

INTERNATIONAL MARITIME COMPANY

ELEVENTH FLOOR
TERMINAL SALES BUILDING
SEATTLE, U. S. A.

January 19, 1925

CARD

RECEIVED

JAN 28 1925

INDEXED
FILE NO. 492-1

EUROPEAN DIVISION

B.F.D.C.

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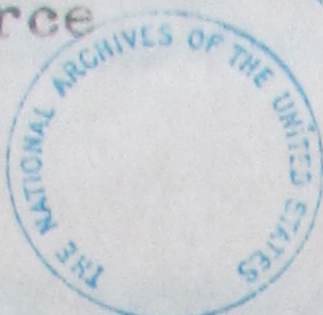
JAN 24 1925

13 19 23

Boycott

Lifson

Mr. J. R. McKey
Assistant Chief, Latin American Division
Department of Commerce
Washington, D. C.



Dear Sir:

You were doubtless surprised to receive my wire of the 16th but our friends on the other side had cabled us to press the complaint to the Government and it occurred to me that you were very close to the powers whom we wanted to reach and could eliminate a great amount of red-tape. It was not my intention to take advantage of your friendship but rather to place our complaint where it would receive some attention.

Briefly the case is this: Brewster and Company, an American firm located in Foochow, have bought some 3,000 tons of Dry Salt Herring, of which we have already shipped 2,000 tons. The Chinese students in Foochow are claiming that it is Japanese cargo and are trying to make the Chinese dealers boycott this Herring. As a matter of fact the Herring is packed in Canada by Canadian firms and shipped to Foochow largely in United States Shipping Board vessels. None of it went forward by Japanese lines. Moreover all shipments are supported by a Canadian Government certificate of Origin.

In the process of effecting their boycott they attacked and seriously wounded the Chinese Compradore of Brewster and Company. As you will note from the cable confirmations the police of Foochow have refused to act and Brewster and Company suggest our Government request the removal of the Police Commissioner of Foochow. The whole matter as you will realize is a matter to face and if allowed to go will discredit American business firms in China.

Mr. W. F. Brewster is in Seattle and being familiar with conditions in Foochow and China generally, expresses the opinion that if this situation is not dealt with firmly and at once the boycott will spread to other products and seriously affect American trade generally in the Far East.

I wish to thank you on behalf of the International Maritime Company for the attention I know you will give, to this complaint and at the same time extend you my own personal regards.

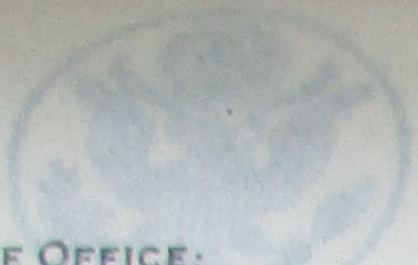
Yours very truly,

GFS/LJ

enc

International Maritime Company

George F. Shirley



DEPARTMENT OF COMMERCE

BUREAU OF FOREIGN AND DOMESTIC COMMERCE

WASHINGTON

WASHINGTON

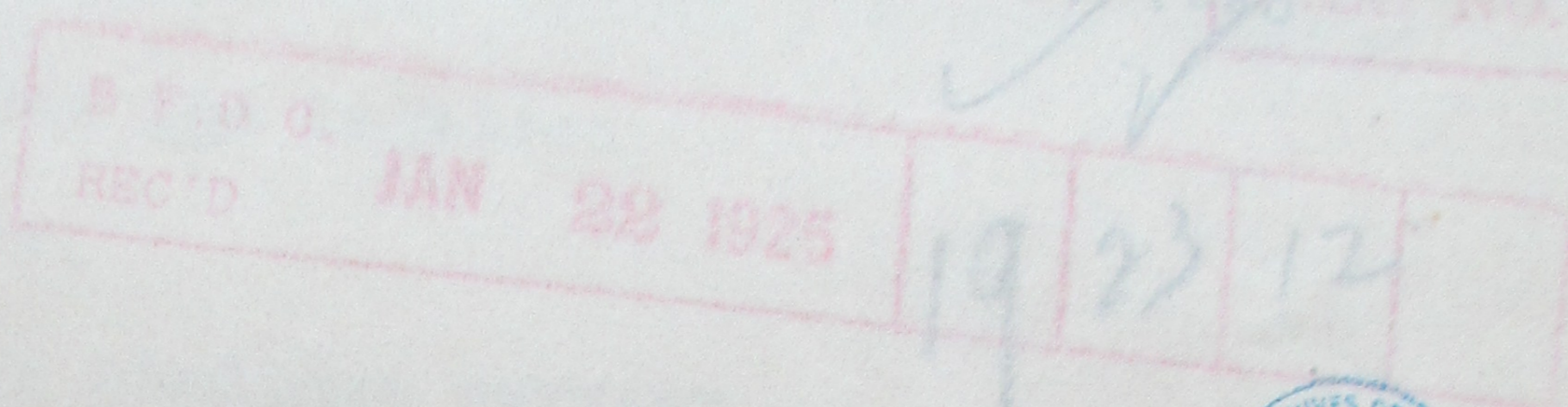
SEATTLE OFFICE:

515 LOWMAN BUILDING

SEATTLE

January 17, 1925

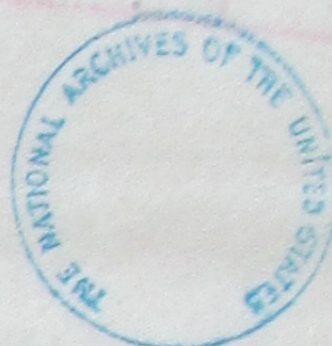
In reply refer to
FE. 698.1112/62.



Mr. F. E. Flanders

Claim International Maritime Co. Foochow.

Liaison Officer



Confirming our telegram of Saturday, I was very pleased to have your reply just now. I am attaching copies of telegrams supplied by the International Maritime Co.

We have recently looked into the trade in dried salt herring. This is an extremely cheap commodity put up for consumption in China, only. It will bear only the cheapest transportation cost and hence cannot be successfully produced in Alaska. So far it practically all comes from Canada. The trade was originated by Japanese who introduced the method of packing. I have not found exactly how old the trade was, but it existed on a very considerable scale eight years ago.

The fish are caught in certain inlets on both the east and west coasts of Vancouver Island. They are now packed under a certain amount of Canadian government inspection. The fish are brought in and placed as soon as possible, without any dressing or cleaning, in tanks of salt brine where they remain for three days. At the end of that time they are taken out and packed in cases between layers of salt. They will not keep indefinitely, but they will keep a reasonable time. The season begins in October and ends by law February 15th, with a few days variation for different localities. The fish taken at the close of the season are very inferior and keep badly.

While the trade was originated by Japanese and has been in Japanese hands for many years, considerable operations are now in the hands of Canadian and Scotch. My feeling in the matter was that the boycott might have been on the ground that the fish in Canada was handled by Japanese. It is apparently true that the majority of the fish is handled by Japanese, though now considerable portions of the trade are in the hands of white people, there might possibly be a few Japanese employees, but that would not come within the province of the boycott.

The fish in this case was purchased from Brik & Crawford & Lindsey, Ltd., who, I am informed are the largest operators and are Scotch Canadians.

Shirl H. Black
Shirl H. Black,
District Manager.

Enclosure

BHB:LA

SEATTLE CHAMBER OF COMMERCE

SEATTLE

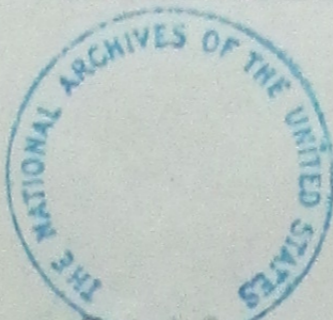
January 19, 1925

ENCLOSURE

Mr. J. J. Underwood,
621 Colorado Building
Washington, D. C.

Threatened Boycott of American
Goods at Foochow, China.

Dear Mr. Underwood:-



One of the members of this organization, Mr. B. K. Davis, President of the International Maritime Co., in the Terminal Sales Building, Seattle, has left with us copies of cable correspondence which he has had with subsidiary of his firm, Brewster & Co., of Foochow, China.

We are attaching copies of this cable correspondence together with copy of letter addressed to the Seattle Chamber of Commerce and signed by the two partners of the International Maritime Co., viz; W. F. Brewster of Foochow, China(who is in Seattle) and B. K. Davis of Seattle. This correspondence has reference to an assault made on an employee of the firm of Brewster & Co. at Foochow, China.

Dry salt herring is a product of British Columbia, it is not packed in America or Puget Sound in sufficient quantities for export. During former years dry salt herring was sold to the Chinese by Japanese firms. It is the belief of Brewster & Co. that the attack was in the form of a warning that Japanese goods were being boycotted in China.

There may be, of course, other angles to this which have not as yet been brought out but, on behalf of the International Maritime Company we call your attention to this situation confident that you will be in position to take the matter up through the proper avenues.

