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UBCHEA ARCHIVES
COLLEGE FILES
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Nanking
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Dickson, A.M. 1934 Mar.-1935

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Central China College
Fukien Christian College
Ginling College
Hangchow Christian College
Lingnan University

ASSOCIATED BOARDS
FOR
CHRISTIAN COLLEGES IN CHINA

University of Nanking
Shantung Christian University
Soochow University
West China Union University
Yenching University

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150 FIFTH AVENUE
NEW YORK CITY
Cable Address: ABCNICOL
Telephone: W Atkins 9-8703-4-5

B. A. GARSIDE, *Secretary and*
Assoc. Treas.
C. A. EVANS, *Assoc. Secy. and*
Assoc. Treas.

Nanking

March 3rd, 1934.

Mr. A. M. Dickson,
P.O. Box 1566,
Dallas, Tex.

My dear Mr. Dickson,

Let me acknowledge receipt of your letter of Feb. 27th, and also of your telegram of March 2nd. Both were on hand in time for the meeting of our Nanking Founders yesterday afternoon.

After giving very careful study to the qualifications of the three men who were considered the most promising candidates, the Board voted to invite you to accept the appointment as a specialist in the cooperative marketing of cotton in the University of Nanking on the following terms:-

Period:- A term of two years, beginning at as early a date as is possible for you.

Allowances:- The University will provide the necessary traveling expenses from Dallas, Texas (or from whatever other place is your home and point of departure) to Nanking and return to your home at the end of the term; for yourself, Mrs. Dixon, and your child; residential accommodations on the campus of the University or at such other place as may be mutually agreeable; and such expenses as must be incurred in connection with your work while in China.

Salary:- At the rate of U.S. \$5,400 per year, beginning at the date of your sailing from the United States, and ending on the date of your return to the United States.

While the salary the Board was able to offer was not up to the figure mentioned in your letter of February 27th, we hope you would find it adequate. With travel expenses paid and residence provided by the University, the actual living expenses of you and your family in Nanking should be under U.S. \$2,000 per year. (The American members of the regular staff at the University of Nanking live on salaries ranging from \$1,200 to \$1,800 per year for a family of three, and do it quite comfortably.) Mr. Reisner is quite sure you will not be called upon to make any substantial personal expenditures in connection with your dealings with officials or others with whom you come into contact (as would be necessary in many places). The Board was of course anxious to compensate as fully as possible for your two years of absence from a well-paid position in America, and for the possibility that you might have to make new connections after returning home; but on the other hand the successful carrying through of the project with which you would be connected requires careful conservation of our available resources.

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If you are able to accept this invitation, I hope that you will be able to complete preparations for your departure within the next few weeks. The field has been hoping that the new appointee could leave about March 15th. That will obviously be impossible for you, because of the things you must finish up or transfer to some one else. But we do hope that you could get away by the end of this month, so as to have two months in Hanking before the end of the academic year.

The invitation is of course conditional upon satisfactory health examinations for yourself, Mrs. Dickson, and your child. I will send you our regular medical report blanks on Monday (the medical secretary's office is not open today). If you have not had thorough check-ups recently, it might be well to confer with your family physician and see that everything is clear at this point as about your first step.

Our office will be glad to arrange steamer reservations for you as soon as you can give the approximate date you would be ready to sail. All of our missionary personnel, and most of those going out for special work such as this in cooperative marketing, are willing to travel across the Pacific "Special Class" on the Dollar Line steamers. This is quite comfortable and is more economical than regular First Class passage. The Board made no limitation as to the class of transportation you should use, though they informally expressed the hope that you would find the Special Class satisfactory. The sailings from San Francisco late in March and early in April are:-

<u>Steamer</u>	<u>Sails San Francisco</u>	<u>Arrives Shanghai</u>
President Hoover	March 25	April 9
President Polk	March 30	April 25
President Pierce	April 6	April 27
President Adams	April 13	May 7

There is also a good sailing from Seattle on March 31. This arrives in Shanghai April 17th, and is the President Grant.

Thus, the three best boats are, in order of preference, the Hoover, the Grant, and the Pierce.

There are many questions you will wish to have cleared, and we will be very glad to assist you in every way possible. The first thing is to find whether you can accept the invitation, the second the approximate date you could leave.

Very sincerely yours,

J. A. Gaird

BAG/G

*copy for
Mr. Rusner*

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Yanking

March 6, 1934

Mr. A. M. Dickson
P.O. Box 1366
Dallas, Texas

Dear Mr. Dickson:

I am glad indeed to have your letter of February 27th and to learn of your interest and experience in cotton improvement as well as in the marketing side of the cotton industry. I have read with great interest the magazine article and your typed paper. I was one of the first in China to demonstrate that some varieties of foreign cotton at least could be successfully grown there. Trice and Acala, of all the varieties introduced, seem to thrive best. There has been no end of varietal tests carried on in different parts of China in times past. So far as modern ideas of single variety communities, the necessities of pure seed supplies, etc., etc. are concerned, you will find them pretty well understood in certain quarters, though not practices to the same degree. I have known of Coker's work for a good many years and of Dr. Webber, whom I first met at Cornell and later on in California renewed acquaintance with him. I have known Mr. O. F. Cook and Mr. Doyle, of the Department of Plant Breeding, for many years. As a matter of fact, I put on a personally conducted tour for Mr. Cook when he was in China in the fall of 1919 looking over the cotton situation there.

I do hope that it is going to be possible for you to take this job. I suspect that you would find conditions very different from those which you have envisaged, but I am sure also that you would very greatly enjoy the experiences of these two years. One can find any number of things to criticize about China and have a perfectly bully time doing it, but the net results will be nil. The Chinese are a great people, and I have nothing but the greatest admiration for them. The group that you would come in contact with in the University and in business and Government circles would be very largely a university trained group of people, all of them perfect gentlemen and delightful colleagues. I was just talking with the Vice-President of the Rockefeller Foundation this morning, who happens to be very greatly interested in rural problems in China; and, in spite of all the political disturbances to normal living due to natural calamities, he is thoroughly convinced that the Chinese are making real progress in many directions. "China is on the move" is the way he stated it.

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There is no question at all in my mind but that your training and experience have been almost ideal for the job which you would have to face in China. If you are able to hold the confidence and goodwill of the Chinese, I am thoroughly convinced that you will be able to make a contribution to the cotton industry of the greatest significance. I should say that my experience with the Chinese is that they are a very easy people to get along with, and they are particularly responsive to personal kindness and consideration and confidence. I am quite sure that, if you have no difficulty in getting along with people in the United States, you would have no difficulty at all in getting along with the Chinese.

