bureaux was given some time in discussions of economic developments in China. His headquarters are in Tokyo. He visits China for brief periods now and then. Scores of telephone inquiries from local firms seeking advice or information on various topics are a serious handicap to concentration on reporting work. Mr. R.C. Mackay of the Department of State was given some time in discussions of a working plan for credit extension to China. Had several discussions during the week and previously ~~with Mr. Mark L. Moody~~ with Mr. Mark L. Moody re. credits to China in connection with ~~XXX~~ motor truck sales.

General: Participated in conference with Commercial Attache Arnold, Mr. R.C. Mackay of the Department of States, Ambassador Johnson, and Consul General Gauss at which a working plan for handling matters of credit extension to China were discussed. Completed my portions of contributions to China Monthly Trade Report. Numbers of matters relating to office administration and assistance of various sorts to the Commercial Attache and to other officers occupied much of my time.

Calder

Activities of A. Bland Calder for week ended May 15, 1937.

Work on the China Monthly Trade Report, May 1 edition, occupied my major attention during the week. Much time was taken also in ~~XXXXXXXXXX~~ ^{assistance} ~~XXXXXXXXXX~~ to the Commercial Attache in administrative and other matters. Prepared a special memorandum ^{dated May 10} to the Commercial Attache ~~the~~ treating further the subject in my special reports S-127 and S-137 on the basis of the Ambassador's comments. ~~XXXXXX~~ Spents some time with other officers deciding upon the handling for trade letters. Prepared consular bristle reports in form for cabling to Bureau, handled usual weekly financial and weekly economic radios. Arranged with the Entertainment Committee of Shanghai Rotary Club of which I am a member for a Foreign Trade ~~XXXXXXXXXX~~ Program for the weekly meeting on Thursday May 20 to fit in with the celebration otherwise of Foreign Trade Week, Commercial Attache Arnold to be the speaker of the day on "The Significance of Foreign Trade Week." Serviced several callers seeking information, including brief discussions with Mr. R.C. Mackay of the Department of State, supplying him with ^{copies of} certain of my reports.

Prepared a list of leaders in foreign trade in the local community to be invited by the Club to this function.


Adams ✓

Activities of A. Bland Calder for week ended May 8, 1937.

Tobacco. Discussions with various tobacco contacts ~~XXXXXXXXXX~~ as to the outlook for the future of American leaf tobacco in this market occupied some little time during the week. Mr. J.S.Ficklen, President, E.B.Ficklen Tobacco Co., of Greenville, N.C. has been here for a month and Mr. S.D.Minor, Vice Pres., of Dibrell Bros. I.,c., of Danville, Va., has just arrived. Was the guest with Mr. Pierson of three of the American Directors of British American Tobacco Co., at tiffin, during the week, on which occasion conditions in this trade were discussed. Spent some time also on statistical compilations of tobacco trade.

General: ~~XXXXXXXXXXXXXXXXXXXXXXXXXXXXXXXXXXXXXXXXXXXXXXXXXXXXXXXXXXXXXXXXXXXXXXXXXXXX~~
Various administrative matters, including staff conference to discuss and decide on procedure in handling trade inquiries, and re-checking of our budget and radio to Bureau on that subject required a portion of my time. Gave some further assistance to Mr. Warren L. Pierson. Handled weekly financial and weekly economic radios, calling on contacts for confirmation of various news items.

Callers: Among several callers handled was Mr. Howard Rosenheim, of Chicago, an Austin scholarship student (Northwester University), now completing a trip around the world studying economic and trade situations. Gave him some of my time and copies of our Monthly Reports. He was introduced to us by one of our principal local contacts.

Calder. 

Activities of A. Bland Calder for week ended April 17.

China Monthly Trade Report Devoted considerable overtime effort on Saturday and Sunday April 10-11 to compiling and editing material for the ~~XXXXXX~~ April 1 issue, completing same for forwarding at end of the week. This issue has been prepared on a national basis, as was done with our half yearly survey (Aug 1, 1936) and with the Annual Report. This involves more time and effort on our part but the results seem to justify the extra energy. We now include all regional information under major subject headings instead of having regional sections in the report.

Trip to Nanking: Left for Nanking Tuesday morning and spent that afternoon and Wednesday in discussions with Commercial Attache Arnold, and the and Counselor of Embassy, Mr. Pack, Ambassador various developments as covered in recent weekly reports. ~~xxxx~~

General: Attended fortnightly meeting at Consulate General, prepared radio weekly financial and ~~weekly economic radio~~ part of weekly economic radio, made several calls on local contacts by way of assisting the Commercial Attache in inviting a representative group of leading Americans to meet with the Ambassador for discussion of issues facing American business. Received and serviced several callers. On way to Nanking discussed with a Mr. Winburg problems facing his company in the future distribution of automatic stokers in this market, he to call on me for further discussion in Shanghai.

ABC.

✓
Rogers

Activities of A. Bland Calder for week ended April 10, 1937.

General: Prepared weekly financial and weekly economic radios, weekly economic written reports, transmitted follow up messages on the cigarette tax situation. Submitted on behalf of Wm Hunt & Co., a Trade Opportunity for Lead and Spelter. Conferred with various contacts during the week for information and confirmation ~~of~~ of news. Received several callers requiring various services. Did preliminary work on preparation of China Monthly Trade Report, April 1 issue.

AC

ACTIVITIES OF A. BLAND CALDER FOR WEEK ENDED APRIL 3, 1937.

Tobacco: Continued to follow developments in the new cigarette tax situation and despatched several ~~xxxxxxxxxxxxxxxx~~ comments on it during the week in weekly radios or special radios to Tobacco Division.

General: Prepared and ~~d~~ despatched weekly economic and weekly financial radios, weekly economic report, and devoted a considerable share of my time to callers and to administrative ^{and accounting} matters. Called on local business contacts for reactions on various of the points in reports submitted.

Contact file

Rodgers

Activities of A. ELAND CALDER For week ended March 27, 1937.

Tobacco again occupied some attention during the week ^{as} the Ministry of Finance rushed through a new tax schedule on cigarettes as prepared by the Consolidated Tax Bureau officials, ~~the xxxxxxxx~~ ~~having~~ approved by the Central Political Council on Wednesday March 24, and ~~XXXXXXX~~ passed on to the Legislative Yuan in Nanking for consideration and presumably for application April 1. This, despite categorical denial by the head of the Consolidated Tax Bureau at Shanghai to me personally ~~XXXX~~ (on Saturday March 20) that any definite rates had been decided upon (the trade had ^{already} gained confidential information as to the proposed new rates) and that any such early application as April 1 was being considered. Discussed with leaf importers and with Consul General Gauss during the week. The subject is covered in radios and a separate tobacco report.

General: Continued in charge of the office in Commercial Attache Arnold's absence in South China; prepared ^{few} weekly economic and weekly financial radios, and special weekly financial report; ^{weekly confidential economic reports;} made necessary calls on number of financial and tobacco contacts; engaged a temporary employee for commodity investigation work; supervised various ~~XXXXXX~~ routine and received callers.

Callers: Among callers during the week were Mr. G.A. Marshall, Vice President in charge of the overseas business of The National Cash Register Co., with supervising office in London, and Mr. Berman, their Japan and Far Eastern Manager. They informed me that they plan to open by August 1937

their own sales and servicing organization in China for the handling not only of Cash Registers/ but also business accounting machines as manufactured by that company. Their agency is at present in the hands of the Office Appliance (British) Co., and while blaming that company in no way, state that the amount of business they are getting from China is unsatisfactory and that developments in this country appear to warrant their entry into the market in a bigger way. They believe that installation of their own servicing arrangements will mean that much ~~more business~~ in getting new business and the development of a special Chinese sales force along lines applied by this concern elsewhere will result in a larger volume of business. They are especially convinced of this in that ~~the~~ International Business Machines opened its own offices in China last year. Various aspects and prospects of the market were discussed.

