

April 12, 1946

My dear brother Ai Jin,

I am very glad to hear from you through the kindness of Sgt. Main that our parents and all of you are well. Please thank Iu Bok-su who signed the paper assigning me to the work of raising funds for education and relief. I will try again to get help from an American missionary board or philanthropic institutes. Please pray for me in this important mission.

I came back to Washington today from Camp Ritchie, Maryland and will not have to return there but will continue my work with the government here in Washington. Not having to travel back and forth every weekend will save much of my time and I will be able to devote my energies to better purposes.

A few days ago I talked with a Mr. Robison who has a company in New York City called the International Merchandise Company. After discussing your wish to trade with American companies and possibly to establish a factory in Formosa with him, I found there are two possibilities for you to consider in doing business with him.

1. He is interested in building a textile mill () in Taiwan with about \$150,000. He will invest half of the total capital (about \$75,000) and furnish the machines and well-trained personnel for running the factory. If you are interested in this enterprise you can be co-owner of the mill by taking care of the Formosan laborers, select the site for the factory and invest some capital too. In this case he wants you to investigate how to get cotton or rayon thread-- from China, Japan, or in Formosa? You will have to find out if you can import these from Japan if Japan has cotton or rayon to sell. If you are interested in this business Mr. Robison will make a trip to Formosa by airplane so he can discuss the business with you.
2. If you are not interested in the above enterprise you can trade with his company by importing undershirts (), the best quality \$7.50 per dozen (not including shipping costs) and \$5.00-\$5.30 per dozen of the irregulars (not including shipping costs). If you think you can make good business out of it I can get the undershirts from him for you. In this case I have to pay cash to him. I think you have to contact an American bank in Taipei, Shanghai, or Hong Kong so that you can establish your credit in the U.S.A. through the bank. Then I can buy and send everything you want to you through the shipping company. I have not checked with any shipping company yet but I know that ships are leaving for the Far East quite regularly now. You will have to give me the name of your company so that I can buy goods at the wholesale price.

Meanwhile my wife is investigating other products, such as low-cost cosmetics, pens, pencils, and so forth. She wrote to the Singer Sewing Machine Company and received a reply which said in part, "While our business in Formosa prior to the war was handled from Japan, in the future it will be handled from China, either Shanghai or Hong Kong and we intend to reopen there just as soon as we can send one of our representatives to make a survey. As soon as we do reopen, without a doubt, many of our ex-employees will be quite anxious to rejoin our organization. In the meantime, we suggest that you have your client contact our office in Shanghai as follows: Singer Sewing Machine Company, Hong Kong and Shanghai Bank Building, Shanghai, China."

She also wrote to three bicycle companies but because of the present shortage in this country two of them are not considering opening foreign markets and the other is selling to old customers first and this policy will last into 1947. There are many other bicycle companies and she will go through the list and write them eventually. She will write to manufacturers of the other products you mention also so we can find out the situation in each case.

You have probably met and talked with the Rev. Dickson about future missionary and ministerial work in the island. We may go to Canada this summer for a month as guest speakers to the Canadian churches about the activities and future of the Formosan church.

I am glad to hear that Sa-hia and his family are well and have started practice again. I have not heard from him yet.

I talked with the Chinese official here in Washington concerning my passport and I am going to receive it within two weeks so I shall have no trouble in my future travels.

Khe-Beng Chiong is now on his way to Tokyo with the U.S. Army. He is now a Second Lieutenant. He has to stay overseas for at least one year. There is a chance that he may be stationed in Formosa. In that case, he will call upon you. George (Jack) Kerr is going back to Taihoku as an official of the State Department. He is planning to leave next week and will take this letter with him. However, I will also send one through Sgt. Main, this same letter, to be certain that you will receive this. Kerr may be able to advise you how to contact American companies through the U.S. commercial attache in Taihoku if you present your idea to him.

Chiongphui wrote me the other day and said that he is planning to leave England for Formosa about the autumn of this year.

I am enclosing a few snapshots to you which we took two weeks ago when we went out with Lt. Comdr. and Mrs. Dowie. BiHoa will be two years old this coming May. She weighs about 26 pounds and is 33 inches tall. She seems not like a baby any longer, she understands so much.

We are expecting to move from this apartment to a new address soon so until we notify you of the new place please send me letters through Mr. Robert Cashman, 5757 University Avenue, Chicago 37, Illinois. Mr. Cashman will forward your letters to me.

My wife would like to send her best regards to our parents and to all of you. Please send my best regards to Iu Bok-su. May God bless and comfort you.

Sincerely,

P.S. Mr. Robison, of Jewish background, graduated from Harvard University Law School and is a capable business man with good character. He is also a practicing lawyer in New York City.

Here is a sample list of a few things sold here, consumer (retail) price:
Please give me the prices of these same articles in Formosa.

1. Face soap - 3 for 20¢
Laundry soap powder in box - 23¢
2. Face towel - 20¢
Large towel - 80¢
3. Toothbrush - 29¢
4. Handkerchief, ladies - from 15¢ up
" , men's - from 25¢ up
5. Men's socks, hosiery - from 35¢ up
Women's hosiery - \$1.15
6. Neckties - 65¢ up
7. Cosmetics, face powder, rouge, lipsticks, can be bought at 10¢ in
small sizes.
8. Women's underpants, rayon, from 75¢, cotton, from 49¢
Women's underslips, rayon, from \$1.90.
9. Fountainpens - \$1.00 up
Pencils, - \$1.00 up