Mr. Garside very kindly showed me a copy of his letter to you; and the second paragraph led me to wonder somewhat whether the conditions under which you would be working had been made as clear as I possibly should have made them in my previous correspondence with you. Your headquarters would be at the University of Nanking, and you would be living in one of the University residences. The University family includes of course both foreign and Chinese families. The community is a large one with a great many foreign Government officials and with an increasing number of foreign experts engaged by the Chinese Government. Your social contacts, then, would be quite international. Personally, I never expect to find a community that is so delightful socially and where one has so many close and warm friends as we had during our seventeen years in China.

You would find living expenses very much less than in the United States. I see no reason at all why you should have any considerable amount of extra personal expenses because of your job. When you were away from Nanking on University business, your expenses of course would be carried by the University. Furthermore, unless it would be an occasional trip to Shanghai, you would always be accompanied by one or more of the Chinese who would be associated directly with you. I should certainly expect you to be able to save much more money in China, on a dollar for dollar salary basis, than you could here in the United States.

I have had a recent letter from two of my old Chinese friends, who are advisors to the Agricultural Department of the Shanghai Commercial and Savings Bank, Shanghai, asking me to request the appointee to the University of Nanking to secure "material that concerns accounting and auditing work, the various forms of sheets, reports, certificates, contracts, by-laws and other materials for the management and operation of cotton cooperatives and cooperative cotton gins, as to be needed both from the standpoint of cooperatives as well as from the financiers. If possible we would also like him to get some reference material for tobacco cooperatives."

Do you wish me to return the materials you sent with your letter of February 27th?

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Mr. A. M. Dickson

- 3 -

If I can be of any further help to you in any way, please feel perfectly free to write. None of us at this end want you to get into anything you will be sorry for later on. We are anxious for you to have every bit of information that will help you in coming to a final decision.

With kind regards and best wishes, I am

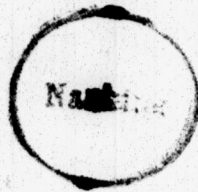
Yours very sincerely,

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John H. Reisner

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March 7, 1934

Mr. A. M. Dickson
P. O. Box # 1566
Dallas, Texas

My dear Mr. Dickson:

Following up the letter I wrote you on March 3rd, I enclose herewith blanks for the first health report for Mrs. Dickson and yourself. You will note that the first two pages should be filled out by yourself personally and that the last two pages should be filled out by the examining physician, who will then mail the blanks direct to the Medical Department of the Board of Foreign Missions of the Methodist Episcopal Church, 150 Fifth Avenue, New York City.

The two physicians in Dallas recommended by the Methodist Board are:-

First choice: Dr. David W. Carter, Jr.,
1719 Pacific Avenue

Second choice: Dr. Walter M. Peck
3707 Crescent Avenue

If you and Mrs. Dickson could go to one of these two men it would expedite the clearance of your medical status, for they are known to the Medical Secretary of the Methodist Board and are personally familiar with the Board's routine. If for any reason it is impossible for you to go to either of these two men, a report signed by your own family physician would probably be satisfactory.

The University of Nanking will meet the expense of these medical examinations. The usual fee charged by the examining physician is \$5 though occasionally a physician is willing to examine missionary appointees without charge as an expression of his interest in the missionary enterprise.

We have not as yet had time to receive a reply from you to the invitation extended you by the University of Nanking, but are sending these medical papers in the hope that you may be able to accept this invitation.

We hope that you will be able to have the medical examinations promptly and that you will urge the physician to mail in his report at once.

Very cordially yours,

B A GARSIDE

BAG:MP

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UNITED STATES DEPARTMENT OF AGRICULTURE
BUREAU OF AGRICULTURAL ECONOMICS

P. O. Box 1366, Dallas, Texas

March 7, 1934

ack 3/14/34
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Mr. B. A. Garside
150 Fifth Avenue
New York, N. Y.

Dear Mr. Garside:

I have your letter of March 3 advising that the Board of Founders of Nanking University had voted to invite me to accept the appointment as Specialist in Cooperative Marketing of Cotton in the University of Nanking, to begin work as soon as it is possible to wind up my affairs in the United States.

Immediately upon receipt of your letter yesterday I wired the Division of Cotton Marketing at Washington asking for leave and for information as to when I could be released. I asked that they reply by wire but as yet I have not heard from them. I desire to accept this offer, and as soon as I hear from Washington I will notify you as to final acceptance and other plans.

I will have the medical examinations made just as soon as I receive the blanks, and shall attend to other matters, such as checking up dental work. We expect to get started on this tomorrow.

If the plans develop as expected, I shall leave for Washington at an early date, at which time I will notify you and will come on to New York, if you desire, for a final conference as to preparations and other arrangements.

Sincerely yours,

A. M. Dickson
Associate Agricultural Economist
Division of Cotton Marketing

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UNITED STATES DEPARTMENT OF JUSTICE
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A. M. Dickson

UNITED STATES DEPARTMENT OF AGRICULTURE
BUREAU OF AGRICULTURAL ECONOMICS

P. O. Box 1366, Dallas, Texas
March 8, 1934

ack 3/14/34

Nanking

Mr. John H. Reisner
Agricultural Missions Foundation
419 Fourth Avenue
New York, N. Y.

Dear Mr. Reisner:

I have your letter of March 6, for which I thank you. It will not be necessary for you to return the material which I recently sent you, as I have retained copies of it.

For the past month I have been re-classifying and filing reference material which I have on hand and which I have collected during the past several years. I believe that I have a very good library on all phases of cooperation, and especially on cotton and cotton gins. I also have a large number of accounting forms, set-ups, and by-laws as used by the associations in this country. I have also had considerable training in accounting, which I was able to use to advantage in my Farm Board studies. However, before sailing I will collect more of this material, as suggested. There are some new set-ups which have recently been made, especially in South Texas, which I think would be of value, and on which I do not have a complete file. I am writing today for this material.

Savido | In this connection, would you please advise what personal baggage you would suggest that I take along? I have between 300 and 500 pounds of books and other material that would be useful in my work, and I should like to know whether these would go better as personal baggage or freight; if freight, do you have an agent to whom they could be shipped so as to facilitate their passage through the customs and forwarding to Nanking?

I will appreciate very much your writing me concerning the status of standards for both cotton and tobacco in China. Do they have a set of working standards on these commodities at present? It might be advisable to secure such grade standards and staple types as might be needed from the Department of Agriculture before sailing. The Department of Agriculture has also created standards for tobacco which it might be well to take along.

I am at present arranging with the Department of Agriculture for my release, and shall perhaps come in to Washington very soon, at

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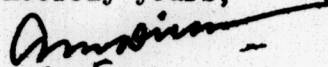
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which time I should like to come on to New York for a conference with you and to clear up a number of the details of going to China. I am forwarding this letter on to you today so you will have this information, but will perhaps wire you about coming to Washington by the time you receive this letter. My address in Washington will be, Division of Cotton Marketing, 300 Linworth Place S. W., Washington, D. C.