WEEKLY REPORT FOR WEEK ENDED MARCH 20, 1937 - A. Bland Calder (Activities).

CHINA Monthly Trade Report: Completed this 29 page ^{digest} ~~compilation~~ _{review} of economic and trade conditions in China for January and February for mailing Wednesday night.

Monthly Cable. Condensed the regional information in the Monthly ~~XXXXXX~~ Report for use both as the 2-page condensed summary in the report and for transmission by radio to Bureau.

Weekly Economic and Weekly Financial radios of current developments were also prepared and transmitted. Spent some time interviewing special contacts in connection with the preparation of these messages.

Administrative matters had to do with efforts to hire a temporary employee for commodity investigational work, physical set up for getting out our annual report as a February 1 edition of the ~~XXXXXX~~ China Monthly Report, routine handling of certain of the callers to the office, and functioning in charge in absence of Commercial Attache (signing of mail, etc. etc. etc.)

Tobacco was given ^{special} ~~some~~ attention in that a ^{new tax} ~~special~~ situation is arising ~~demanding attention~~. Contacts were interviewed and a special radio transmitted to the Tobacco Division.

threatening the position of American tobacco in this market.

WEEKLY REPORT OF ACTIVITY OF A BLAND CALDER WEEK ENDED March 13, 1937.

major
China Monthly Trade Report occupied my attention during the week. Edited regional sections from Consulates and worked on preparation of the general economic and financial sections.

Weekly Financial and Weekly Economic Radios were prepared and transmitted.

Administrative matters ~~XXXXXX~~ and several callers were also handled in the absence of the Commercial Attache.

ABC (A.B.C.)

MISS MARY HENRY
117 RUE DE LA PAIX
PARIS

DEPARTMENT OF COMMERCE
UNITED STATES

ACTIVITIES OF A BLAND CALDER FOR WEEK ENDED February 13, 1937.

Completed monthly tobacco report (11 pages of text with seven ~~XXXXXX~~ sheets of accompanying statistical studies) and forwarded, including special comments on 1936 trade and 1937 and long range outlook. Many of the comments made were not possible ~~XXXXX~~ in the preceding report dated December 29 as year end or other late statistics were not then available.

Prepared weekly economic and weekly financial radios, assisted in various ways in administrative matters, including proof reading and checking stencils of additions to Annual Report, etc. etc.

✓
Rodgers

ACTIVITIES OF A. BLAND CALDER FOR WEEK ENDED FEB. 20, 1937.

Prepared special economic radio and special financial radios.

Prepared weekly economic and weekly financial radios.

BRISTLES. Made investigation of the bristle market, prepared a 7 page special report, ~~XXXXXXXXXXXXXXXX~~ transmitting by radio (5 sections) the statistics and highlights. Consular bristle reports were briefed for transmission by radio.

Weekly Reports. Prepared usual weekly economic and weekly financial radios.

viz:

General: Administrative matters took considerable of my time, ~~XXXXXXXXXX~~ (has required much time) the supervision of accounting matters over the past few weeks ~~XXXXXXXXXXXXXXXX~~ in breaking in a new accounting clerk, the fourth which has functioned on this job in 12 months, staff conference and efforts to apportion the work of our Chinese secretary over the ~~XXXX~~ ^{required} range of subject matter ~~XXXXXXXX~~ so that information from all Chinese sources may be brought to the attention of officer concerned; checking over Tokyo cables to Bureau and supervising forwarding of Bureau's messages to Tokyo, etc. etc. etc.

REPLACES FORM NO. 100
110 MAR 28 1936
GRADE OF 1936 COMMISSIONER

Rodgers

Week Ending February 27, 1937

UNITED STATES
DEPARTMENT OF COMMERCE

Activities of A. Bland Calder, Assistant Commercial Attache.

OFFICE OF TRADE COMMISSIONER
210 BOND STREET
TIENTSIN, NORTH CHINA

Prepared special economic radio outlining economic features of Central Executive Committee manifesto.

Prepared weekly economic and weekly financial radios, and weekly financial written report, treating especially Balance of Payments of China for 1936.

Proof read text of Bureau's monthly message on Business Conditions in U.S., prior to local distribution, gave attention to various administrative matters, interviewed several callers and prepared a letter to Los Angeles on a trade connection matter incepted in 1935.
(cosmetics)

Adly

Adly

UNITED STATES

DEPARTMENT OF COMMERCE

OFFICE OF TRADE COMMISSIONER
110 BUREAU OF TRADE
WASHINGTON, DISTRICT OF COLUMBIA

Report of ACTIVITIES of A. BLAND CALDER FOR WEEK ENDED February 6, 1937.

Tobacco. Consulted tobacco contacts and compiled statistical material for monthly tobacco report. Discussed with Mr. A.C. Davis, local manufacturers representative, prospects for marketing American cigars locally from samples and prices received by him from Tampa, Fla., in response to Trade Opp. sent in by us some months ago. Wrote Bureau on subject.

General: Weekly Financial and Weekly Economic radios were prepared. Mr. J.E. Kovar, Tientsin American business man, called and was put in touch with local contacts in position to secure for him supplies of goatskins for export to U.S. Briefed Consular bristle market reports for radio to Bureau. The handling of ~~xxxxxxx~~ callers seeking information and various administrative matters occupied balance of my time.

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Prepared and dispatched weekly economic, weekly financial radios. Closed up ~~XXXXXXXXXX~~ desk work which accumulated during concentration of annual report. Handled several callers and various administrative matters. Upon preparation of statistical data for tobacco report.

activity of A. Bland Calder during week ended January 18, 1937.

Activities of A. Bland Calder for week ended January 23, 1937.

Work on various aspects of the Annual Report, on weekly financial

My major attention during the week was devoted to assistance to Commercial Attache on various phases of the Annual Economic Report. Prepared and despatched weekly economic and weekly financial radios

time during the week.

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Activities of A. Bland Calder for week ended January 30, 1937.

Prepared and despatched weekly economic, weekly financial radios. Cleaned up ~~XXXXXXXX~~ desk work which accumulated during concentration of annual report. Handled several callers and various administrative matters. Began preparation of statistical data for tobacco report.

UNITED STATES GOVERNMENT
1100 BUREAU OF COMMERCE
OFFICE OF TRADE COMMISSIONER

DEPARTMENT OF COMMERCE
UNITED STATES

Activity of A. Bland Calder during week ended January 16, 1937.

Work on various aspects of the Annual Report, on weekly financial and weekly economic radios, and in assisting our new accounting clerk in untangling the errors committed by her predecessor occupied my ~~entire~~ *full* time during the week.

AB

ACTIVITIES OF - A. BLAND CALDER, - WEEK ENDED JANUARY 9, 1937.

Spent more time with Agricultural Commissioner and Commercial Attache in discussions of and checking of information on the wheat and flour tariff situation as contributory to the Ambassador's reply on the subject to State Dept. inquiry.

Answered Bureau's automotive division inquiry re. Bishop Wire & Cable Co's Shanghai agents (outgrowth of discussions had with that concern on my last trip to U.S.)

Spent some time with Mr. D.S.Wylie in discussions of his efforts to develop bulk sales of American cosmetics by collaborating with Chinese ~~XXXX~~ distributors.

Prepared weekly economic and weekly financial radios.

Handled various administrative matters including weekly office inspection. Serviced several callers making minor inquiries.

Began work on material for annual report.

ACJ

✓
Rodgers

ACTIVITY of A. BLAND GALDER for week ended January 2, 1937.

(Short week of only 4 days)

Tobacco. Completed and forwarded Monthly Tobacco Report of 7 pages with 9 pages of tabular compilations and studies additional, and prepared a short version (6 sections - about 750 words) for transmission to Bureau by radio.

(China Import)
Differential tariff favoring flour. Spent considerable time on this subject in collaboration with Commercial Attache Arnold, consulting *in discussions with Agricultural Commissioner,* trade contacts, and compiling statistical and other data for use in our response to the Ambassador's request for ~~xxxxxxxxxxxx~~ information and views on the subject.

