

SHANGHAI, FRIDAY, NOVEMBER 20, 1936

Trade-Council Got Start In 1934, Now Live-Organization

Chinese General Chamber Of Commerce And American Chamber Of Commerce Act On Initiative Of U. S. National Foreign Trade Council, Form New Unit Here; List Of New Members Given

The Chinese American Trade Council, who with the American Chamber of Commerce is sponsoring Chinese-American night at the American Club tonight, was first organized in June, 1934, and since then has been active in manifold activities.

Acting upon the initiative of the National Foreign Trade Council in the United States, the Chinese General Chamber of Commerce and the American Chamber of Commerce named 12 delegates to work on the organization of the Council.

Among the Chinese appointed were Messrs. Chang Kia-ngau, Minister of Railways; Ling Kang-hou, General Secretary of the Chinese Bankers' Association; Yu Tso-ting, President of the Chinese Chamber of Commerce; Chen Chieh, Vice-Minister of Foreign Affairs; K. P. Chen, Managing Director of the Shanghai Commercial and Savings Bank; K. P. Kuo, Managing Director of the Shanghai Trust Company.

Americans named to serve as members of Council were P. S. Hopkins, President of the Shanghai Power Company, A. Bassett, Director of the British-American Tobacco Company; A. E. Schumacher, Manager of the Chase National Bank; P. H. Bordwell, Assistant General Manager of the Robert Dollar Company office here, and C. H. French, former President of the American Chamber of Commerce.

Since that time, the Council has sponsored many pleasant gatherings and meetings which have served the purpose of promoting friendship and good will. Last May they were one of the main organizers of the Chinese-American

Trade Week, which proved to be a phenomenal success.

The present officers and members of the Council are:

CHINESE MEMBERS

Messrs. K. P. Chen, General Manager, Shanghai Commercial & Savings Bank, Ltd.; P. W. Kuo, Director, Bureau of Foreign Trade; Tsuyee Pei, Manager, Shanghai Branch, Bank of China; Wang Hsiao-lai, Chairman, Chinese Chamber of Commerce of Shanghai; Ling Kong-hou, General Secretary, The Bankers Association of Shanghai; King Zung-tsiang, Member, Executive Committee, Chinese Chamber of Commerce of Shanghai; P. W. Tsou, Assistant Manager, Shanghai Commercial & Savings Bank.

AMERICAN MEMBERS

Messrs. C. H. French, Vice-President, Andersen, Meyer & Co.; C. S. Franklin, Chairman, American Chamber of Commerce; P. S. Hopkins, General Manager, Shanghai Power Co.; C. H. Bordwell, Vice-President, Dollar Line Co.; W. H. Plant, Shanghai Manager, U.S. Steel Products Co.; A. E. Schumacher, Manager, The Chase Bank; Julian Arnold, American Commercial Attache.

OFFICERS

President K. P. Chen, Vice-President C. H. French, Secretary-Treasurer T. S. Miao, Assistant Secretary J. M. Howes

Ambassadors Of Two Great Nations



Able representatives of two great nations are Dr. C. T. Wang, former Foreign Minister, Ambassador-Designate to the United States (left), and Mr. Nelson Truster Johnson, American Ambassador to China.

Big Chamber Is Aided By Junior Group

Young Americans Here Give Strong Impetus To Commerce

With the organization here late this spring of a Junior Chamber of Commerce, made up of young American business men, further impetus has been given to the promotion and study of trade between China and the United States. The Spring junior members have been working shoulder to shoulder with the senior organiza-

(Continued on Page 12, Col. 6.)

Full Program Of Events Is Given Lengthy Speeches Strictly Banned!

The complete program of the Chinese-American Night to be held tonight at the American Club from 7:15 to 11:30 p.m. under the sponsorship of the Chinese-American Trade Council and the American Chamber of Commerce follows:

- 7:15 to 8:15 p.m. Reception for guests at the American Club.
8:15 p.m. Dinner begins.
9:00 Speakers from the airplane will leave for the Lung-hwa Airdrome.
9:30 Aerial radio-telephone conversation between the speakers in the airplane and speakers in the American Club will start.
9:50 to 10:30 Max Malini, World's Greatest Magician, will perform.
10:30-11:30 Showing of Trade Pictures provided by the American Commercial Attache's Office and entertainment provided by American motion picture companies.