Very truly yours

M. Goode

M. Goode, Director,
Foreign Trade Department

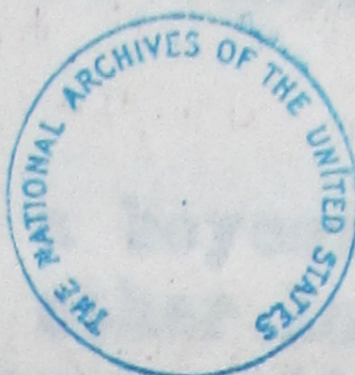
P. S. We might add that this herring is packed with American salt.

MG:ML
Enc.

INTERNATIONAL MARITIME COMPANY
ELEVENTH FLOOR
TERMINAL SALES BUILDING
SEATTLE, U. S. A.

Seattle, U. S. A., January 17, 1925

Seattle Chamber of Commerce,
Attention Miss Goode,
Seattle, Washington,



Dear Miss Goode:

Referring to our conversation this morning. We left copies of the cables we have received, and telegrams sent by us, referring to the threatened boycott of American goods at Foochow China.

The firm of Brewster & Co., of Foochow, China, and the firm of the International Maritime Company, at Seattle, are both American firms. We are advised by cable from the firm of Brewster & Company, Foochow, China, that one of their principal employees, S. H. Lee, a citizen of China, was assaulted and seriously wounded while selling dry salt herring. The assault was made on the grounds that the selling of Japanese herring is prohibited. The excuse that it was Japanese herring is entirely without foundation as the herring is produced in British Columbia by individuals and companies of the white race. The firm of Brewster & Company advise that the criminal wounding Mr. Lee had not yet been apprehended, and they make the direct accusation that the Chinese Police Commissioner of Foochow is shielding the criminal, and that the Chinese Government is apparently indifferent, and that American trade is being prevented. The assaults and attempted boycott are purely blackmail. In addition threats are being made of the same treatment to the Chinese merchants who purchase or attempt to purchase herring from Brewster & Company. Brewster & Company have asked us to protest to the Chamber of Commerce of this city and secure your support in having this situation remedied, by having the American government enter a protest to the Chinese Government with a view of having the Chinese Government taking steps to prevent a recurrence of such happenings, and to furnish the protection that American traders and nationals are entitled to.

During the past few months we have shipped to Brewster & Company, at Foochow, China, 2000 tons of dry salt herring, and approximately 1000 tons of flour and other merchandise. We have under contract to ship to them during the months of January and February another 1000 tons of dry salt herring. Brewster & Company purchase annually, under normal conditions, American goods from the Pacific Coast, and principally from Seattle, approximately \$1,000,000.00. Under normal conditions during the year 1925 we will pay to the United States Shipping Board \$100,000.00 or more freight money, and will pay out for such commodities as flour, fish, fruits, lumber and manufactured products of the northwest, and principally from Washington from 1 million dollars to 2 million dollars.

The question as to whether or not the herring is Japanese should not enter into the discussion, but in order to clear up the matter, we will say that all the herring we have shipped, and all we expect to ship in the future, is not and will not be produced by Japanese packers. It is what is known as "White Packed", and we hand you herewith a list of the packers and the amounts we have purchased from them.

All of the salt used by herring packers is a United States product, and runs into several thousand tons each year. If the sale of dry salt herring is prevented in China the salt trade of the United States will suffer severely as there is no other outlet for dry salt herring than China. No other country in the world is a consumer of it.

The present condition at Foochow is a boycott of American goods. If it is not stamped out immediately it will spread to other localities and districts, and to other commodities, with disastrous results to all lines of goods sold by the United States to China. All lines of business in this country would suffer.

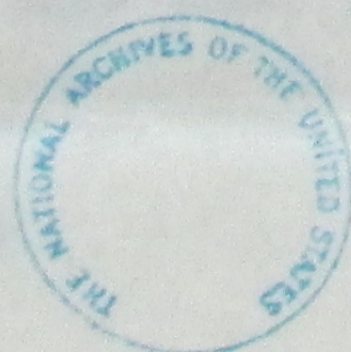
The Seattle Chamber of Commerce wields a powerful influence throughout China among the foreign traders, and with the Chinese merchants. Our cables contain specific demands that we secure your assistance in prevailing on the United States Government to protest to the China Government in an attempt to get the Chinese Government to take steps that will prevent a situation of this kind. Unless the American firms can procure the protection of the United States government they will lose face, and Chinese merchants will not buy from them as it indicates to the natives that the house is weak and not worthy of protection.