General. Weekly economic and weekly financial radios, administrative matters having to do with office routine and accounts, occupied balance of my time.

AG

✓
Rodgers

Activities of A. Eland Calder, Assistant Commercial Attache,
for week ended December 27, 1936.

Thurs P.M. FRIDAY and SATURDAY holidays.

In the $3\frac{1}{2}$ working days of the week my activities involved further tobacco investigations in which my leading contacts were consulted, preparation of memoranda and ~~preparation~~ of statistics for 9 years wheat flour trade of China for use by Commercial Attache in assisting the Ambassador in dealing with an inquiry on the subject from the Department of State, preparation of usual weekly financial (2 sections) and weekly economic (7 sections) radios, servicing several callers, and handling various administrative matters.

Rodgers

Activities of A. Bland Calder for week ended December 5, 1936.

Tobacco: Prepared a special 6 page tobacco report with explanatory confidential comment on new developments in the Chinese Government's plans for establishing tobacco leaf control. Conferred at length also with tobacco contacts over the murder during the week of an American leaf buyer ~~XXXXXXXX~~ (Mr. H.G. Newsome) engaged in purchasing leaf direct from farmers in Honan Province in name of a Chinese leaf buying concern understood to be owned or fostered by the British American Tobacco Co., Ltd., in that the leaf bought through this organization is for B.A.T. The local Honan gangster-dealer organizations are blamed for this crime which is a challenge to the right of foreigners ^(or any buyers for that matter) to purchase leaf tobacco ^{direct from farmers} in ~~the~~ Honan interior. This situation will be commented on in next leaf tobacco report. Began work on some further tobacco statistical compilations.

→ General: Balance of time was occupied with weekly economic (12 sections) and weekly financial (8 sections) radios, attended opening of the joint offices of British Commercial Counselor, British Financial Adviser, and British Exports Credit Department; lunched with Canadian Assistant Trade Commissioner; prepared memoranda on certain aspects of aviation situation for Commercial Attache; serviced several callers in minor matters.

→ Prepared for ^a Committeeman ^(Mr. H. G. Freeman) of the American Chamber of Commerce a consensus of views of leaf tobacco contacts on likely effects of American shipping strike on leaf tobacco business.

Weekly Report - A. Bland Calder. Week ended November 28, 1936.

Tobacco: Spent some time with tobacco contacts endeavoring to learn likely effects of shipping strike in U.S. on their trade. Also discussed with them at length the new moves on part of the Internal Revenue Administration of the Chinese Government to take action in instituting a leaf tobacco control, which situation I am reporting separately. Prepared further tobacco statistical studies during the week. Completed and forwarded

Monthly Tobacco Cable and Monthly Written Tobacco Report.

~~XXXXXXXXXX~~

General: Balance of my time was taken with weekly financial and weekly economic cables, and with callers. Lunched with Professor Lossing Buck to discuss currency and financial matters. Dined with Col. ^{S.W.} Minor, Vice President of Dibrell Bros., Danville, Virginia, to discuss tobacco leaf control and likely cigarette effects on the Chinese factories.

Rodgers

ACTIVITIES OF A. BLAND CALDER FOR WEEK ENDED November 21, 1936.

Made a special investigation of bristle market conditions during the week, contacting local traders, prepared a ~~XXXXXXXXXXXXXXXXXXXX~~ radio resume for the Bureau, and a special 6 page report on the subject, besides transmitting by radio to Bureau information on the subject received from the American Consul at Hankow; also prepared weekly financial and weekly economic radios, including in the latter special outline of the postal savings situation after calls on the ~~XXXX~~ head of the postal savings bank for information; began work on a monthly tobacco report and cable, calling on contacts for information on progress of leaf tobacco marketing up country, working out statistical calculations with available data.

Among callers during the week was Wm. Henry Chamberlain, Christian Science Monitor correspondent, famous author and economist, who is spending a few weeks in China and Southeast Asia (permanent post Tokyo - formerly Moscow), to whom I gave about an hour's time discussing various aspects of the Chinese financial situation, supplying him with back copies of the China Monthly Trade Report containing our monthly summaries of this situation.

W.H.C.

Rodgers

Activities of A. Bland Calder for week ended November 14, 1936.

Prepared weekly economic and weekly financial radios, briefed a Tientsin bristle report for transmission by radio to Bureau, checked over with our accountant the October accounts of disbursements and vouchers before forwarding to Washington, handled other administrative matters including the hiring of a new messenger, ~~checked over~~ handled miscellaneous desk work and callers. Among callers were Col. S.M. Minor, Dibrell Bros., Denville, Virginia, and Mr. L. Henkel, goatskin exporter specialist, with whom discussed at length tobacco and goatskin situation respectively.

ABC

WEEKLY ACTIVITIES OF A BLAND CALDER
for the week ending Oct. 31, 1936.

Prepared Special Weekly Written Financial Report, Weekly Financial Radio and Weekly Economic Radio, consulting numerous contacts, especially for reactions in regard to the autumn drought and its likely effects.

Commenced work on the China Monthly Trade Report, November 1 edition, and edited the Hong Kong and Harbin sections which came in during the week.

Among the callers during the week were the following: Mr. Sam Weis, Vice-President of the Bucyrus-Erie Company of Milwaukee, Wisc., a very well-known American business man who for many years has been in charge of selling earth moving equipment in the Far East. His agency representation for China is in the hands of Arnhold & Co., a British concern. He was given background on present conditions, particularly in regard to water conservation projects, with one or two of which he is specifically concerned. Mr. S. O. Gregory of Kelly & Walsh, Ltd., local British booksellers and publishers, called to our attention the pirating (by Chinese publishers) of an American book: "The Crisis in the Far East" by Colonel Stimson published by Harper & Brothers, New York. This situation had already come to our attention and is being commented upon in the confidential section of this report. Another caller was Mr. Frank S. Jonas, special representative of the Remington Arms Corporation of Bridgeport, Conn., to inquire with regard to alleged arms sales to China by European suppliers on a credit basis. Paymaster Commander S. Sone of the Imperial Japanese Navy called and tried unsuccessfully to sell us a copy of a memorial book on Admiral Togo at yuan 25 per copy. Mr. Walter Kelly, local manager of Muller & Phipps, was given statistical information on trade in silk clothing. Miscellaneous other local callers were given minor services.

ACTIVITIES OF A B L A N D C A L D E R

For week ended OCTOBER 24, 1936.

Completed monthly tobacco report, both cabled and written versions, treating the subject somewhat exhaustively and including new kinds of data and studies not ~~yet~~ ^{previously} procurable or attempted.

Prepared weekly economic and weekly financial radios, consulting numerous contacts for reactions to the special situations covered.

Rodgers
A. BLAND CALDER - Activities for week ended September 26, 1936.

Prepared weekly financial and weekly economic radios; submitted a supplementary one page statement to previously submitted wine report; proof read and corrected typists ^eversion of Bureau's radio on business conditions in the United States before distributing here; spent some time on financial ^{tudi} studies for weekly financial written report; compiled further tobacco statistics for use in next tobacco report; cleared up general desk work, ^{Bureau inquiries,} and "correspondence"; spent some time on administrative matters, ~~XXXXXXXX~~ conferring with Commercial Attache re. employees leaves, hiring of accountant to replace resigning employee, disposition of property authorized ~~XXXXXXXX~~ for sale or to be dropped; handled a number of callers: Mr. J. Ross Moffett, Armstrong Cork Company, re. likely ^Y effects of ~~the~~ China's legislation encouraging domestic industry on the operations of foreign factories in China; Mr. P.S. Gilman ^{American Trading Co.,} re. formation of Reconstruction Trading Company; Mr. Bain ^{Bachne} of International Business Machines, Inc., whom I placed in touch with local American forwarders, [&] customs brokers (Commercial Express & Storage Co.); Mr. A.R. Hager, Business Equipment Corp., inquiring re. status of Hugo Reiss & Co; Mr. George Arbogast ^{Universal Leaf Tobacco Co.,} to introduce Philippine contact seeking information on China cigar market; Mr. Wilmot Owens, China American Tobacco Co., re. Chinese plans for tobacco monopoly; Assistant Agricultural Commissioner Gibbs re. Japan economic indicator statistics, and others. Also ~~XXXXXXXX~~ began clipping back copies of the China Monthly Trade Report and starting clerks on the filing of subject matter therefrom in Collation Files to ~~XXXXXXXX~~ ~~XXXXXXXX~~ make for more ready reference facilities for subjects reported in past year or two. *Made further headway towards building a ~~financial~~ collation file on financial subjects.*

Week ended September 2, 1936.