The Presiding Hosts will be Mr. C. S. Franklin, Chairman (Continued on Page 12, Col. 3.)

Trade Outlook Good, Attache Here Affirms

Julean Arnold Stresses Need For Reciprocity In Commerce

The immense potentialities of China with regard to trade and commerce were described by Mr. Julean Arnold, American Commercial Attache, in a recent address given before students of the School of Commerce of the University of Shanghai.

"Great progress has been made in foreign trade in the United States (Continued on Page 12, Col. 3.)

Chinese-American Night To Be Held At American Club

First Demonstration Of Two-Way Aerial Radio-telephone Conversations To Be Held In China Feature Of Events Of Evening; 400 Members, Guests Of Trade Council, Chamber Of Commerce To Attend

Another milestone marking the binding of Sino-American friendship, co-operation, and good-will will be reached tonight with the celebration of Chinese-American Night at the American Club, sponsored jointly by the Chinese-American Trade Council and by the American Chamber of Commerce.

Some 400 leading Chinese and American businessmen and their friends will gather tonight to witness the program, which will prove to be one of the most interesting of the twice-a-year Chinese-American nights yet held.

Aerial Broadcasting For the first time in the history of China, the first demonstration of aerial broadcasting will take place during the evening, one of the outstanding features of the program. By means of radio-telephone equipment installed in a China National Aviation Corporation Douglas transport and in the American Club, representatives in the Assembly at the American Club as the airplane soars over busy Shanghai.

This unique demonstration has been made possible through the friendly co-operation of officials of the China National Aviation Corporation and the China Electric Company. There will be several speakers speaking in turn from the plane as well as from the American Club, where the conversations will be amplified in order that those seated at the banquet tables may hear them.

As with previous occasions, the meeting tonight will be a notable gathering of businessmen and officials representing both the Chinese and American communities. Meticulous care has been taken by the organizing committee to assure that the program will be one of the most interesting of its kind ever held. The aerial broadcast will be accompanied by unusual and interesting films. There will be no long speeches, but plenty

of genuine friendship. The American Club rooms will be specially decorated for the event.

The date of holding the meeting tonight was chosen because the National Foreign Trade Convention is now in session in Chicago. It had been hoped that, in addition to the aerial demonstration, a two-way telephonic conversation between the two meetings could be held, but owing to certain unforeseen difficulties, the project has been postponed. Telegrams between the two bodies, however, will be exchanged in lieu.

Starts At 7:15 p.m.

Because of the length of the evening's events, the program will start at 7:15 p.m. with a reception for guests. One hour later, the banquet will begin. At 9 p.m., the Presiding Hosts, Mr. C. S. Franklin, Chairman of the American Chamber of Commerce and representing the American Chamber of Commerce, and Dr. P. W. Kuo, Director of the Bureau of Foreign Trade, representing the Chinese-American Trade Council, will welcome the guests. Mr. Clarence E. Gauss, American Consul-General, is expected to make a brief address. At the same hour, Mr. Wang Hsiao-lai, Chairman of the Shanghai Chinese Chamber of Commerce, Mr. Julean Arnold, U. S. Commercial Attache, Mr. Dai En-ki, Vice-President of the China National Aviation Corporation, and Mr. A. E. Schumacher, Manager of the Chase Bank, will leave for the Lung-hwa Airdrome and will board the Douglas Transport which, half an

(Continued on Page 12, Col. 5.)

Men Who Figure Prominently In Sino-American Trade Relations



Mr. Wang Hsiao-lai, Chairman of the Chinese Chamber of Commerce.



Mr. C. F. French, Vice-President of the Chinese-American Trade Council.



Above: Dr. P. W. Kuo, Director, Bureau of Foreign Trade, member of the Chinese-American Trade Council, who will be one of the chairmen tonight.



Above: Mr. Cornell S. Franklin, Chairman of the American Chamber of Commerce, who will be one of the Chairmen tonight. At left: Mr. J. M. Howes, Assistant Secretary of the Chinese-American Trade Council.