We respectfully request that you take this matter up with Mr. Underwood at Washington, D. C., in order that he may take steps to secure the protection the firm of Brewster & Company, and all other American traders should have.

Thanking you in advance for the efficient service we know you will render in this case, we are,

Yours very truly,

INTERNATIONAL MARITIME COMPANY



W. F. Brewster
W. F. Brewster, of Foochow, China

B. K. Davis
B. K. Davis, Seattle

REPORT OF DRY SALT HERRING
SHIPPED BY INTERNATIONAL MARITIME COMPANY, SEATTLE
YO

BREWSTER & COMPANY, FOOCHOW, CHINA

NAME OF PACKER

SHIPPED

Butterfield, Mackie

933 Cases

112 "

625 "

1011 "

2686 cases

Nootka Packing Company

980 "

947

Gosse Millard Company

~~1851~~ "

Northwest Fisheries Ltd

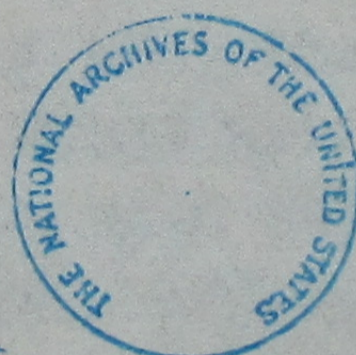
1851 "

Wallace Fisheries

2250 "

Total already shipped

8714 "



Ready to Load

Northwest Fisheries Ltd.,

800 cases

Somerville Packing Company

400 "

1000 "

The following are the commitments for the
last half of January and the first half
of February

Somerville Packing Co

2500 cases

Northwest Fisheries

500 "

Blackwell Fisheries

1000 "

4000 "



MAILED 1025
Oriental Importing Company, Inc.

IMPORTERS - EXPORTERS - INDENTORS

MANUFACTURERS

HEAD OFFICE AND WAREHOUSE
1109 POST STREET

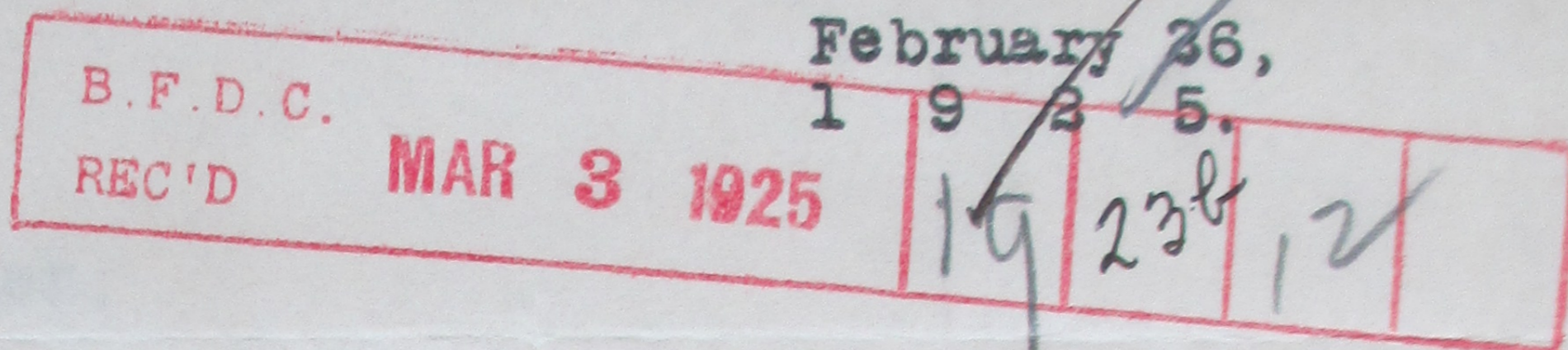
SEATTLE, WASH., U. S. A.

U. S. OFFICES

Seattle, Wash.
New York, City
Chicago, Ill.
St. Paul, Minn.
New Orleans, La.

FOREIGN OFFICES

Canton, Foochow,
and Hongkong, China
Tokyo, Kobe and
Nagoya, Japan
Hamburg, Germany



Dept. of Foreign Commerce,
Washington, D. C.