Weekly activities of A. Bland Calder, for week ended August 29, 1936.

Prepared a lengthy special report on tobacco, one on Wine in answer to Bureau questionnaire, weekly economic and financial radios. Serviced several callers. Made numerous outside calls on contacts for information.

For week ended Saturday, July 11, 1936.

A. Bland Calder

Tobacco: I spent some time working up some new tobacco statistics and submitted a special report on tobacco confirmatory of information transmitted ~~sent~~/by radio in the past month and forwarding^{ed} the newly developed statistics.

General: Prepared usual weekly financial and weekly economic radios, making several calls on contacts for confirmation of information and checking of data contained therein. Received and serviced several callers including: the President of the American Trading Company visiting here temporarily from New York; Doctor Bolivar Lang Falconer, a retired member of the Civil Service Commission, who aims to be the first round-the-world air passenger. He lives in Marlin, Texas, flew from Dallas, Texas to Hong Kong in 10 days time, using the "Hindenburg" for the trans Atlantic passage, the Dutch Airline from Amsterdam to Penang in the Federated Malay States, and the new Penang - Hong Kong airmail passenger service for the last leg of the trip. He is spending the next few weeks in China and Japan pending institution of the Macao - San Francisco clipper service, which he hopes will be started by September. Another caller was Mr. D. S. Wylie who has recently made arrangements to represent the Western Wholesale Cosmetics Corporation of Los Angeles for the supply of bulk cosmetics to local Chinese contacts whom he will service in a supervisory capacity in packaging and developing local Chinese brands of cosmetics, utilizing the bulk product from the United States.

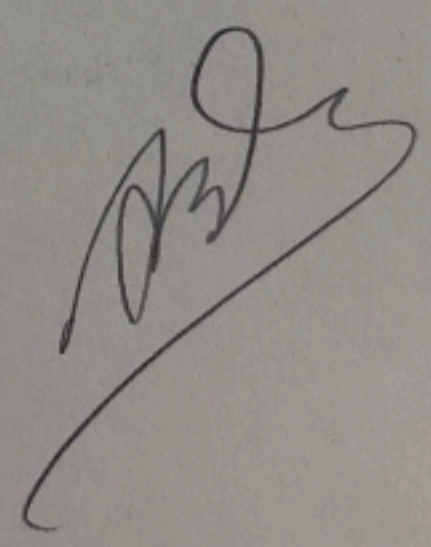
Administrative: I also inspected the office at the end of the week, a weekly procedure in which Commissioned Officers alternate, , making various suggestions for better handling of the work or disposition of material in hand. I spent some time also on matters having to do with budget and accounts.

Prepared weekly economic and weekly financial radio messages.

Considerable of my time during the week was spent in ^{supervising the} winding up the various repair ~~jobs~~ and renovation jobs being done in the office and in assisting our accountant in the preparation of the vouchers covering these expenditures. ^(including a radio to Washington on budget balances) Budget and other administrative matters occupied the balance of my time, with the exception of various services to a number of callers.

Callers. Among callers during the week were a Mr. R. Fluxmon, who stated that he represents Robbins & Myers of Springfield, Ohio, and other manufacturers, having an export management office in New York. He states that the above manufacturer's ^{h.p.} fractional electrical motors can outsell any other source of supply in the China market. He is seeking connections here and was given several leads to follow. Other callers were serviced in minor matters.

Anhydrous Ammonia, I called on the Appraising Dept. of the Customs to endeavor to secure some information in detail as to sources of supply of anhydrous ammonia imported into China, on behalf of a local American firm.



Activities of A. Bland Calder, Assistant Commercial Attache for week ended
June 13, 1936.

Tobacco: Prepared a special 10 page report on the Tobacco Monopoly situation. Also reported in weekly economic radio a 150 word section on the tobacco tax situation in North China. Reports involved keeping in touch with contacts and verifying information through trade.

Prepared

General: Weekly Economic and Weekly Financial Radios. ~~xxxxxxxxxxxxxxxx~~

Worked up efficiency reports of local employees (11 in all) for forwarding to Bureau. Local callers and correspondence, supervision of renovation jobs in office, and miscellaneous administrative work occupied balance of time.

Activities of A. Bland Calder for week ended June 6, 1936.

My efforts were mainly devoted to the preparation of a 4500 word Summary of General Conditions for the China Monthly Trade Report, and condensation of same into a one page General Resume (i.e. 10 pages of material for ~~XXXXXXXXXXXXXXXXXXXX~~ the June 1 issue of the publication). Also prepared weekly financial and weekly economic radios. Miscellaneous callers, supervision of renovation jobs, etc. etc. took up balance of my time.

A. Bland Calder, - Weekly Activities.

Week ended May 30, 1936.

Tobacco:

Prepared monthly tobacco cable on basis of ^{my} special report of May 23 but with later statistics than available at time report was issued. Also prepared a special cable for tobacco division reporting on the developments in the monopoly situation which I followed during the week, keeping in touch with contacts for information.
daily

General: Prepared weekly economic and weekly financial radios, and a special report and cable (in reply to Bureau inquiry) on the wood oil control situation. Much of my time was taken up with office administration matters, ~~XXXXXX~~ especially preparations for renovations, budget check to determine available funds for same, cable to Bureau on subject, etc. etc.

Contacts: Was luncheon guest of Prof. J.L. Buck, special representative of the U.S. Treasury Dept., and discussed with him the revenue phases of the present smuggling situation. Gave some time during the week supplying background information and reactions to Mr. Frank Hedges, North American Newspaper Alliance representative in Far East (headquart ring in Tokyo). Handled other ~~since~~ callers both in person and by telephone.

Weekly Report of A. Eland Calder's activities for week ended May 23, 1936.

Tobacco. Followed developments in the monopoly situation during the week keeping in touch with contacts and also prepared a 10 page tobacco report with numerous statistical enclosures and studies, and with special confidential comments on the tobacco monopoly plans.

General: Prepared weekly economic and weekly financial radios, also two supplemental messages on financial matters. Contributed two items to weekly confidential written economic report. Prepared a 8 page report on my activities for the fiscal year for use by the Commercial Attache in preparing the Annual Report of the China office. Attended a number of functions in connection with foreign trade week celebrations here, including visit to the Civic Center and American Chamber's banquet, Municipal Dock under construction, luncheon for visiting Los Angeles Chamber group, etc. etc. Received a number of callers, including Mr. John Farrington, Merchants Wholesale Grocery Co., of Portland, Oregon, giving him leads as to contacts for outlet in this market.

Shanghai, China, May 19, 1936.

REPORT OF ACTIVITIES OF A. BLAND CALDER, ASSISTANT COMMERCIAL ATTACHE, FOR THE FISCAL YEAR ENDED JUNE 30, 1936.