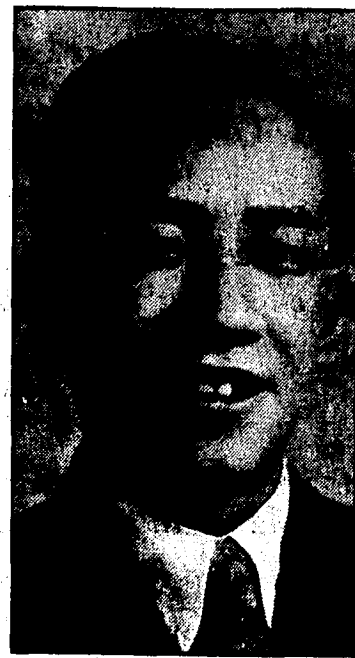
Mr. Julean Arnold, American Commercial Attache, member of the Chinese-American Trade Council.



Mr. K. P. Chen, President of the Chinese-American Trade Council.



Mr. P. S. Hopkins, a member of the Chinese-American Trade Council.



Mr. Tsuyee Pei, a member of the Chinese-American Trade Council.



At left: Mr. J. M. Howes, Assistant Secretary of the Chinese-American Trade Council.



Mr. K. H. Ling, a member of the Chinese-American Trade Council.



Mr. T. S. Miao, Secretary-Treasurer of the Chinese-American Trade Council.

Soya Bean Plays Big Role In China Exports

American Scientists Hear Symposium On Lowly Bean

MULTIPLICITY OF USES DISCOVERED

5,000,000 Acres Now Being Cultivated In America

One of the leading Chinese experts in the humble soya bean. At a recent meeting of the American Chemical Society held in Kansas City, Mo., 2,000 chemists, agriculturalists and industrialists listened to speeches on all scientific subjects, and at least among these was the development of bean which has a history going back 5,000 years.

There was Dr. A. A. Horvath of the University of Delaware's Agricultural Experiment Station, for example. "In 1832 some nine million pounds of soya bean oil were used for soap-making," he pointed out. "In fact it is because the cheap soya bean consists of about 20 per cent oil that the soap-makers were among the first industrialists to take it up in a big way. Dr. Horvath referred rather scornfully to the advertising lads who insist that coconut oil is an essential in hard-water soap. Soap made of soya bean will lather well, he vouches.

Dr. M. F. True sang of the soya bean as a food. For centuries the bean has been eaten in the Far East. The nutritive value of its protein is as high as that of milk. Hence the growing use of soya bean milk and soya foods for babies. "There are significant amounts of vitamins B and C," reported Dr. True. In fact the lowly soya bean seems to be so excellent a food that it is mixed with candies, soda-fountain beverages, chocolate, health drinks, ice cream, macaroni and prepared sauces.

Fermentation By Molds

An American farmer who saw mold growing on his soybeans would probably wring his hands. The Chinese farmer would rejoice. In fact, he likes his soy foods fermented by molds, just as we like pickles and cheese fermented with the aid of bacteria. The soya bean sauce that the Chinese waiter hands you with chop suey is a fermented soya bean product, in case you don't know it.

Most of the soya bean foods are made from beans from which the oil has been squeezed. What becomes of the oil? The soap-makers cannot possibly use it all. Dr. E.

Retiring Envoy



His Excellency Dr. Alfred Sze, Chinese Ambassador to the United States, who is retiring shortly after capably serving in his post for more than two decades.

F. Ware illuminated this phase of the subject. Paint-makers use enormous quantities of the oil. The buildings of Chicago's Century of Progress Exposition were coated with soya bean paints. Millions of automobiles gleam with enamels in which soya bean oil is an ingredient. Yet Dr. True admitted that "soya bean oil is not ideal for paint"; it does not dry last enough. So paint-makers blend it with other oils.

Multiplicity Of Uses

Soya beans can be used for every thing from hay to hairpins. It seems. Mix the meal of the bean with formaldehyde (after the oil has been pressed out) and you have a plastic that can be molded when hot. Paper-makers use the protein separated from the meal to coat and size their stock. Soya bean glue holds piles of wood together.

Dr. H. E. Barnard, director of research of the Farm Chemurgic Council, even expressed the opinion that artificial wool might be made out of these same proteins. The Italians are now trying to make wool out of the caseln of milk. In a Wellesley glimpse of the future Dr. Barnard saw the "passing of the cow and sheep" if the soya bean lives up to his hopes.

Justinian, Byzantine emperor, succeeded in getting the silk secret from China by bribing two monks to smuggle some of the silkworms out of the country in their bamboo staffs. Afterward, silk became more widely used, although it remained expensive.