Sincerely yours,



A. M. Dickson

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UNITED STATES DEPARTMENT OF AGRICULTURE
BUREAU OF AGRICULTURAL ECONOMICS

P. O. Box 1366, Dallas, Texas
March 12, 1934

ack - 3/15/34

Mr. B. A. Garside, Secretary
Associated Boards for Christian Colleges in China
150 Fifth Avenue
New York, N. Y.



Dear Mr. Garside:

Following up my letter of March 7 to you, this is to advise that I have been requested by Mr. A. W. Palmer, In Charge, Division of Cotton Marketing, Bureau of Agricultural Economics, to come in to Washington for a conference on the progress of my present work, and at the same time I will make my final arrangements with the Department concerning my release. I will leave Dallas via MKT R. R. at 3 p. m. Tuesday, March 13, going to Washington by St. Louis. From St. Louis I will take either the B&O or the C&O, arriving in Washington on Thursday morning.

I am thinking that it will perhaps be advisable for me to have a conference with you in New York while on this trip, concerning making final arrangements for departing. I would appreciate your advising whether or not it will be possible for your office to cover travel expenses from Washington to New York and return to Washington. My address in Washington will be, Care of Division of Cotton Marketing, Bureau of Agricultural Economics, 300 Linworth Place, Southwest. I can be reached there after Thursday morning by telegram, letter, or even telephone. I could perhaps come on to New York Thursday night or Friday, and be in New York Friday or Saturday.

Sincerely yours,

A handwritten signature in cursive script, which appears to read "A. M. Dickson", is written over the typed name.

A. M. Dickson
Associate Agricultural Economist
Division of Cotton Marketing

amd-vw

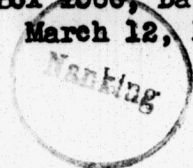
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UNITED STATES DEPARTMENT OF AGRICULTURE

BUREAU OF AGRICULTURAL ECONOMICS

P. O. Box 1506, Dallas, Texas

March 12, 1934



Act 3/15/34

Mr. B. A. Garside, Secretary
Associated Boards for Christian Colleges in China
150 Fifth Avenue
New York, N. Y.

Dear Mr. Garside:

Your letter of March 7, enclosing blanks for first health report for Mrs. Dickson and myself, was received on March 9. We had our examinations made by Dr. David W. Carter, Jr., 1719 Pacific Avenue, or 1122 Medical Arts Building, Dallas, Texas, on March 10. These should reach you by the time you receive this letter.

You did not request an examination on our boy, Albert, age four and one-half years. I took the liberty of asking Dr. Carter to get in touch with Albert's physician, Dr. P. E. Luecke, 4105 Live Oak Street, Dallas, Texas, and submit a supplementary report from Dr. Luecke on the boy. I believe that Albert is in very good condition, except that he has had a little tonsillitis and cold this past winter. We had been planning for some time to have his tonsils and adenoids removed, and this was done Saturday. He should be again in good condition within a few days, and, so far as we know, is all right in every respect.

Dr. Carter advised that we have typhoid inoculations and smallpox vaccinations before sailing. We hope to have this done, as is practicable, but I understand that this can be done aboard ship, and even after arrival in China.

Sincerely yours,

A. M. Dickson

Associate Agricultural Economist
Division of Cotton Marketing

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UNITED STATES DEPARTMENT OF AGRICULTURE
BUREAU OF AGRICULTURAL ECONOMICS

P. O. Box 1366, Dallas, Texas
March 12, 1934

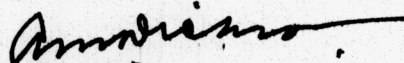
Nanking

Mr. B. A. Garside
150 Fifth Avenue
New York, N. Y.

Dear Mr. Garside:

I have your telegram of today advising that it would be preferable for me to come to New York March 19, 20, or 21. This would be Monday, Tuesday, or Wednesday, and would no doubt work out to be the best time for me to come. I will arrive in Washington Thursday morning, and it will require probably two or three days there to complete the work which I have on hand. This will enable me to come on to New York Sunday night and see you early Monday morning. However, if I find that I have finished my work in Washington earlier than this, I shall wire you asking whether or not it will be agreeable for me to come in the latter part of this week rather than the first of next. Otherwise, you may expect me at your office on Monday morning, March 19.

Sincerely yours,



A. M. Dickson

Associate Agricultural Economist
Division of Cotton Marketing

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Marketing

UNITED STATES DEPARTMENT OF AGRICULTURE

BUREAU OF AGRICULTURAL ECONOMICS

P. O. Box 1366, Dallas, Texas

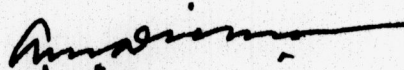
March 12, 1934

Mr. John H. Reisner
Agricultural Missions Foundation
419 Fourth Avenue
New York, N. Y.

Dear Mr. Reisner:

I am leaving Dallas Tuesday, March 13 at 3 p. m., going to Washington by way of St. Louis on the MKT Railway, and from St. Louis to Washington, either on the B&O or the C&O. I will arrive in Washington Thursday morning and am writing Mr. Garside today suggesting that I come in to New York Thursday night and have a conference with him Friday or Saturday, if desired. I could see you at the same time, if agreeable. I would appreciate your replying to me, care of Division of Cotton Marketing, Bureau of Agricultural Economics, 300 Linworth Place S. W., Washington, D. C. I am enclosing copies of letters to Mr. Garside, which are self-explanatory.

Sincerely yours,



A. M. Dickson
Associate Agricultural Economist
Division of Cotton Marketing

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CC: Mr. B. A. Garside



March 12, 1954

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Mr. A. M. Dickson
Division of Cotton Marketing
500 Linworth Place, S.W.
Washington, D. C.

Dear Mr. Dickson:

Your letter of March 8th has just come, and I am delighted to learn that you have accepted the offer to go to Nanking. Everyone seems to feel that you are just the man for the job, and from all the papers which I have had, including your own reports, it is evident that their judgment is well placed. There is nothing that I would like more than to be going along with you.

I am referring your query about personal baggage to Mr. Garside. He will handle all matters of this kind. My own reaction is to take along a good library, because I doubt if you will find a good library on Cooperation anywhere in China. You will need it more there than you will here.

Regarding cotton standards in China, I am enclosing herewith a cotton market report which I took out of a recent number of the North China Herald, the leading English weekly newspaper in the Far East. You will notice cotton referred to by the names of places, and it is thus quoted in the market, - so much for Shensi Cotton, so much for Ningpo Cotton, etc. Cotton from all these places is fairly uniform - that is, sufficiently uniform to meet the demand of the cotton mills. So far as I know, there are no standards similar to ours, though some effort may have been made in recent years to initiate them. That is one of the problems that you will have to study, I am quite sure. I think it would be very much worthwhile if you could secure a set of grade standards from the U.S. Department of Agriculture. The same would be true of tobacco. I know nothing at all of tobacco grades. Certain areas in China have the reputation for growing certain qualities of tobacco, and buyers go there and purchase it and export it to the centers of manufacture. The whole thing, you will see, is quite simple.

