

January 10, 1930
January 10, 1930

Foreign Trade Secretary,
Chamber of Commerce,
Cleveland, Ohio.

275

Peerless, Jordan, and Stearns-Knight
Agencies in China

Dear Sir:

We are in receipt of a letter from Trade Commissioner A. Viola Smith, Shanghai, China, asking whether the Peerless, Jordan, and Stearns-Knight passenger cars are represented in China. She states that they frequently have calls for information regarding American motor car agencies that are not represented in that territory, and asked that she be supplied with current literature, price lists, and discounts on the Peerless, Jordan, and Stearns-Knight cars.

It is suggested that you get in touch with these three companies, and if they are not already represented in China, have them fill out in duplicate the attached Application for Assistance in Securing Dealer, Distributor, or Indent Agent Abroad, and forward them to this Division, together with at least three sets of literature, including price lists and discounts.

If you know of any other manufacturers of medium priced cars not already represented in China please have them forward complete literature, either through this Division or direct to our Shanghai Office.

Very truly yours,

P. R. Mattix,
Acting Chief, Automotive Division.

Inclosure: 20387

Forwarded:

Harold Dotterer,
Chief, Division of District Offices.

NF:ID

Январь 10 1930

January 10, 1930

To: St. Louis District Office.
From: Automotive Division.
Subject: Gardner & Moon Agencies in China.

2EG

We are in receipt of a letter from Trade Commissioner A. Viola Smith, Shanghai, China, asking whether the Gardner and Moon passenger cars are represented in China. She states that they frequently have calls for information regarding American motor car agencies that are not represented in that territory, and asked that she be supplied with current literature, price lists, and discounts on the Gardner and Moon cars.

It is suggested that you get in touch with these two companies, and if they are not already represented in China, have them fill out in duplicate the attached Application for Assistance in Securing a Dealer Abroad, and forward them to this Division, together with at least three sets of literature, including price lists and discounts.

If you know of any other manufacturers of medium priced cars not already represented in China please have them forward complete literature, either through this Division or direct to our Shanghai Office.

P. R. Mattix,
Acting Chief, Automotive Division.

Inclosure: 20385

Forwarded:

Harold Dotterer,
Chief, Division of District Offices.

EP:ID

January 10, 1930
January 10, 1930

To: Shanghai Office.
From: Automotive Division.
Subject: Motor Car Agencies.

275

Attention: A. Viola Smith.

Receipt is acknowledged of your letter dated December 15, 1929, referring to your communication of May 25, 1929, in which you requested information as to whether the following makes of cars were open for representation in China, and asking that you be supplied with catalogs, price lists, etc.:
Gardner Jordan
Kissel Moon
Peerless Stearns-Knight
Vellie

I find an item was inserted in the July 8th issue of "Automotive World News", requesting interested manufacturers to forward complete descriptive material, either direct to your office or to this Division for transmittal. No catalogs were received here in the Division for transmittal to you, and we therefore assumed that interested manufacturers had forwarded literature direct to your office.

We have now thought best to get in touch with the manufacturers listed in your letter, and have accordingly written the St. Louis, Milwaukee, and Cleveland offices, in whose districts these manufacturers are located. As soon as replies are received you will be further advised.

P. R. Mattix,
Acting Chief, Automotive Division.

Forwarded:

Louis Domeratzky,
Questionnaire Committee.