George Hill Lewis of Cincinnati was issued the first radio license in the United States in 1911.

Full Program Of Events Is Given

Lengthy Speeches Strictly Banned!

(Continued from Page 11, Col. 4.)

of the American Chamber of Commerce, representing the American Chamber of Commerce. Dr. P. W. Kuo, Director of the Bureau of Foreign Trade, representing the Chinese-American Trade Council.

Between 9 and 9:30, the presiding hosts will extend welcomes to the guests present.

The airplane will be provided by the China National Aviation Corporation and the speakers who will board the plane will be Mr. Wang Hsiao-lai, Chairman of the Shanghai Chinese Chamber of Commerce; Mr. Julian Arnold, American Commercial Attaché, Mr. Dai En-ki, Vice-President of the China National Aviation Corporation and Mr. A. E. Schumacher, Manager, the Chase Bank. They will speak in turn to representatives of the Assembly at the American Club.

The radiotelephonic equipment has been installed by the China Electric Company, Ltd., and the China National Aviation Corporation.

Trade Outlook Good, Attache Here Affirms

(Continued from Page 11, Col. 6.)

during the last few years," Mr. Arnold said. "I can remember the time when foreign trade in America simply meant selling goods to other countries, and implied merely exports, and not imports. We have learned now, however, that we must expect to buy if we expect to sell. We realize the significance of international relationship.

"I have been in your country for 35 years," he continued, "and I have come to realize that if America is to do business with China, she must not only take a large share of China's commodities in exchange, but she must go farther than that and try to encourage the Chinese people to increase and improve their purchasing power; and to develop their own resources."

Facts Issued Promptly

He referred to the customs survey conducted in China, and said that these had recently been improved, and compared very favorably with those of other countries. The most up-to-date machines were perforated cards are used to assemble facts relating to China's trade, and these are issued very promptly.

"Looking back upon these figures," Mr. Arnold said, "some very interesting developments can be noted. I could write a very interesting book on China from the customs statistics alone. They go back to before the beginning of the present century, when China's exports were very few, and easy to calculate. The bulk of China's exports consisted of silk and tea. On the imports side, the majority of items were made up of opium, cotton goods, woolen goods, and very little else. The total of

civilization. They have a very intelligent farming population, and the standard of intelligence among the people generally is high. They also have a great asset in the way of a natural mechanical instinct. When factories were erected, the Chinese people quickly understood the working of them. I think that there is no country which offers more for men and women than China does. The big problem is the development of domestic trade. China has transportation agencies, minerals, waterways—everything for modern business.

"I have noticed two main changes during the time that I have been in China," he said in conclusion, "the first of which was in the direction of national unity. The other change is mental receptivity to modern ideas. China is getting all she can from the great sources of modern learning. With this attitude in their minds, nothing can hold the Chinese people back, and they must go ahead. I am, and always have been, intensively optimistic about China."

Plane Talks To Feature Event Tonight

(Continued from Page 11, Col. 8.)

hour later, will wing them over to Shanghai.

All Will Hear

During the next 20 minutes, the speakers in the plane will hold conversations with other speakers in the American Club, at which place the voices will be amplified so that all assembled can hear.

At 9:50, Mr. Max Mallin, internationally known as the "world's greatest magician," will entertain the guests with a pack of tricks which have already amazed several Shanghai audiences. Mr. Mallin's clever repartee accompanying his tricks are as keenly enjoyed as the tricks!

From 10:30 to 11:30 p.m., moving pictures will be screened. These films are of special interest. Some of them have been supplied by Mr. Julian Arnold, U. S. Commercial Attaché, and bear on trade, while the others, of entertainment value, have been supplied by various American motion picture distributors here.

All in all, the evening will be an outstanding event which will be long remembered by all who participate, and attend.

been greatly interested to learn of the formation of a Junior Chamber of Commerce in Shanghai and that he felt it might serve a distinct purpose, especially in co-operation with the Senior Chamber and with other organizations.

Mr. MacDonald said that the Junior Chamber of Commerce of Los Angeles had been particularly active in co-operation with the Los Angeles Chamber of Commerce, the largest organization of its kind in the world, and that it had served many useful purposes in the community.