AMERICAN ECONOMIC MISSION. Besides preparing several memoranda on tariffs, finance, and general commodity and economic subjects for the Mission during its sojourn in China, I accompanied the Mission on its return to the United States, giving further of my time on the voyage to various members of the Mission, but especially to Prof. C. F. Reamer, by way of aiding the Mission with background material in connection with the preparation of their report which was nearly completed in draft form on the voyage. Later in New York I attended, at the invitation of the Mission, a luncheon at India House at which Governor Forbes outlined briefly the shape which the report in its final form would take when published. On the basis of his remarks I was able to prepare a brief confidential memorandum for the Bureau setting forth the gist of the report which was published some weeks later. On the basis of the assistance rendered I was invited by the National Foreign Trade Council, under whose auspices the Mission visited China, to attend the National Foreign Trade Convention at Houston, Texas, for the purpose of giving an address at the Chinese American Trade Banquet, a feature of the annual convention. With the Bureau's approval I attended the Convention and was one of four speakers at this function, the other speakers being Governor Forbes, Mr. C. J. Carroll, and Mr. K. C. Li of New York.

Interviews given to newspapers along the route of itinerary, the district offices forwarding the clippings to the Bureau in all cases.

TRIP TO UNITED STATES.

Interviews. At the various cities visited on my itinerary I gave individual interviews as arranged by the district offices to no less than 350 persons. These interviews were anywhere from fifteen minutes to half an hour duration. I carried with me certain data, such as information on China trade, and directories, and from my background of seventeen years of experience in the Far East was able to answer a great many of the questions put to me by our foreign trade contacts in these interviews.

Itinerary. I arrived in the United States on July 3rd and immediately went on an itinerary which included the following cities: San Francisco, Los Angeles, Portland, Vancouver, Washington, Seattle, Tacoma, Minneapolis, Chicago, Detroit, Cleveland, Pittsburgh, Philadelphia, New York. After about five weeks in Washington I visited tobacco contacts at Norfolk, Richmond, and Danville, Virginia, and Rocky Mount, Wilson and Farmville, North Carolina. Later I attended a United States Chamber Southeastern Trade Conference at Chattanooga, Tennessee, and the National Foreign Trade Convention at Houston, Texas. Altogether I put in about seven weeks with the Bureau in Washington.

Speeches and Publicity. The district offices utilized my services to the fullest advantage in addresses before foreign trade groups, also by arranging interviews with leading newspapers at the cities visited. I gave approximately a score of addresses as the principal speaker before trade group luncheons besides addressing several Service Clubs on which occasions efforts were made to popularize the Bureau's services. At Los Angeles and San Francisco I gave fifteen minute radio broadcasts as arranged by the district offices there over West Coast hook-ups, and on December 2nd from New York, as arranged by the Publicity Director of the Department of Commerce, I gave a thirteen minute address on the Bureau's regular fortnightly half hour program, on a Coast-Coast hook-up over the Columbia Broadcasting Circuit. Certain of my group talks on the West Coast were also broadcasted locally. Considerable publicity attended the interviews given to newspapers along the route of itinerary, the district offices forwarding the clippings to the Bureau in all cases.

Individual Interviews. At the various cities visited on my itinerary I gave individual interviews as arranged by the district offices to no less than 350 persons. These interviews were anywhere from fifteen minutes to half an hour duration. I carried with me tariff data, customs information on China trade, and directories, and from my background of seventeen years of experience in the Far East was able to answer a great many of the questions put to me by our foreign trade contacts in these interviews.

Asia Houses. At the West Coast cities visited I made special effort to look into the progress in the development of Asia Houses as furthered by Commercial Attache Arnold on his trip to the United States in 1934, some of the interviews as arranged by our district offices with individuals having to do with this subject. At Seattle a special luncheon was arranged at which I met with leaders of the community interested in the Asia House movement, and at which I gave a formal talk in an effort to promote action, besides entering into the discussion which followed. I also wrote Commercial Attache Arnold at length on the subject after leaving the West Coast.

Group Meetings. Several of the district offices arranged group meetings with Committees of Chambers of Commerce or of Foreign Trade Clubs interested in specific foreign trade problems. At several of these meetings I took a leading part in round-table discussions.

FINANCE. Having majored in my reporting activities on Finance and Currency Developments in China for a period of about one year and a half before leaving China for my trip to the United States, I felt particularly well qualified to give background information to bankers interested in the

into discussions of financing activities of European countries in China, subject, hence informed district offices in advance of my arrival with and feasibility of American financing in China. I was invited over to the result that in nearly every city visited the district managers were Bank on two or three occasions subsequently for discussions of specific able to get together either groups of bankers interested in China finance cases.

for luncheon discussions, or to arrange meetings for me with the Foreign In Washington I prepared a special thirty page outline and report of the Department heads and staffs of leading banks. In both San Francisco and developments having to do with silver in China, for the special use of the Portland I called with district managers on leading bankers with whom in Chief of the Finance Division at a conference of Senators at Salt Lake each case interviews of anywhere from 15 minutes to an hour took place. City. I also had extensive discussions with the Chief of the Finance At Seattle a special banker's luncheon was arranged at which I spoke for Division while in Washington on matters relating to China finance and half an hour, the discussion following my talk lasting until 3:00 P.M. currency with particular reference to silver.

At Chicago our district manager arranged a special luncheon with officers

On my return to my post on January 19, 1936, I resumed reporting on of the Continental Illinois National Bank and Trust Company including the financial situation, covering the subject with weekly financial and Mr. John J. Abbott, who about twenty years ago arranged a loan in China. special financial radios to the Bureau as well as special reports and At New York I met with the Vice Presidents in charge of foreign business statistical compilations.

and other members of their staffs, at the Banker's Trust Company, Irving ~~TORACCO~~. Inasmuch as I have majored also in tobacco reporting for Trust Company, Guaranty Trust Company, besides having a lengthy discussion nearly six years in the Shanghai office, and have rendered special services on China developments with Mr. Malcolm Simpson at J. P. Morgan and Company, to American leaf tobacco exporters, as represented by branch offices and and contacting Mr. Barber of the Chase National Bank and Mr. Guy Holman of agents in Shanghai, these offices having been organized into a trade the National City Bank of New York. At Philadelphia, Mr. Park, district association known as the Shanghai American Leaf Tobacco Board of Trade, manager, arranged a luncheon with officers of the foreign department of I spent much time with Mr. Hill, Chief of the Tobacco Division in Washington, the Corn Exchange National Bank.

in discussions of the China tobacco market. In conjunction with him con- siderable background information was supplied to a committee of the Tobacco two hours of my time one morning to a special meeting of the Board of Association of the United States. I visited Norfolk, Virginia, as arranged Directors whom I addressed at length on China developments, besides entering

United States last year.

into discussions of financing activities of European countries in China, and feasibility of American financing in China. I was invited over to the Bank on two or three occasions subsequently for discussions of specific cases.

In Washington I prepared a special thirty page outline and report of the developments having to do with silver in China, for the special use of the Chief of the Finance Division at a conference of Senators at Salt Lake City. I also had extensive discussions with the Chief of the Finance Division while in Washington on matters relating to China finance and currency with particular reference to silver.

On my return to my post on January 19, 1936, I resumed reporting on the financial situation, covering the subject with weekly financial and special financial radios to the Bureau as well as special reports and statistical compilations.