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Mr. A. M. Dickson

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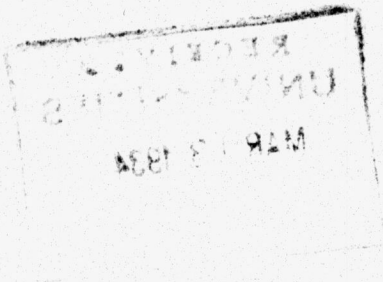
We shall certainly be delighted to see you here in New York. I shall be away over this week-end, and will be away from April 11th to 21st. Otherwise, I imagine that I shall be here in the city. In the meantime, if other questions come up which you would like to have answered immediately, please feel free to write.

With best wishes and looking forward to seeing you soon, I am

Yours very sincerely,

P

John H. Reisner



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Mr. A. W. Jackson

We shall certainly be delighted to see you here in New York. I shall be away over this week-end, and will be away from April 15th to 21st. Otherwise, I imagine that I shall be here in the city. In the meantime, if other questions come up which you would like to have answered immediately, please feel free to write.

With best wishes and looking forward to seeing you soon, I am

Yours very sincerely,

John H. Reiser

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UNIVERSITIES
MAR 13 1934

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back

Mankin

March 14, 1934

Mr. A. M. Dickson
Division of Cotton Marketing
500 Linworth Place S.W.
Washington, D.C.

My dear Mr. Dickson:

Let me acknowledge receipt of your letter of March 7th, and also of the letter of March 8th which you addressed to Mr. Reisner.

We have also received your wire stating that you were leaving Dallas for Washington March 13th and that you would be able to come to New York the latter part of the week.

All of our Mankin Founders have been very much pleased at your acceptance of our invitation to go to Mankin as a specialist in Cooperative Marketing of Cotton. We hope you will have no serious difficulties in obtaining your release from the United States Department of Agriculture, and that you will be able to complete your preparations for departure at an early date.

In wiring you that we would prefer to have you come to New York on Monday, Tuesday or Wednesday of next week, we were influenced chiefly by the fact that Mr. Reisner will be away from the evening of March 15th until March 18th. Since you should see him, if it is at all possible, we hope that it will not upset your other plans to delay your coming here until early next week.

In your letter to Mr. Reisner you asked for advice with regard to personal baggage. Where one is traveling on the railroads of the United States, en route to the Pacific coast for a trans-pacific journey, one is entitled to 350 pounds baggage allowance. This means that you and Mrs. Dickson can take 700 pounds of baggage between you without any excess charges. If, therefore, your books, equipment and personal belongings do not greatly exceed 700 pounds it would be much cheaper as well as much more convenient for you to take them along as baggage rather than to have them go as freight.

I had hoped to get a letter to you before you left Dallas to point out to you that as an appointee of the University of Mankin you and Mrs. Dickson will both be entitled to travel on the railways of the United States at clergy rates. This privilege should, of course, be utilized only where your travel bears some relation to your appointment to the University. If your travel between Washington and New York

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and then back to Dallas can rightly be considered as connected with your appointment, you will be entitled to these clergy rates which are one-half of the regular fare. This is a point we can discuss when you come to New York. It is quite possible that you have already purchased a round trip ticket at rates somewhat less than the regular fare, so you will not need to use your clergy certificate until you start westward from Dallas to the Pacific coast. I am enclosing herewith an eastern clergy application blank which you could fill out and return to us on Thursday if you desire us to obtain a certificate for your use in connection with your travel to New York next week. If this application reaches us on Friday we could have the certificate in your hands on Saturday.

Looking forward to having the privilege of meeting you, I am

Very cordially yours,

BAG:MP

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March 15, 1934.

Mr. A. M. Dickson
P. O. Box 1366
Dallas, Texas

My dear Mr. Dickson:

Since I wrote you two days ago I have received the two letters you sent on March 12th.

We have now received a report from Dr. Carter, and I am turning it over to our medical secretary for his study and recommendations. I am glad that you obtained the report on your son Albert - I should have mentioned this specifically when writing to you. You should have if at all possible have your typhoid inoculations and smallpox vaccinations before sailing.

As to the expenses of your trip from Washington to New York and return to Washington, we will be glad to meet these from our University of Nanking funds. I presume that the simplest procedure for you to render a travel account when you arrive here.

I sincerely hope that it will not interfere with your other plans for you to come here on Monday next week rather than tomorrow or Saturday. Wednesday of next week would also be fairly satisfactory, although I am dated up most of that day in an important meeting.

Very cordially yours,

BAG/CP

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copy

Nanking

March 19, 1934

Mr. Arthur W. Palmer

In Charge, Division of Cotton Marketing

Dear Mr. Palmer:

Through Mr. Lanham

Attached hereto is an application for leave - field, for two years' leave of absence without pay from my regular duties in the Division of Cotton Marketing, effective approximately April 15 to 20, and to be terminated in approximately two years' time.

I desire this leave to accept an appointment as specialist in the Cooperative Marketing of Cotton, College of Agriculture and Forestry, University of Nanking, Nanking, China. I am informed that this is one of the leading universities in China and is incorporated by the Regents of the University of the State of New York. My duties in this position will be to teach and organize cooperative marketing of cotton, which involves many problems similar to the problems which I have been working on in the Division of Cotton Marketing. This experience should be very broadening in that I should gain some international viewpoints which should be helpful to the Department. I am also informed that the work will be done in close cooperation with the Chinese national government and the Agricultural Department of the Shanghai Commercial and Savings Bank.

I will greatly appreciate the favorable consideration of this application.

Very truly yours,

A. M. Dickson
Associate Agricultural Economist
Division of Cotton Marketing

1333

c o p y
UNITED STATES DEPARTMENT OF AGRICULTURE
BUREAU OF AGRICULTURAL ECONOMICS
WASHINGTON, D. C.

March 20, 1934

MEMORANDUM

To: Mr. Arthur W. Palmer

In Charge, Division of Cotton Marketing

Dear Mr. Palmer:

Your memorandum of March 19, 1934 addressed to Mr. Olsen, transmitting a memorandum from Mr. A. M. Dickson asking for two years' leave without pay in order to accept a position with the University of Nanking, Nanking, China, has been referred to me for attention.

I regret to advise you that it is contrary to the policy of the Bureau and Department to grant leave of absence of this character. If Mr. Dickson desires to accept the position referred to, it will be necessary for him to tender his resignation. The leave slip also transmitted with your memorandum is returned herewith.