This younger group of business men of the city, he said, had taken it upon themselves to sponsor many athletic events and to assist in bringing others to the attention of the public. Mr. MacDonald added, however, that in that he was not fully acquainted with conditions in Shanghai he would not attempt to suggest a program for the local organization.

Since it was formally launched, the Junior Chamber has been an active organization and its officers have worked with the Senior Chamber to make tonight's function a success.

Big Chamber Is Aided By Junior Group

(Continued from Page 11, Col. 3.)

tions in making Chinese-American Trade events a success.

The new Chamber was formally organized on May 12 after several preliminary discussions. Mr. Paul F. Kops, was elected President. Other officers include Messrs. William A. Sipprell, Jr., Vice-President, C. H. Green, Treasurer, H. B. Howard, Secretary, Harrison Arnold and R. J. Moncal.

The new organization is affiliated with the American Chamber of Commerce, which last year adopted a New Outlook Program which included approval of such an organization being formed among the younger group of American business men. The Secretary of the American Chamber of Commerce acts as liaison between the two affiliated groups.

The first official appearance of the American Junior Chamber of Commerce was on the morning of Friday, May 15, when President Kops and Mrs. Kops joined the delegation to meet the Los Angeles Chamber of Commerce Party. The new organization also took part in the tiffin given on Monday, May 18, in honor of the Los Angeles Chamber of Commerce Party.

It is especially appropriate that the American Junior Chamber of Commerce was organized at this time and participated in this event, for the Los Angeles Chamber of Commerce not only originated the idea of Foreign Trade Week, but they also organized and promoted the Junior Chamber of Commerce movement, which has since spread to all the principal cities in the United States and now has National Headquarters in Washington, D.C.

In an address given before members of the Junior Chamber recently at the American Club, Mr. E. F. MacDonald, Trade Commissioner of the Los Angeles Chamber of Commerce, praised the idea of younger men in business organizing for mutual advantages.

"I have seen some excellent work done by various Junior Chambers of Commerce in the United States," Mr. E. F. MacDonald said. The speaker stated that he had

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- Inside couch raises to comfortable sleeping height.
- Exclusive new covers.
- Opens to double or twin beds.

NEVER BEFORE HAS SUCH VALUE BEEN OFFERED IN SHANGHAI

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\$97⁵⁰

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Men Who Figure Prominently In Sino-American Trade Relations

The China Press (1925-1938); Nov 20, 1936;

ProQuest Historical Newspapers: Chinese Newspapers Collection

pg. 11

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Also representatives of two great nations are Dr. C. T. Wang, former Foreign Minister, Ambassador-Designate to the United States (left), and Mr. Nelson Trappier Johnson, American Ambassador to China.



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Some 400 leading Chinese and American businessmen and their friends will gather tonight to witness the program, which will prove to be one of the most interesting of the twelve-year Chinese-American night yet held.

The date of holding the meeting tonight was chosen because the National Foreign Trade Council is now in session in Chicago. It had been hoped that, in addition to the aerial demonstration, a two-way telephonic conversation between the two meetings could be held, but owing to certain unforeseen difficulties, the project has been postponed. Telegrams between the two bodies, however, will be exchanged in New York.

Because of the length of the evening's event, the program will start at 7:15 p.m. with a reception for guests. One hour later, the banquet will begin. At 9 p.m., the evening starts. Mr. C. A. Franklin, Chairman of the American Chamber of Commerce and representative of the American Chamber of Commerce, and Dr. P. W. Kuo, Director of the Bureau of Foreign Trade, representing the Chinese-American Trade Council, will welcome the guests. Mr. Clarence E. Gault, American Consul-General, is expected to make a brief address. At the same hour, Mr. Wang Hsiao-li, Chairman of the Shanghai Chinese Chamber of Commerce, Mr. Julius Arnold, U. S. Commercial Attaché, Mr. Dai Shih-ai, Vice-President of the China National Aviation Corporation, and Mr. A. E. Schumacher, Manager of the Chase Bank, will have for the Douglas Trappier, which will be

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The increase possibilities of China with regard to trade and commerce were discussed by Mr. Julius Arnold, American Commercial Attaché, in a special address given during the evening at the American Club. He stated that the program will be one of the most interesting of the night yet held. The aerial broadcast will be accompanied by musical and interesting films. There will be no long speeches, but plenty

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His Excellency Dr. Alfred Sauer, Chinese Ambassador to the United States, who is retiring shortly after capably serving as his post for more than two decades.