TOBACCO. Inasmuch as I have majored also in tobacco reporting for nearly six years in the Shanghai office, and have rendered special services to American leaf tobacco exporters, as represented by branch offices and agents in Shanghai, these offices having been organized into a trade association known as the Shanghai American Leaf Tobacco Board of Trade, I spent much time with Mr. Hill, Chief of the Tobacco Division in Washington, in discussions of the China tobacco market. In conjunction with him considerable background information was supplied to a committee of the Tobacco Association of the United States. I visited Norfolk, Virginia, as arranged

MISCELLANEOUS WORK AND ACCOMPLISHMENTS.

by Mr. Hill, to give first-hand background information to Mr. William Service to Legal Contacts and Visitors. In view of the fact that there are upwards of 300 American firms operating in Shanghai, a large number of which have come to depend on the Office of the Commercial Attaché for information of various sorts relating to their work, I normally take care of my share of these callers seeking minor services, many of the calls being in and to Rocky Mount, Wilson, and Farmville, North Carolina, calling on all the nature of telephoned inquiries. Our Shanghai Office thus functions much contacts represented in the China market, for the purpose both of conferring in the nature of a district office in servicing American firms. I have also with them on developments likely to take place in the China market, and to assisted numbers of visitors from the United States with background information further my own knowledge of the production of American leaf tobacco. My trip was made at the time when the Virginia and North Carolina crops were also aided them in making contacts, being harvested and marketed. While in the Tobacco Division in Washington, China Monthly Trade Report and Weekly Economic Cable. On my return to Shanghai January 19, 1936, I resumed efforts under these two headings, relating to the American leaf tobacco market in China, in two or three preparing month by month a six or eight page condensed summary of general instances talking on long distance telephone to the inquirers. One of these economic conditions in China serving as the lead for the report, besides conversations had to do with recommendations for changing an agent for a collaborating otherwise in the preparation of this monthly publication. I certain brand of cigarette on the China market. Since my return to Shanghai also resumed general supervision over the preparation of the weekly economic on January 19, 1936, I have been continuing my tobacco reporting, consisting cable, which work dovetails with the preparation of the general economic of monthly cables and special reports, following the situation closely as material for the monthly report.

various situations are developing here which have an important bearing on Miscellaneous. I have also made contributions from time to time to the the market for American leaf tobacco in China. I have also made special weekly confidential economic report as prepared by the Commercial Attaché, arrangements to enlarge our scope of statistical reporting, on tobacco, I assumed charge of the office during his absence in South China for two developing new contacts which have come into the section of the revenue weeks. I delivered a twenty-five minute address at the Annual Meeting of administration having to do with tobacco taxation since my departure for the the American Chamber of Commerce of Shanghai giving an outline of conditions United States last year.

MISCELLANEOUS WORK AND ACCOMPLISHMENTS.

Service to Local Contacts and Visitors. In view of the fact that there are upwards of 300 American firms operating in Shanghai, a large number of which have come to depend on the Office of the Commercial Attache for information of various sorts relating to their work, I normally take care of my share of these callers seeking minor services, many of the calls being in the nature of telephoned inquiries. Our Shanghai Office thus functions much in the nature of a district office in servicing American firms. I have also assisted numbers of visitors from the United States with background information on the particular commodities in which they were interested and have also aided them in making contacts.

China Monthly Trade Report and Weekly Economic Cable. On my return to Shanghai January 19, 1936, I resumed efforts under these two headings, preparing month by month a six or eight page condensed summary of general economic conditions in China serving as the lead for the report, besides collaborating otherwise in the preparation of this monthly publication. I also resumed general supervision over the preparation of the weekly economic cable, which work dovetails with the preparation of the general economic material for the monthly report.

Miscellaneous. I have also made contributions from time to time to the weekly confidential economic report as prepared by the Commercial Attache, I assumed charge of the office during his absence in South China for two weeks. I delivered a twenty-five minute address at the Annual Meeting of the American Chamber of Commerce of Shanghai giving an outline of conditions

Shanghai, China, May 18, 1906.

in the United States particularly with regard to measures for greater support for foreign trade, and with reference to the Bureau's part in the trade agreement program. I also delivered a special talk to the students of the High School at the Shanghai American School on "Conditions and Developments in the United States". I have also devoted considerable time by way of assisting the Commercial Attache in matters having to do with improving and renovating our office equipment and working facilities and in other administrative matters.

by way of aiding the Mission with background material in connection with the preparation of their report which was nearly completed at the time of the voyage. Later in New York I attended, at the invitation of the Governor, a luncheon at India House at which Governor Forster presided, at which the report in its final form was presented.

A. Bland Calder,
Assistant Commercial Attache.

ABC:MKD I was able to prepare a brief confidential memorandum for the Bureau setting forth the gist of the report which was completed two weeks later. On the basis of the memorandum prepared I was invited by the National Foreign Trade Council, under whose auspices the Mission to China, to attend the National Foreign Trade Convention at New York for the purpose of giving an address at the dinner session which was a feature of the annual convention. With the Bureau's permission I attended the Convention and was one of four speakers at the dinner. The other speakers being Governor Forster, Mr. J. S. [unclear] and Mr. [unclear] of New York.

Activities of A. Bland Calder for week ended May 9, 1936.

China Monthly Trade Report, May 1 issue, occupied my major attention during the week. Prepared, ~~an 3500 word summary~~ approximately 3500 words of the ~~XXXXXXIX~~ Summary of General Conditions as well as a one page condensed version of same.

General: Considerable of my time was taken in plans for office renovations and preparation therefor. Arranged with Nanking Theatre management for a private showing of the film "Flying the Lindbergh Trail" received from our Manila office, ex "The China Clipper" ~~xxxxarranged through the~~ to be used **IX** for foreign trade week functions here. The Bureau's efforts in securing this film for us are much appreciated. Mr. J.D. Donaldson, West Coast Traders, 1000 Central Bldg., Los Angeles, ^{in background discussions} was given considerable ~~time~~ during the week as well as leads as to local connections for securing shipments of antimony, feathers, China grass, and other products. He is here temporarily endeavoring to form such connections.

Activities of A. Bland Calder for week ended April 18, 1936.

The China Monthly Trade Report occupied by major attention during the week.

Prepared approximately 3000 words of the Summary of General Conditions under headings of General, ~~xxxxxxxx~~ Currency Situation, Miscellaneous Financial Notes, Railway Developments, Industrial and other developments, and Foreign Trade, besides preparing a table showing estimates of China's Balance of

International Payments to include in the report. Also prepared the condensed version of the Summary of General conditions, i.e. one page of condensed summary

Weekly Reports. Prepared part of weekly financial and weekly economic messages, and of weekly administrative written report.

Activated Carbon Competition. Using material brought from Canton by Mr. Arnold and contacting here John J. Ehrhardt, representative of the Honolulu Iron Works, prepared a special report in answer to the Bureau's cabled inquiry on this subject.

General. Was tiffin guest at a luncheon given by Mr. Wm. P. Hunt in honor of top officials of the Central Trust of China, subsidiary of the Central Bank of China. Gave some attention to Mr. O.S. Orrick, General Paint Co., San Francisco, *an old contact of ours,* temporarily visiting Shanghai seeking an agent who will stock and distribute

his paint products. Gave him several suggestions as to persons or firms likely to be interested and gave him introductions to these contacts.

Spent some time on office rent situation for coming year. Received several callers seeking minor services.

ABC
A.B.C.

Shanghai office administrative weekly report for week ended April 11, 1936.

Commercial Attache Arnold continued to be absent on official trip to South China

CALDER.

Prepared usual weekly administrative and weekly economic written reports and weekly financial and weekly economic radio ~~XXXXXXXX~~ ^{ed} reports to Bureau.

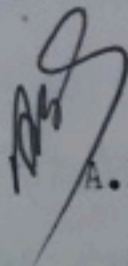
Travelogue. Considerable time on the part of our staff, was expended ~~Spent some time~~ during week in efforts to aid Fitzpatrick, M-G-M world famed travelogue man, to secure permission to take travelogue motion pictures in technicolor in China. This involved telephone calls to Nanking, in fact Mr. H.B. Howard of our staff here was despatched to Nanking to finish up the final details ~~with the authorities there~~ prior to Mr. Fitzpatrick's arrival. All arrangements were practically completed ~~with~~ when a cabled message was received by M-G-M's local office to the effect that Mr. Fitzpatrick had left the tour ship on which he was coming to China (the "Franconia") and had returned to London and would not come to China at this time. Hence our efforts were ^{all but} ~~almost~~ wasted though ^{our negotiations enabled us to} ~~we are~~ secure ~~the~~ the latest regulations governing the taking of motion pictures in China by foreigners and ^{we} are forwarding same to Bureau as a special report. ~~XXXXXXXXXXXX~~ Our

travel and long distance telephone expense was defrayed by Metro-Goldwyn-Mayer. This is the second occasion when we have gone to considerable pains to pave the way for Mr. Fitzpatrick's entry into China to take pictures only to have him change his plans at the last moment after lengthy negotiations with the authorities at Nanking.