Gentlemen:

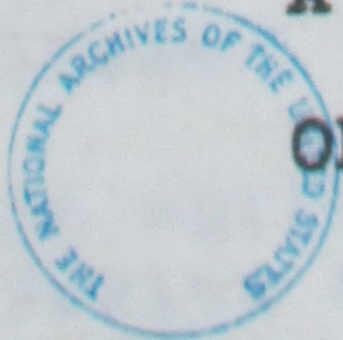
We have been advised that our manager, Mr. S. D. Yang, a Chinese citizen, but employed by us to take care of our interests in the Foochow district, has been stabbed by unknown parties instigated by young Chinese students; without interference of the present Chinese government; hindering our pursuit of business; causing through this assault a large pecuniary loss to our import and export trade.

With this, we ask that you kindly use your good office in taking up this matter with the proper authorities in Washington, D. C.; so that the American business interests and any of their employees, as well as the prestige of this country, shall receive due consideration from the Chinese government.

Thanking you for your efforts in our behalf,
we remain

At your service,

ORIENTAL IMPORTING CO., INC.



[Handwritten signature]
PRESIDENT

ACD:S

*Matter for
State Dept. only.
C/S*

RCM

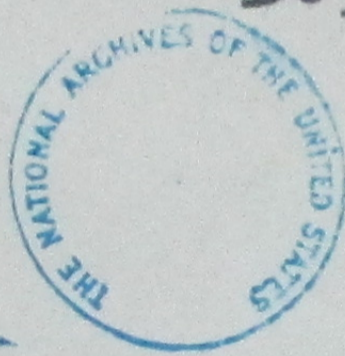


DEPARTMENT OF STATE
WASHINGTON

March 8, 1925

In reply refer to
FE. 693.1112/63.

Mr. R. C. Miller,
Liaison Officer, Bureau of
Foreign and Domestic Commerce,
Department of Commerce,
Washington, D. C.



Sir:

I beg to refer to Mr. Eldridge's letter of January 16, 1925, the Department's reply of January 21, 1925, and your letter of January 30, 1925, in regard to shipments of herring by the International Maritime Company to Messrs. Brewster and Company, an American firm at Foochow, and to inform you that a telegram has now been received from the American Legation at Peking, which is quoted as follows:

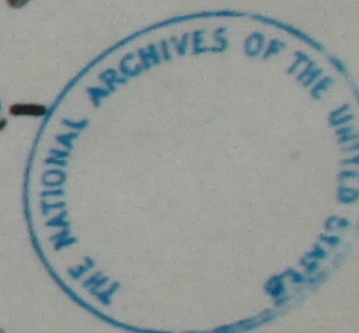
✓ "This agitation has been conducted by the Fukien students union and has been directed against Anglo-Chinese

college

college of the American Methodist Episcopal Mission and against American and Chinese firms dealing in fish imported from America. Agitation against college instigated originally by a few students affected by spirit of insubordination now prevalent and that against firms is believed to be part of general plan of students union to counterbalance blackmail from shopkeepers. This organization stimulated by initial success now defies local authorities and hopes to intimidate foreigners thus giving it paramount power in local affairs Foochow.

"Two Chinese employees of American firms have been brutally attacked by the students who openly post placards threatening the life of such employees."

The Legation added that strong representations had been made to the Foreign Office and that, in an effort to impress the Peking and local authorities with the gravity of the case, it had instructed the First Secretary of Legation to proceed at once to Foochow, and had requested the Foreign Office to send its own representative there, to consult with the First Secretary, the American Consul - Mr. Price - and the local authorities as to necessary measures. The Department will inform you

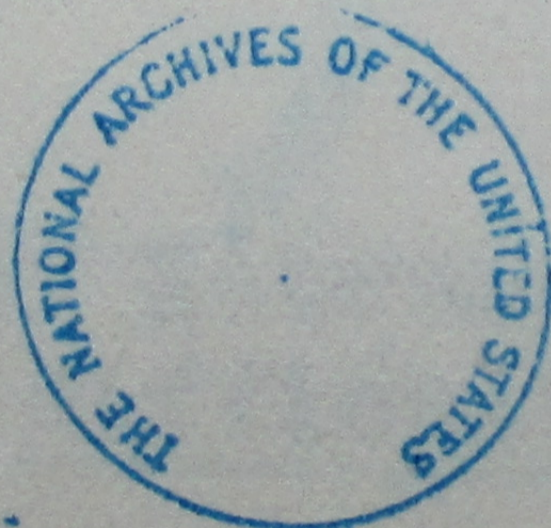


you upon receipt of a further report from the Legation.

I am, Sir,

Your obedient servant,

For the Secretary of State:



F. P. Lockhart

F. P. Lockhart,
Acting Chief

Division of Far Eastern Affairs.