Very truly yours,

(Signed) F. J. Hughes
Business Manager

Enclosure

1334



March 21, 1954

Mr. A. M. Dickson
P. O. Box 1366
Dallas, Texas

My dear Mr. Dickson:

We enclose herewith the check to reimburse you for the expense of your trip to New York.

In accordance with your request I am sending copies of your employment agreement direct to Dallas.

We very much enjoyed the opportunity of meeting you and discussing both cotton marketing and raising in the south west and arrangements for your work in China. I hope that your negotiations in Washington will work out happily, and that you will be able to get off to China on the Coolidge April 20th.

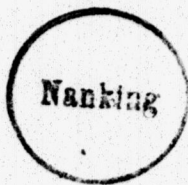
Very cordially yours,

B A GARSIDE

BAG:MP

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March 22, 1934

Mr. A. M. Dickson
P. O. Box 1366
Dallas, Texas

My dear Mr. Dickson:

We are enclosing herewith three copies of the proposed employment agreement between yourself and the University of Nanking. This is drafted along the lines we discussed when you were in the office. If you find it satisfactory will you sign and return the three copies. After the signatures have been affixed here, we will sign and return one copy to you, send one to Nanking, and will keep one in the files.

It occurs to me that you will not need your eastern clergy certificate since your journey will start from west of the Mississippi river. We will therefore obtain only a western certificate for you and both an eastern and western for Mrs. Dickson. If you are likely to need the eastern certificate please let us know and we will obtain it for you.

Very cordially yours,

B A GARSIDE

BAG:MP

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UNITED STATES DEPARTMENT OF AGRICULTURE
BUREAU OF AGRICULTURAL ECONOMICS
WASHINGTON, D. C.

March 23, 1934

MEMORANDUM

To: MR. A. M. DICKSON.

Dear Mr. Dickson:

Your memorandum enclosing a request for leave without pay for a period of two years, to enable you to accept a position with the University of Nanking, was transmitted promptly to Mr. Olsen for action. There has now been received in reply a memorandum from Mr. Hughes dated March 20, which is attached.

This confirms the information conveyed to you in my telegram of March 7. I regret that your wishes in the matter could not be accommodated.

Yours very truly,

(Signed) Arthur W. Palmer
In Charge
Division of Cotton Marketing

Enclosure

1337

DOLLAR STEAMSHIP LINES
AND
AMERICAN MAIL LINE

ROUND THE WORLD
NEW YORK - CALIFORNIA
CALIFORNIA - NEW YORK

604 FIFTH AVE.

TRANS - PACIFIC
NEW YORK - ORIENT
ORIENT - NEW YORK

NEW YORK CITY

Nanking

March 26, 1934

Mr. B. A. Garside
China Union Universities
150 Fifth Avenue
New York, N. Y.

Dear Mr. Garside:

Thank you for your recent request for reservation aboard the SS. PRESIDENT COOLIDGE, San Francisco to Shanghai, on April 20th for Mr. and Mrs. A. M. Dickson and their son.

We have reserved for them, stateroom #173 which is a three berth room in Special Class.

Thank you very much for your inquiry. We will be very glad at any time to complete arrangements for this booking.

Yours very truly,

J. T. Danaher

For J. T. Danaher
Assistant General Passenger Agent

RSD:EB

*If something further center
becomes available later shall
be glad to move them up -
J.T.M.*

1338

UNITED STATES DEPARTMENT OF AGRICULTURE
BUREAU OF AGRICULTURAL ECONOMICS
Division of Cotton Marketing
P.O. Box 1366, Dallas, Texas



March 26, 1934.

Noted

Mr. B.A. Garside,
150 Fifth Avenue,
New York, N.Y.

Dear Mr. Garside:

This is the first opportunity that I have had of writing you since leaving New York last week. I am enroute to Dallas, Texas, from Washington, D.C., stopping over in Atlanta between trains. The Department in Washington again turned down my request for a leave of absence for the two years that I would be away in China but am endeavoring to arrange my affairs so that I can make the trip.

Last week before leaving Washington I had the opportunity of visiting with Dr. Cook of the Bureau of Plant Industry; Mr. Wilkerson of the Tobacco Section, of the Bureau of Agricultural Economics; Mr. Nyhus of the Foreign Section, Bureau of Agricultural Economics; Governor Myers of the Farm Credit Administration; and also Mr. Collins of the Tobacco Section of the Farm Credit Administration. I believe that I now have in hand the material which would be of value to the work in China, which was requested by Mr. Reisner in his letter of March 6.

In South Carolina yesterday I talked with Mr. George Wilds of the Pedigreed Seed Company at Hartsville, South Carolina, and he advised that he had just shipped to Dr. Love in Nanking about two bushels each of the several varieties of cotton about which I talked with you and Mr. Reisner last week.

I shall arrive in Dallas, Texas, Wednesday morning at which time I will communicate with you again.

Sincerely yours,

A handwritten signature in cursive script, appearing to read "A.M. Dickson".

A.M. Dickson

Copy Mr. Reisner

1340

DOLLAR STEAMSHIP LINES AND AMERICAN MAIL LINE

ROUND THE WORLD
NEW YORK - CALIFORNIA
CALIFORNIA - NEW YORK
604 FIFTH AVE.

TRANS - PACIFIC
NEW YORK - ORIENT
ORIENT - NEW YORK
NEW YORK CITY

Nanking

March 30, 1934

Mr. B. A. Garside
China Union Universities
150 Fifth Avenue
New York, N. Y.

Dear Mr. Garside:

Relative to our letter of March 26th to you regarding reservations aboard the SS. PRESIDENT COOLIDGE, San Francisco to Shanghai, April 20th, for Mr. and Mrs. A. M. Dickson and their son.

We have reserved for this party, stateroom #173, Special Class accommodations, but we are trying to improve upon the location of this stateroom and to find for them, similar accommodations nearer amidship.

Due to advance bookings of the SS. PRESIDENT COOLIDGE for this voyage, there is very little space available. However, we hope to improve upon the accommodations offered you for the Dickson family and will notify you immediately of any possible change.

Yours very truly,

R. Dexter

For J. T. Danaher
Assistant General Passenger Agent

RSD:EB

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DOUGLAS POTTER

RECEIVED
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UNITED STATES DEPARTMENT OF AGRICULTURE

BUREAU OF AGRICULTURAL ECONOMICS

P. O. Box 1366, Dallas, Texas

March 31, 1934

Nanking

Mr. B. A. Garside
150 Fifth Avenue
New York, N. Y.

Dear Mr. Garside:

CONFIDENTIAL AND PERSONAL

I wrote you from Atlanta on March 26 while en route to Dallas that the Department in Washington had again turned down my request for a leave of absence for a period of two years to accept the position as Expert in Cooperative Marketing at the University of Nanking.