ST. LOUIS DISTRICT OFFICE
1216 LIBERTY CENTRAL TRUST CO. BUILDING

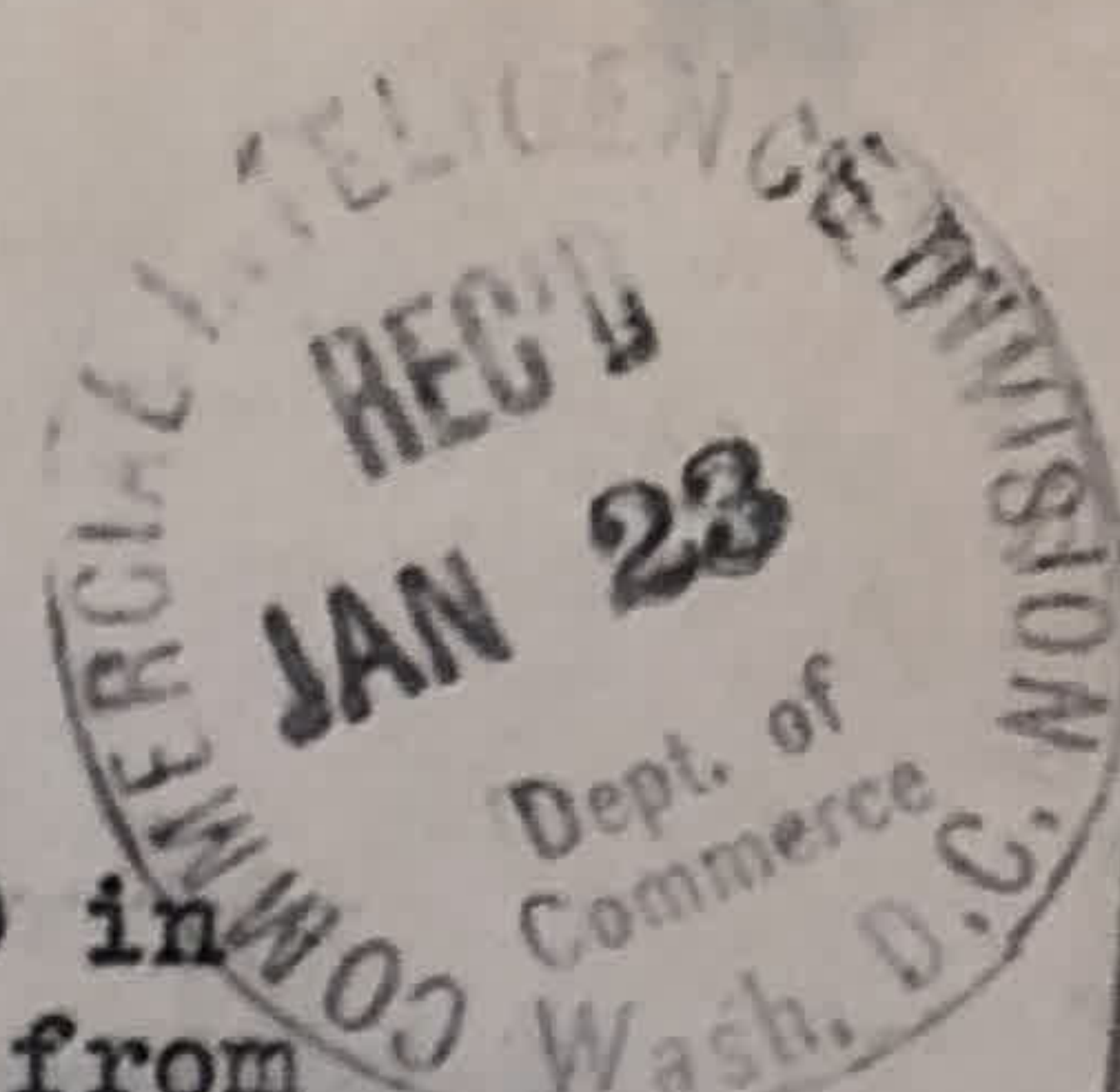
FILE No. *China*

ST. LOUIS January 21, 1930.

To: Automotive Division
From: St. Louis District Office
Subject: Gardner & Moon Agencies in China.

Received by
AUTOMOTIVE DIVISION

JAN 23 1930



Reference is made to your letter No. 27g of January 10 in which you informed us that you were in receipt of a letter from Trade Commissioner A. Viola Smith, Shanghai, China, asking whether the Gardner and Moon passenger cars are represented in China.

The subject matter of your letter was brought to the attention of the Gardner and Moon Motor Car Company, and we have just received information from Gardner to the effect that they are already represented in Shanghai, recently having made shipment of sample cars. This company feels that it is necessary for them to with-hold any negotiations with other firms for the immediate present, but if you care to obtain a report on the firm with whom they have been dealing, it would be greatly appreciated by this company. The name of the organization is Shanghai Motor Sales Company, P. O. Box 616, Shanghai.

*Send
FD 611*

Albert E. Ellis
Albert E. Ellis,
For T. L. Gaukel,
District Manager.

Request No. 31749

MM

January 29, 1930

To: St. Louis District Office.

From: Commercial Intelligence Division.

22dm

Subject: Request of the Gardner Motor Car Corp.

We have your letter of January 21, addressed to the Automotive Division in connection with their letter of January 10, asking whether the Gardner and Moon passenger cars are represented in China.

It is noted that the Gardner Motor Car Company has informed you to the effect that they are already represented in Shanghai, recently having made shipment of sample cars to the Shanghai Motor Sales Company, P. O. Box 616, Shanghai, with which firm they are dealing.

In connection with your request for information relative to this concern, we were informed by a source of information in this country believed reliable, under date of August 27, 1929, that the firm under consideration has been established since 1926 as importers, dealers and commission agents handling automobiles and allied lines. It is reported to be a private unlimited company with several Chinese partners under the management of Mr. Y. T. Har, a native of Shanghai, of about 40 years of age, and who is said to be of good commercial ability and morals. It is also reported that he has been connected as manager of several concerns and is familiar with business all over the country. It is understood that the Shanghai Motor Sales Company intends to open a branch office at Tientsin, Hankow and Hongkong, and seems to be connected with the Nanking Motor Sales Company of Nanking. Our report states that judging from reports received relative to this concern, it is said to be considered good as agents on a commission basis.

We have taken the necessary steps to secure a further report relative to this concern and it will be furnished you when it is received. We trust that this information, which is given with our usual waiver of responsibility, will prove of value to your contact.

Company, located at 330 S.E. Edward VII, Shanghai, has been established since 1926 as importers, dealers and commission agents handling automobiles and allied lines. It is reported to be a private unlimited company with several Chinese partners under the management of Mr. Y. T. Har, a native of Shanghai, of about 40 years of age, and who is said to be of good commercial ability and morals and to have been connected as manager of several concerns and is familiar with business all over the country. It is understood that the Shanghai Motor Sales Company intends to open a branch office at Tientsin, Hankow and Hongkong, and seems to be connected with the Nanking Motor Sales Company of Nanking. Our report states that judging from reports received relative to this concern, it is said to be considered good as agents on a commission basis.

Forwarded: A. S. Hillyer, Chief, Commercial Intelligence Division.
Harold Dotterer, Chief, Division of District Offices.

BVA:DE