

UNITED STATES
DEPARTMENT OF COMMERCE

BUREAU OF FOREIGN AND DOMESTIC COMMERCE
CABLE ADDRESS,
AMCOMAT, PEKING.

OFFICE OF COMMERCIAL ATTACHÉ
AMERICAN LEGATION
PEKING, CHINA

INDEXED
FILE NO. 2055

~~Specialties~~
China

September 6, 1923.

File 413.1

SUBJECT: Foreign Merchandising ✓

16 OCT 1923	✓	1939	12
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Director,
Bureau of Foreign and Domestic Commerce,
Washington.

Sir:

In regard to the suggestions contained in your letter of April 11, and further suggestions in your letter of July 17, it would seem that in the many changes in personnel and the work of the members of the Shanghai staff these suggestions have been somewhat overlooked. During the month of August, however, Miss Smith of the Shanghai Office forwarded a special report on Fountain Pens in Shanghai, which we expect to follow up shortly with a like report on the other articles of merchandise mentioned in the letter of the Specialties Division of April 11, addressed to all Commercial Attaches.

We also have in mind an illustrated article on Chinese retail shops and Chinese merchandising methods.

With the unexpected changes caused by the recent disaster in Japan, possibly more important matters will take precedence over this work, but you may be sure it will be accomplished as soon as possible.

Very truly yours,

John H. Nelson

John H. Nelson,
Assistant Trade Commissioner,
In absence of Commercial Attache.

JHN/pa