On March 6, at which time I received your letter of March 3 extending the invitation to go to China, I wired my Chief, Mr. A. W. Palmer, Division of Cotton Marketing, Bureau of Agricultural Economics, Washington, D. C., advising of the offer, asking whether or not I could obtain leave for two years and take up my work in the Department upon returning, asking when I could be released, and suggesting a conference in Washington. He replied as follows:

"YOURS AM INFORMED CONTRARY DEPARTMENT POLICY GRANT LEAVE TO PERMIT ACCEPTANCE OTHER EMPLOYMENT EXCEPT FEDERAL OR STATE STOP YOU COULD RESIGN AND RETAIN ELIGIBILITY FOR REINSTATEMENT WHICH WOULD HOWEVER DEPEND UPON CIRCUMSTANCES THEN PREVAILING AND REQUIRE ADMINISTRATIVE ACTION STOP ANXIOUS REALIZE VALUE WORK AND THOUGHT ON MARKET NEWS STOP IF YOU DECLINE FORTHWITH CONFERENCE HERE CAN AWAIT YOUR CONVENIENCE"

Again on March 19 before going to New York for a conference with you on March 20, I requested leave, as shown by copy of memorandum attached. The reply, also enclosed, advises that it would not be possible to secure leave to make this trip and that it would be necessary to resign my position. I believe that I reported to you while in New York that I was having trouble securing leave, and Mr. Reisner suggested that I make certain contacts in Washington with a view to securing assistance in obtaining leave. I discussed this only with Mr. Nyhus, but did make some of the other contacts suggested and reported the situation without making a request for assistance, thinking that if any of the parties were so disposed they would volunteer; but, as Mr. Nyhus pointed out, the Department could not very well afford to establish such a precedent, for fear others would want the same thing, and soon the Department would find itself handicapped because its personnel was away on first one project and then another.

Another situation about which I should inform you is that of my present work. My chief in Washington repeatedly stated to me that he did not want me to leave at this time because of the handicap which

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would result to the work which I am now doing on the Cotton Market News set-up which is basic to the carrying on of other projects. Please pardon this reference to myself, but his statement was to the effect that in his opinion I was the only one in his organization who he thought could satisfactorily develop this work, and, frankly, he wanted me to stay with it. In this connection, I have for the past year been working out a plan of furnishing growers with quotations which should expand the Market News and classing services, and should have the effect of strengthening all of the cotton marketing work in the Department. I have already made working contacts; have assembled and tabulated the necessary material for the work; and I am now ready to complete the set-up and get it going. I do not feel that I am the only person who can do this work, but it is the opinion of my chief that it would require some one else perhaps one or two seasons to catch up with the point where I would leave off. I am somewhat of the opinion that should I leave the Department under these circumstances, I could not expect the officials there to go out of their way to place me when I returned from China.

I recall Mr. Reisner's advice to me while in New York to the effect that I should build my fences well before leaving, and it now seems that this is what I cannot do. I am somewhat apprehensive that if I made the trip to China under these circumstances, it could not be for my own best interest in the long run, regardless of how much I was able to accomplish. I might be able upon my return to find even better employment than I now have; and on the other hand, I might find myself so badly handicapped that the trip would not be a success, either professionally or financially.

Because of these situations, I feel that I should decline the offer to go to China, which I most sincerely regret very much to do. Both Mrs. Dickson and I have been enthusiastic about the trip and the work, and we have most seriously considered going anyway, even in the face of having to resign my position and having to re-establish connections upon my return. I have carefully studied the Chinese cotton situation from the information which you and Mr. Reisner have furnished me, from information obtained from Mr. Nyhus, Dr. Cook, and others, and I am of the opinion that the trip would offer excellent opportunities to accomplish a great deal of constructive work. The more I have learned about the work, the better I have liked it, and, in the light of my past experience, I believe that I could really make some worth while contributions. I have also had the opportunity of talking with a number of people who are familiar with China, and all reports are encouraging. The only difficulty which I can foresee at this time is in the problem of re-establishment upon return, because of which, and in view of my present circumstances, I feel that I should decline the position.

This experience has aroused in me an interest in your problems in China, and I shall of course be glad to endeavor to keep up with your progress and assist you in any way possible in the future.

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UNIVERSITIES
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JOINT OFFICE

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c o p y

March 19, 1934

Mr. Arthur W. Palmer

In Charge, Division of Cotton Marketing

Dear Mr. Palmer:

Through Mr. Lanham

Attached hereto is an application for leave - field, for two years' leave of absence without pay from my regular duties in the Division of Cotton Marketing, effective approximately April 15 to 20, and to be terminated in approximately two years' time.

I desire this leave to accept an appointment as specialist in the Cooperative Marketing of Cotton, College of Agriculture and Forestry, University of Nanking, Nanking, China. I am informed that this is one of the leading universities in China and is incorporated by the Regents of the University of the State of New York. My duties in this position will be to teach and organize cooperative marketing of cotton, which involves many problems similar to the problems which I have been working on the Division of Cotton Marketing. This experience should be very broadening to me and I should be of more value to my work upon return in that I should gain some international viewpoints which should be helpful to the Department. I am also informed that the work will be done in close cooperation with the Chinese national government and the Agricultural Department of the Shanghai Commercial and Savings Bank.

I will greatly appreciate the favorable consideration of this application.

Very truly yours,

A. M. Dickson
Associate Agricultural Economist
Division of Cotton Marketing

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copy

UNITED STATES DEPARTMENT OF AGRICULTURE
BUREAU OF AGRICULTURAL ECONOMICS
WASHINGTON, D. C.

March 23, 1934

MEMORANDUM

To: MR. A. M. DICKSON.

Dear Mr. Dickson:

Your memorandum enclosing a request for leave without pay for a period of two years, to enable you to accept a position with the University of Nanking, was transmitted promptly to Mr. Olsen for action. There has now been received in reply a memorandum from Mr. Hughes dated March 20, which is attached.

This confirms the information conveyed to you in my telegram of March 7. I regret that your wishes in the matter could not be accommodated.

Yours very truly,

(Signed) Arthur W. Palmer
In Charge
Division of Cotton Marketing

Enclosure



1349

c o p y

UNITED STATES DEPARTMENT OF AGRICULTURE
BUREAU OF AGRICULTURAL ECONOMICS
WASHINGTON, D. C.

March 20, 1934

MEMORANDUM

To: Mr. Arthur W. Palmer
In Charge, Division of Cotton Marketing

Dear Mr. Palmer:

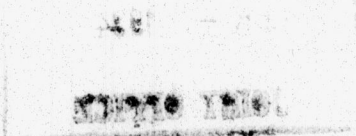
Your memorandum of March 19, 1934 addressed to Mr. Olsen, transmitting a memorandum from Mr. A. M. Dickson asking for two years' leave without pay in order to accept a position with the University of Nanking, Nanking, China, has been referred to me for attention.