Tobacco. My ~~and the main part of my time was spent in~~ major reporting effort was expended during the week on the preparation of a special tobacco radio of 650 words length and of voluminous statistics connected therewith, making calls on ~~XXXXXXXX~~ numerous tobacco contacts for checking and confirmation of information. 8 pages of statistics were forwarded by pouch in elucidation of the ^{radioed} ~~radio~~ message and in advance of pre-

paration of a detailed written report.

General. Received numerous callers, secured and forwarded some financial publications to the Bureau, administered office.

A handwritten signature in black ink, appearing to be 'A.B.C.', written over the typed name 'A.B.C.'.

A.B.C.

A. BLAND CALDER

Weekly Administrative Report for week ended April 4

A. Bland Calder: Prepared usual weekly economic and weekly financial radios. Prepared written economic and administrative reports.

Spent some time checking on property lists and other details with Clerk Leo J. Miller who terminated his services March 31.

In Mr. Arnold's stead attended a luncheon given by the Directors of the American Chamber of Commerce to the Boards of Directors of the British Chamber of Commerce of Shanghai and the China Society (British).

Represented the office at the fortnightly meeting of the Government representatives at the Consulate General.

Prepared and submitted a 1600 word contribution to "Home and Abroad".

Entertained at a Chinese tiffin and at dinner Trade Commissioner and Mrs. Paul Steintorf from Tokyo who were with us one day during the week on leave.

Spent some time preparing tobacco statistics for contemplated report.

Callers to whom various services were rendered during the week included: Mr. James A. Woolwine, graduate of the University of California and nephew of the former Los Angeles district attorney, who is making a trip to Szechwan Province; Mr. G. E. Koster, local American architect, regarding lists of gift shops in the United States; Mr. L. C. McCarthy, of the Pan American Airways, for information on China aviation developments; Mr. Harry Raider, general manager of the Chinese Engineering and Development Company, Tientsin, who is moving his head office to Shanghai; Mr. William P. Hunt, for financial information; Mr. Wallace P. Wilson, seeking information on steel manufacturers in the United States; Mr. Carl Crow, local American advertising man, to whom a considerable amount of statistics and information on tobacco and cigarette trade in China were given; Mr. Z. L. Loo, regarding the market for Chinese

UNITED STATES DEPARTMENT OF COMMERCE

BUREAU OF FOREIGN AND DOMESTIC COMMERCE

tees in the United States.

OFFICE OF COMMERCIAL ATTACHE

Considerable of the office's time during the week was spent ~~in efforts~~ to lend assistance to Mr. James Fitzpatrick, Metro-Goldwyn-Mayer Travelogue man who, we believed, was en route to Shanghai on the "Franconia" - tour ship. Mr. Howard of this office spent some time in phoning to Nanking on behalf of M.G.M. to secure the latest regulations bearing on foreigners taking motion pictures in China and I spent some time contacting with the Chinese head of the Customs Administration to arrange that the technicolor apparatus could be brought into China and taken out again without paying Customs duties. Mr. Howard is in Nanking today ^(April 6) arranging the last details of the procedure so far as permission to take pictures is concerned. We learned only today from the local manager of M.G.M. that he had received a cable from the M.G.M. office in Hong Kong stating that Mr. Fitzpatrick is not on the Franconia, but has returned to London. Hence all our efforts and time have been wasted. The local M.G.M. office is reimbursing us for our long distance telephone calls to Nanking ~~which were necessitated~~ and for the travel expenses, ~~however.~~

Weekly Report of Activities of A. BLAND CALDER - Week ended Mar. 21, 1936.

Prepared weekly financial and weekly economic radio messages and despatched to Bureau.

S.D.

Tobacco. Lunched separately during the week with Chl. A. Mincer, Vice Pres., Dibrell Bros., Danville Va., now visiting here temporarily, and with J. E. Uvington, Pres. Universal Leaf Tobacco Co., of China Inc., for discussion of tobacco market situation and workings of local companies. Also had extensive talks with Mr. L. H. Burnett, Mgr., Pemberton & Pem, Tobacco dealers of Danville, Va., and Mr. W. H. Owens, local Mgr., China American Tobacco Co., of Rocky Mount, N.C., and Mr. G. D. Happer, local Mgr. Dibrell Bros. of Danville, Va.

Other

Callers serviced during the week with information of various sorts included Mr. E. M. Geibel of ~~XXXXXXXX~~ Standard Vacuum Oil Co.; Mr. T. S. Tseng, an American born Chinese recently arrived in China to try to pursue his profession as an automotive engineer; Mr. Ed. H. Howard, Douglas Aircraft representative; Mr. Clifton Pease, a good contact of our Seattle office, now here with a tour party visiting the Orient; Mr. D. S. Wylie, who seeks further connections for representing cosmetics and toileteries manufacturers in China and the Far East.

Spent some time on property matters, winding up sale of 17 typewriters we were authorized to dispose of, checking property lists, a complicated matter in that we have ~~XXXXXXXXXXXX~~ some property here from each of our former offices (Peiping, Tientsin, Mukden, Hong Kong and Nanking).

(Calder).

Miss Rodgers

weekly adm.

If Mr. Arnold did not leave a report of his activities for the $2\frac{1}{2}$ days he was here, please start off the report as follows;

Commercial ^{Arnold} Attache_^ was present in the office Monday, Tuesday and until noon on Wednesday, departing at 2.30 p.m. for Amoy, Hongkong, and Canton for official trip ^{in territory,} authorized by Bureau.

Outlook for Possible Action by China to Control Imports.
Widening of Foreign Exchange Rates of Yuan-Dollar.

Unconfirmed reports of outward treasure shipments from Shanghai to ~~the United States~~ ^{unknown destinations abroad} are current in the local market and have had some effect on exchange rates for Chinese currency, the yuan showing weakness during the past week. Some opinion holds that since China is now ~~unfavorably~~ suffering a return to an unfavorable trade balance status, these shipments are necessitated in order to balance the ~~XX~~ payments of China with the world. It is difficult to say whether this view is warranted or not. Proponents of the notion also go so far as to say that sooner or later this situation will lead to some form of import and export exchange control or of official control of imports by quotas or some such measure in order to save China the embarrassment of balancing trade by specie shipments. ^{TR} While we cannot at the moment officially confirm that shipments have been made in the past few days, it seems fairly certain that such has been the case, as our contacts are usually well informed on this subject. ^(these developments) The question as to whether ~~it~~ will result sooner or later ^{in official control of imports} cannot of course be forecasted with any certainty. The situation is so complicated by import smuggling ^(principally from Japan) and by heavy unrecorded military supplies and equipment imports by the Government, ~~that it is~~ ^{Cash} and invisible ^{cash} payments into China are so difficult to estimate, that it would be very difficult to prove the ~~the~~ conjecture.

^{TR} It would seem that ^{equally} important as a motivating ~~primary~~ cause at the present time might be a feeling on the part of the Chinese government that it would be safer to have ^(the bulk of) its cash reserves in a safer place than

Shanghai. We seem to recall that we moved certain of our gold reserves from San Francisco to Denver not long ago for the same reason.

R However, we do know definitely that the matter of import trade control has been recently discussed in Nanking by the ~~XXXXXX~~ Ministries of Finance and Industry. *at least Central News Agency despatches, discussing the balance of payments* Such control quite possibly might take the form of further adjustment of exchange rates, i.e. currency control, such as by stabilizing ~~the~~ the yuan at around 25¢ ^{U.S. Currency} or even lower which ^{China} could do at will with its present ^{exchange} control set up. By making exchange adverse for importers, it would automatically dampen commercial import trade but would in no way interfere with the Government's ability to buy its military and other requirements abroad with cash ~~which is~~ now held abroad. Such a move would also tend to stimulate China's export trade, still badly depressed. There is nothing which can be said for publication by us on this subject at present.