One of the leading Chinese exports to the United States is soybean. At a recent meeting of the American Chemical Society held in Kansas City, Mo., 2,000 chemists, agronomists, and industrialists listened to speeches on all scientific subjects and one heard among these was the development of beans which has a history going back 2,000 years.

There was Dr. A. A. Horvath of the University of Delaware's Agricultural Experiment Station. In a paper, "The Soybean as a Source of Protein," he pointed out that the soybean is the only food crop which contains a complete protein. He said that the soybean is the only food crop which contains a complete protein. He said that the soybean is the only food crop which contains a complete protein.

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(Continued from Page 11, Col. 1.)

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Between 9 and 9:30, the presiding hosts will extend welcomes to the guests present.

The symposium will be presided over by the Chinese National Association. The speakers who will attend the symposium are: Mr. Wang Shun-hai, Chairman of the Shanghai Chinese Chamber of Commerce; Mr. Julian Arnold, American Commercial Attache; Mr. Dai En-hsi, Vice-President of the Chinese National Association; Mr. A. E. Schwaninger, Chief Manager of the Chase Bank; and Mr. A. E. Schwaninger, Chief Manager of the Chase Bank.

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(Continued from Page 11, Col. 1.)

during the last few years," Mr. Arnold said. "I can remember the time when foreign trade in America was almost entirely confined to raw materials, and included mainly exports, and not imports. We have learned now, however, that we must export to buy if we expect to sell. We realize the significance of international relationship."

"I have been in your country for 12 years," he continued, "and I have come to realize that if America is to do business with China, she must not only take a large share of China's commodities in exchange, but she must go further than that and try to encourage the Chinese people to increase and improve their purchasing power, and to develop their own resources."

Trade Outlook Good, Attache Here Affirms

(Continued from Page 11, Col. 1.)

exports in 1935 amounted to 100 million dollars, but they had not risen to 200 million dollars. Imports have been increasing steadily, and in 1935 they amounted to 100 million dollars. The total trade between the two countries in 1935 was 200 million dollars.

"The Chinese people have a tremendous amount of energy and initiative," he said. "They are very intelligent and very hard working. They are very intelligent and very hard working. They are very intelligent and very hard working."

Big Chamber Is Aided By Junior Group

(Continued from Page 11, Col. 1.)

Given in making Chinese-American Trade Council a success.

The new Chamber was formally organized on May 13 after several preliminary discussions. Mr. Paul F. Kopp, Consul General, presided. Other officers include Messrs. William A. Rippey, Jr., Vice-President; C. H. Green, Treasurer; H. B. Howard, Secretary; Harrison Arnold and H. J. Moulton.

Plane Talks To Feature Event Tonight

(Continued from Page 11, Col. 1.)

hour later, will wing their way to Shanghai.

All will hear

During the 20 minutes, the speaker will talk to the audience in the American Club, at which place the event will be held. It is expected that all assembled can hear the speaker.

At 9:30, Mr. Max Millat, International Liaison Officer of the American Chamber of Commerce, will give a talk on "The World's Greatest Migration." Mr. Millat will also give a talk on "The World's Greatest Migration."

Big Chamber Is Aided By Junior Group

(Continued from Page 11, Col. 1.)

been greatly interested in the formation of a Junior Chamber of Commerce in Shanghai and that he felt it might give a distinct purpose, especially in co-operation with the Senior Chamber and with other organizations.

Mr. MacDonough said that the Junior Chamber of Commerce of Los Angeles had been particularly active in co-operation with the Los Angeles Chamber of Commerce, the largest organization of its kind in the world, and that it had served many useful purposes in the community.

man of the city, he said, had taken a upon themselves to sponsor every athletic event and to assist in bringing others to the attention of the public. Mr. MacDonough added, however, that in that he was fully acquainted with conditions in Shanghai he would not attempt to suggest a program for the local organization.

Since it was formally launched, the Junior Chamber has been an active organization and its officers have worked with the Senior Chamber to make tonight's function a success.

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As Chinese-American Night is observed this evening, leading Chinese and American business men will have opportunity to exchange views, and to plan for further building up of friendship and trade.

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