

April 21st, 1947

Mr. Tsai Ai-Jin, President
Hsin Hsin Co., Ltd. (New Faith)
No. 1 Yen Ping Street
Taipei City, Taiwan

Dear Sir:

I am indebted for your address to my son, George, who, as you know, is now in Shanghai with the U.N.R.R.A. and had the pleasure and privilege of meeting Mr. Ai-Jin Tsai.

My son informed me of the very interesting conversation he had with Mr. Ai-Jin Tsai and referred especially to the possibilities of eventually doing export and import business together.

At his suggestion, I am writing you today to give you a little picture of my organization.

I have been specializing for many years in steel and machine tools. I had an organization in France and we did a substantial amount of business in steel, machine tools and metallurgic equipment. I now have two companies in the United States:

Gerard Machine Company
30 Rockefeller Plaza
New York 20, New York

which specializes in high production and all kinds of metal cutting machinery for domestic and export consumption, and

J. A. GERARD, INC.
10 East 40th Street
New York 16, New York

which was established a short time after the war. This is an export-import company which conducts a rather general business. Up to now, we have handled the following types of articles:

Steel and its allied products, aluminum, etc. which we export all over the world, including Europe, South America and the Far East where we have done only a limited amount of business, due to difficulties of which you are certainly cognizant. This is also the result of our lack of good connections in the Far East.

Heavy chemicals, hardware and electrical equipment and general products such as food, machinery parts, automotive parts, bicycles, cement, etc.

We have set up departments for these various products and intend eventually to open other departments as we progress and expand. Of course, this will be dependent upon the market possibilities and the subsequent demand for such articles.

We are also planning to establish an import department. Up to now, we have done nothing in this line but are studying the question very carefully and if anything promising presents itself, we shall be pleased to investigate the matter thoroughly.

I wish to point out that each of our departments is headed by a man who is a specialist in his particular field and has had years of experience. I am president of the company and, although it is young in years, our experience in the export field dates back more than twenty-three years. In all those years, especially before the war, we conducted a substantial amount of business which was limited to Europe and South America. Now, however, we are most interested in developing relations in the Far East, provided we can find the necessary cooperation from a reliable and substantial group with whom we can work.

In addition to the above-mentioned activities of the J. A. GERARD, INC., we should like to inform you that we act as purchasing agents for certain groups, if the business volume is sufficient to warrant our doing so. In other words, we shall be willing to represent certain important groups from the Far East, to purchase for them certain merchandise and supervise all transactions such as deliveries, inspection of materials, shipping documents and other details connected with such transactions. This would be handled by us on a percentage basis.

We have other ideas which we plan to develop and put into practice as soon as the market improves.

I hope I have succeeded in giving you a picture of the principal activities of J. A. GERARD, INC. I shall be perfectly willing to give you any additional information you may require about our business operations and our plans. For reference, we would suggest you contact the Chase National Bank, 30 Rockefeller Plaza, New York 20, New York, who are in a position to give you pertinent facts about myself personally and our business establishments, as well as our background and status in this country.

I shall be pleased to have you drop us a line and inform us whether you are interested in cooperating with us for export-import business and what type of service we could eventually render you. You may be assured that all your inquiries will receive our thorough attention and we shall do our utmost to cooperate with you to the fullest extent.

My son sent me a report which I daresay was very interesting. It impressed me enormously and from the little I know, I think eventually we can develop a very interesting relationship between our mutual organizations. I should be very much obliged to you if you would be kind enough to send me some specific suggestions as to how we could eventually develop our business connections. In any event, if I can be of service to you

in this country, please do not hesitate to contact me or my company
and we shall do whatever we possibly can to assist you.

Yours very truly,

J. A. GERARD, INC.

J. A. GERARD, President

JAG:rb

COPY

Handwritten notes in the bottom left corner, including the letters "F", "N", "S", and "D" arranged vertically, and some illegible scribbles.