I regret to advise you that it is contrary to the policy of the Bureau and Department to grant leave of absence of this character. If Mr. Dickson desires to accept the position referred to, it will be necessary for him to tender his resignation. The leave slip also transmitted with your memorandum is returned herewith.

Very truly yours,

(Signed) F. J. Hughes
Business Manager

Enclosure



1350



UNITED STATES DEPARTMENT OF AGRICULTURE
BUREAU OF AGRICULTURAL ECONOMICS
P. O. Box 1366, Dallas, Texas
March 31, 1934

Mr. John H. Reisner
419 Fourth Avenue
New York, N. Y.

Dear Mr. Reisner:

PERSONAL AND CONFIDENTIAL

You have perhaps by this time received copy of the letter which I wrote Mr. Garside from Atlanta on March 26 en route to Dallas. I reported making certain contacts in Washington which you had suggested to me while in New York.

Dr. Cook of the Bureau of Plant Industry supplied me with information concerning diseases of cotton in China and discussed the situation with me rather fully. I consider my conference with him fruitful. I talked with Mr. Wilkerson of the Tobacco Section of the Bureau of Agricultural Economics and secured from him descriptions of the various grades of tobacco. Mr. Wilkerson advised that they do not as yet have any types for the various grades of tobacco, but that they would endeavor to make up sets for use in China during this year's tobacco season if they were wanted. I also secured charters, by-laws, and other information concerning tobacco cooperatives from Mr. Collins' office of the Tobacco Section of the Farm Credit Administration.

In Washington I conferred with Governor Myers of the Farm Credit Administration, Mr. Peck, Cooperative Bank Commissioner, and Mr. J. E. Wells, Deputy Commissioner, concerning securing a person for you who had training and experience in business analysis and cooperative credit. Governor Myers' comment was that they were looking for good men themselves. Mr. Peck did not have any one in mind, and neither did Mr. Wells, except possibly one of his men whom he frankly stated he did not want to lose, but whom he considered as well qualified for this type of work as any one he knew. This man's name is Mr. Neptune Folgelburg, a graduate of the University of Utah, with one year's experience at Harvard School of Business Administration. He advises that Mr. Folgelburg is about thirty two years old, is a very good accountant, and a high grade man in all respects. Later, in my own office in the Department of Agriculture, one of the men mentioned Mr. Folgelburg's name in connection with some other matter, and, upon inquiry I learned from this young man in our office that he and Mr. Folgelburg were room mates. I did not mention to the young man that Mr. Folgelburg had been mentioned by Mr. Wells for this position, but, as would be expected of a room mate, this young man had a very high regard for Mr. Folgelburg's ability.

I also talked with Mr. John Wright of the Legal Division of the Farm Credit Administration in Washington, who advised that he would write you regarding this position. As I previously advised you, Mr. Wright would be well qualified on the credit and legal phases; but he himself doubted that he would be qualified for an accountant. I am passing this information on to you for any use you can make of it.

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In South Carolina I did not have time to visit the Pedigreed Seed Company at Hartsville, South Carolina, but talked with Mr. George Wilds over the telephone. Mr. Wilds advised that he took his training under Dr. Love at Cornell, who is now at Nanking. Dr. Love has taken up with Mr. Wilds the matter of some of the varieties about which I talked with you in New York. Mr. Wilds also advised that he had just shipped two bushels each of several of the different varieties about which I talked with you in New York, including the "Farm Relief variety," which Mr. Coker and Mr. Wilds both think is the best variety for variable conditions that they have as yet developed.

I am enclosing copy of letter which I am today writing Mr. Garside declining the position in China, for the reasons mentioned. My wife and I, both, have been very enthusiastic over this opportunity and recognize its possibilities, but feel that it would be a mistake for us to go to China for only two years without more assurance that we could re-establish ourselves immediately upon return, and thus eliminate this large risk involved. In this connection, I followed your suggestions concerning making contacts in Washington with a view to obtaining assistance in securing leave, to the extent of calling on Governor Myers, ostensibly a personal call, to discuss the Chinese situation, at which time I mentioned the possibility of obtaining leave; but it was apparent that he was not in a position to give any assistance. At Mr. Ezekiel's office I learned that he had departed for Europe the day previous, and I thus did not get to see him.

I have written Mr. Garside frankly, and I desire only to be frank and honest with you concerning this situation. For your own personal information, I wish to advise that I would still like to go to China, but at the same time do not feel that I should myself bring pressure to bear on the Department to grant leave, for the reason that I would have to work with these people upon return, and anything that would be disagreeable to them would no doubt handicap me in the future. Really, I have never before in my life so regretted to pass up an opportunity such as this experience would offer, but as far as I am concerned, do not see that I have any other course to pursue. If you have any ideas concerning this situation, I would be glad to hear from you further.

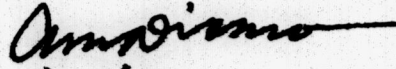
Since it seems that I cannot now make the trip to China, under these circumstances, I shall be glad to furnish you with the information which I have collected mentioned above. I am also returning for your files some material which Mr. Garside returned to me and which I did not need again. I also have available an extra copy of a report on cooperative gins in Mississippi which I made some time ago for the Farm Board, which I could let you have for use in connection with the work in China. I shall be glad to lend you this report to be forwarded to the Chinese people if you think it worth while, but after they have finished with it, I should be glad to have it back.

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With kind personal regards, I am

Sincerely yours,



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A. M. Dickson
Associate Agricultural Economist
Division of Cotton Marketing

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April 3, 1934

Mr. A. M. Dickson
P.O. Box 1366
Dallas, Texas

My dear Dickson:

Your letter of March 31st, enclosing copy of your letter of same date to Garside and copies of memoranda from Mr. Palmer, has come in this morning's mail. It is needless to say that we are terrifically disappointed. You are admirably fitted for this pioneer piece of work, and I have every confidence that you could have made a real success of it - success that might have led to other important foreign engagements from time to time, one that would have given you enhanced professional standing even here in America, and one that would have added to the effectiveness of your work here in the United States. One can see the point of view of the powers that be in Washington as expressed to you, although one cannot quite as easily agree with them. I had hoped that you would see your way clear to accept this position and take the chances which I feel, after talking with you and knowing of the confidence in which you are now held, would be very slight. You have made good at your present job, and successful men are very seldom at a loss for a job. Furthermore, I feel sure that this whole field of cooperatives is going to develop very rapidly in the United States, particularly in agriculture, and that good men will always be at a premium. Also, as stated to you, America will soon come to see that we cannot "hog" the world's export markets and that, if we want to sell, we have to buy; and that some of the purchases that we make may be in competition with things which we might be able to raise here in the United States, although not so efficiently or cheaply as they can be purchased. As this idea comes to prevail, there is going to be a demand for people who have an understanding of agricultural conditions in foreign countries. At the present time, with the exception of a mere handful of such people in the Department of Agricultural Economics, they scarcely exist. This is of course looking to the future in which there is in most advanced jobs always an element of chance. But whether or not we advance in international trade in all the lines suggested, I think there can be no question but what there will be an increased demand for cooperative experts here in the United States. In this field I feel certain that your experience in China would be very much worthwhile. If you should finally see your way clear to change your mind, a privilege which is reserved to the wise as well as to women, I am sure Garside and all the rest of us would be delighted.