American Newspaper Publicity Regarding Exports of Aircraft.

With reference to this subject as discussed by Mr. Arnold in report for week ended March 14, we have further to report that Mr. William D.

under the entillement "minister of
Finance Embarrassed"

Weekly Report of Activities of A. Chand Calder - Week ended March 14, 1936.

Prepared about 2/3rds of the ~~XXXXXXXXXXXXXXXXXXXX~~ Summary of General Conditions for the China Monthly Trade Report; prepared a special report on China's Loan Reorganization; conferred further with tobacco contacts during the week; addressed the highschool students (180 strong) at the American School on "Progressive America"⁴, this at request of the Principal; prepared a publishable version of my talk before the annual meeting of the American Chamber of Commerce for use in the Chamber's monthly publication; prepared 16 contact reports for contact file; contributed a ~~XXXXXXXXXXXXXXXXXXXX~~ paragraph or two on current subjects to the weekly economic report; prepared and submitted ~~by~~ leave status report and leave slips covering leave taken en route from Washington back to my post; serviced several local contacts seeking information including: Bohuslav J. Kocci, 23 Rue Cornelle and G.A. Mishin, 425 Rue Cardinal Mercier, seeking information ~~XXX~~ as to who may be is the China agent for "Flexwood" made by the United States Plywood Co., Inc., Chicago. We found on investigation that there is apparently no agent at present in China, hence these two Russians who are engaged in wood work contracting will endeavor to secure the agency themselves or at least secure supplies direct from the manufacturer; Mr. Verne Clair, local American broker for whom we ~~XXXXXXXX~~ worked up comparative prices on silk and wood oil before and immediately after China's currency change in November, and at present, for studies he is making on price changes as affected by currency; C.H. French, Andersen, & Meyer & Co., Ltd., re. present status of silver transaction tax situation in the United States; Mr. Mark L. Moody, re. possibility of getting financing assistance from Export & Import

Bank on a motor truck deal which is pending with the Chinese Government.

Weekly Report for Week ended February 29, 1936. A. Bland Calder.

Prepared weekly financial and weekly economic cables; began the preparation of a chronology of financial events and news to serve as a reference work. Report will cover January 1935 when completed.

Made several calls on tobacco contacts to discuss problems of the trade for the immediate future. Discussed with two local firms prospects for marketing cheap American cigars in competition with Philippine cigars and cheroots and may submit two trade opportunities if such seems feasible.

Matters having to do with office administration consumed the balance of the week. Serviced a number of callers seeking information.
(Calder).

For my own info. not to include in report.

Called with J.A. on Col. S.W. Minor

Called on Dibrell and Chi a American, also Universal, to discuss several Saltbot situations coming up.

The situation having to do with the arrest of Hsing, the Coelie, and re-hiring of help took up a lot of my time, as did several situations having to do with our relations with Cons. Service.

Weekly Report. - A Bland Calder - Week ended Feb. 22
1936.

Prepared usual weekly economic and weekly financial radios, contacting several persons in local ~~and~~ official and private banks ^{and} for a check on the data in hand.

Attended in the Commercial attaché's stead the monthly luncheon of the American Chamber of Commerce of Shanghai, also prepared and rendered an address of 25 minutes duration to members of the American Chamber of Commerce of Shanghai on the occasion of their annual meeting and election of officers, ^{on Friday,} my remarks being under the title "Observations on Conditions in America, & Comments on our Foreign Trade Program."

Some time spent on discussion of ^{office} budget matters with other members of staff, ~~and~~ particularly in regard to office space, rental for next fiscal year. Carried out weekly inspection of office as to routine handling of work, disposition of various accumulated material, etc. etc. etc.

Calder.

A. Bland Calder, Weekly Report for week ended February 13, 1936.

~~XXXXXXXX~~ Had further talks with leaf tobacco contacts as to possibility of importers reaching some agreement to cut down or eliminate the supply of stems coming from the United States. There are several obstacles in the way of making such an agreement effective.

Prepared weekly financial radio (10 sections) and weekly economic radio (5 ~~sections~~).

Spent some time working on budget requirements for next fiscal year with Miss Smith, *discussing rent with landlords, etc., etc.*

Checked over in detail requisition for 6 months office supplies taking into account supplies on hand and newly arrived, and shaped same up for forwarding in pouch mail Monday ~~XXXXXX~~ the 17th.

Discussed with Messrs. Graham and Painter of the ^{local} firm of Graham & Painter, Ltd., American Architects and Engineers, the ~~the~~ question of the construction of the new American Federal Bldg. in Shanghai, and was informed by them that they have organized ^{American} special construction company ~~XXXXXX~~ to bid for the job of construction on this building. I gave them such background as I learned in Washington on the subject and suggested that they consult the newly arrived Consul General, Mr. Gauss, for any late information as to the probable date when tenders would be invited in Washington.

Received several other callers seeking minor services besides giving attention to several administrative matters during absence of Commercial Attache at Nanking. Also called on Consul General Gauss following his arrival here to assume charge of the local Consulate General.

(Calder).

AC

For my own personal information but not for inclusion in report.
Spent some time working up material for a talk at annual meeting of U.S. Chamber for Feb. 21.

AC

Weekly Report of Activities. A. Bland Calder.
Week ended February 8, 1936.

Participated in **staff** conference at which distribution of our work, and other subjects were discussed, also with Mr. Arnold inspected office straightening out irregularities of procedure or arrangement of our working equipment, files, etc./ Attended fortnightly meeting of government representatives at the Consulate General representing the office and turning in our list of reports completed and in contemplation, and receiving in return the Consulate's list of its commercial work completed or in hand. ~~XXXXXXXXXXXXXXXXXXXX~~ contact file.

Prepared weekly financial radio (5 sections), also despatched two special financial radios during the week, consulting financial contacts for views and comment on the several situations.

Made calls on tobacco contacts to discuss situation which has arisen as to the marketing of stems. Prepared a special tobacco radio reporting on 1935 market for leaf tobacco, cigarettes, prepared tobacco, and cigars in China, including statistics therein.

ABC

Report of activities of A. Bland Calder for week ended February 1, 1936.

Made further calls on old business contacts, and especially on certain financial contacts during the week. Prepared weekly economic and financial cables, completed tobacco report for forwarding, and continued to render assistance on the annual report in the way of reading stencils, ~~xxxxxxxxxx~~ reviewing further text, etc. etc.

ABC

Weekly report of activities of A. Bland Calder for week ended January 25, 1936.

X
Returned to my post 3.p. m. January 19, having been absent on leave and official duty in the United States since June 17, 1935.

Called on tobacco contacts and lined up material for a review of tobacco market conditions for 1935 in China.

Prepared weekly financial and weekly economic cables.

Rendered some assistance on annual report by way of checking figures, reading texts ~~for~~ with idea of catching errors factual or other, prepared condensed statement on tobacco trade for use in report.

+
AB Calder

Commercial Attaché Arnold and Mrs. Arnold ~~XXXXXXXXXXXX~~ on Wednesday evening gave the Calder family a reception or ~~XXXXXXXXXXXX~~ "at home" to welcome us on our return, ~~XXXXXXXXXXXX~~ a function which was attended by at least 200 of our American and Chinese contacts. Not only was this party most enjoyable socially but it was also of distinct value in resuming my duties officially to renew old contacts and ~~XXXX~~ make some new ones in this delightful way.

Attended with Commercial Attaché Arnold luncheon given by Mr. Jean Morrett, Foreign agent of C. Dev. Fin. Corp at which Am. participation in financing projects for China's transportation & ec. development were discussed.