

*Chicago, Ill.*

June 23, 1928.

To: Foreign Service Division  
From: Chicago District Office  
Subj: Trade Commissioner A. Bland Calder from Shanghai.

Trade Commissioner A. Bland Calder from Shanghai made his headquarters in this office June 20 and 21, and the following business men conferred with him here:

H. B. McKee,	Altorfer Bros. Company,	Pecoria, Ill.
A. A. Stewart,	Florsheim Shoe Company,	Chicago
D. H. Rulison,	Calumet Baking Powder Co.,	"
E. F. Bessey,	Howe Auto Products Co.,	"
C. G. Normelli,	Lorraine Corporation,	"
John C. Johnson,	Continental Corporation,	"
D. S. Dixon,	Union Bed and Spring Co.,	"
E. C. de Villaverde,	Brunswick-Balke-Collender Co.,	"

He also held a conference over the telephone with Mr. D. J. Gillespie, Export Manager, Kellogg Switchboard and Supply Company.

Mr. Calder was a guest at luncheon of Mr. Henry J. Skipp, Export Manager of Montgomery, Ward & Company on June 20, and on the 21st instant he addressed the regular luncheon meeting of the Export Managers Club of Chicago. His talk on conditions in China and prospects for the future was very practical and interesting and he answered a number of questions during and after the meeting.

Mr. Calder's visit was productive of very good results.

Attached is a clipping from the "Chicago Daily News" of June 21, regarding Mr. Calder's visit to this city.

Inclosure 47958

FLA:OH

F. L. Roberts,  
District Manager.

St Louis,  
June 25, 1928

Mr. Harold Dotterer, Chief,  
Division of District Offices,  
Bureau of Foreign and Domestic Commerce,  
Washington, D. C.

Dear Dotterer:

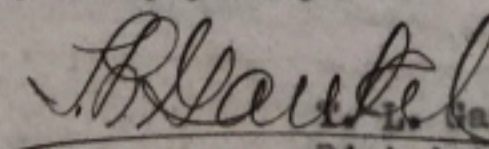
The following is a report on the visit of Mr. A. Bland Calder, American Trade Commissioner from Shanghai, who made his headquarters at this office on Friday and Saturday, June 22 and 23.

The customary letter was sent to firms on the Exporters' Index, notifying them of Mr. Calder's availability for conferences, advance publicity was obtained, and telephone calls made to a number of clients who we felt would be especially interested in conferring with the Trade Commissioner. You will note from the enclosed list that ten representatives of local firms interested in trade with China conferred with the Trade Commissioner on the two days.

On Friday Mr. Calder made a very interesting and informative address at a luncheon meeting of the Foreign Trade Bureau of the Chamber of Commerce, held at the Statler Hotel. Congressman L. C. Dyer, author of the China Trade Act, and Carl F. Deichman, Consul General from Chile, also spoke at this luncheon, which was arranged at the suggestion of the district manager. In his short talk Congressman Dyer referred to the fact that he had previously met Mr. Calder in China, directed attention to the good work that he and the other foreign representatives of the Bureau were doing in the interest of American trade, and paid a high compliment to Secretary Hoover, as will be noted from the attached press clipping.

Mr. Calder impressed us as having an especially good knowledge of commercial conditions in China and opportunities for American trade. Local firms interested in trade with that country will as a result of the information and advice furnished by the Trade Commissioner be in a much better position to intelligently direct their trade promotion efforts there.

Very truly yours,

  
L. L. Gaukel,  
District Manager.

Encl.  
tlg/js

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THOSE PRESENT AT SPECIAL MEETING  
FOREIGN TRADE COUNCIL  
June 19, 1928.

- Mr. F. L. Dunsmoor, H. J. Heinz Company.
- Mr. H. F. Griffith, Westinghouse Elec. & Mfg. Co., East Pittsburgh
- Mr. H. S. Reizenstein, Westinghouse E. & M. Co., East Pittsburgh
- Mr. A. M. Vance, Pittsburgh Plate Glass Co., Frick Building.
- Mr. F. D. Fagan, Vice President, Union Electric Company.
- Mr. George O. Morgan, Aluminum Co. of America, Oliver Building.
- Mr. C. R. Miller, Duff Manufacturing Company.
- Mr. Crofford, H. J. Heinz Company.
- Mr. Worthman, American Express Company