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Mr. A. M. Dickson

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A few days ago I had a letter from Mr. J. O. Ellsworth, head of the Department of Agricultural Economics at Lubbock, Texas, who was referred to us by W. W. Fetrow of the F.C.A. I have had one or two letters from Ellsworth and yesterday wrote him asking him to send us some further information and a list of references. I was thinking of him particularly in connection with the man called for by Nanking for general cooperative organization rather than for the special work in Cotton. Would you mind sending me along a confidential note on Ellsworth and indicate how he would compare with Sanders.

Thank you for the printed and mimeographed material which came from you yesterday under separate cover. I am sending this directly to Buck at Nanking, and know he will be glad to have it.

What are you planning to do with the material on Tobacco Cooperatives which you got in Washington? If you are going to make it available to the men at Nanking, as I hope and suspect you had in mind doing, would you please send it to Mr. Paul C. Hsu, Department of Agricultural Economics, University of Nanking, Nanking, China, and send along a covering letter.

With kind regards and best wishes, I am

Yours very sincerely,

John H. Reisner

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UNITED STATES DEPARTMENT OF AGRICULTURE
BUREAU OF AGRICULTURAL ECONOMICS

P. O. Box 1800, Dallas, Texas

April 3, 1934

Nanking

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JMB

Mr. B. A. Garside
150 Fifth Avenue
New York, N. Y.

Dear Mr. Garside:

I am returning to you today by parcel post the films showing the University of Nanking, which you so kindly let me bring home from New York. This picture was shown to the officials of the Department of Agriculture and others in Washington and Dallas. We all appreciate very much the opportunity of seeing the picture.

With kind personal regards, I am

Sincerely yours,

A. M. Dickson

A. M. Dickson
Associate Agricultural Economist
Division of Cotton Marketing

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APR 11 1934

UNITED STATES DEPARTMENT OF AGRICULTURE
BUREAU OF AGRICULTURAL ECONOMICS

P. O. Box 1506, Dallas, Texas
April 3, 1934

Mr. R. A. Gerstle
180 Fifth Avenue
New York, N. Y.

Dear Mr. Gerstle:

I am returning to you today by parcel post the films showing the University of Texas, which you so kindly let us bring home from New York. This picture was shown to the officials of the Department of Agriculture and others in Washington and Dallas. We all appreciate very much the opportunity of seeing the picture.

With kind personal regards, I am

Sincerely yours,



A. M. Dickson
Associate Agricultural Economist
Division of Cotton Marketing

**RECEIVED
UNIVERSITIES
APR - 5 1934
JOINT OFFICE**

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Nanking
UNITED STATES DEPARTMENT OF AGRICULTURE
BUREAU OF AGRICULTURAL ECONOMICS

P. O. Box 1366, Dallas, Texas
April 7, 1934

Mr. John H. Reisner
419 Fourth Avenue
New York, N. Y.

Dear Mr. Reisner:

This letter is in reply to that portion of your letter of April 3, in which you ask my opinion concerning Mr. J. O. Ellsworth, head of the Department of Agricultural Economics at Lubbock, referred to you by Dr. Fetrow.

I am very sorry that I cannot express my opinion concerning Mr. Ellsworth, for the reason that I do not know him or know of his work. However, I am writing Mr. Ellsworth today, stating that if he is in Dallas at any time soon I shall be glad to talk with him, after which time I will write you a further report.

Concerning Dr. Sanders, I have known him for several years, and I do not know of a more conscientious, hard worker or of one who would apply himself any more diligently to the task to be performed.

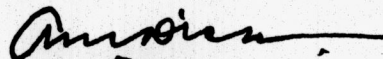
As you know, Dr. Sanders is quite a mature man, and has done many fine pieces of work. Dr. Sanders has worked very closely with the Cooperatives in Oklahoma and in my opinion has a very broad and practical working knowledge of their problems.

I believe you stated to me while in New York that you were anxious to obtain someone with sufficient practical experience to put the job over in China. I think maturity in the man you select is an important item to consider.

You should know by this time of the very high regard which I have for Dr. Sanders, both personally and professionally. I consider him the most unselfish person whom I have had the pleasure of knowing in our profession.

With kind regards, I am

Sincerely yours,



A. M. Dickson
Associate Agricultural Economist
Division of Cotton Marketing

1358

UNITED STATES DEPARTMENT OF AGRICULTURE

BUREAU OF AGRICULTURAL ECONOMICS

P. O. Box 1366, Dallas, Texas

April 10, 1934

Mr. John H. Reisner
419 Fourth Avenue
New York, N. Y.

Dear Mr. Reisner:

I have your letter of April 3, which I appreciate more than I can tell you. I have felt rather keenly the loss of the opportunity to go to China at this time, and would that I could reverse my decision. I have given very serious thought to going anyway, in spite of not having secured leave from the Department of Agriculture; but have concluded that the trip would mean such complete separation from activities here in the United States that I would find it difficult to take up again upon my return where I left off without considerable delay. I also wish to say that I agree with the statement in your letter concerning the possibilities of the work. I have been hoping secretly that I shall some day have the opportunity of doing some work with your friends in China, and if there is another opening in the future, I hope that you will give me a chance at it.

I wrote you Saturday concerning Dr. Sanders and Mr. Ellsworth. I think that my comparisons would hardly be just, for the reason that I know one and do not know the other. On the other hand, the fact that I have been in cotton marketing work here in the Southwest for the past five years, during which time Mr. Ellsworth has been teaching in this section, and have not as yet met him, is scarcely in his favor, as compared with the work which Dr. Sanders has done. If Mr. Ellsworth had been active in cotton marketing work, I should have known him by this time. I appreciate the fact that from his point of view this might be due to my shortcomings and not his. Personally, I should lean to someone who has a background in the cotton growing area in this country, such as Dr. Sanders has, if such a person could be obtained. I realize the value of advanced training, especially in university work; but at the same time, you should try to find someone who can go further than theory about what is to be done, and who can make a creditable showing in the practical phases of the work, such as standardization, in coordinating the production with demand, and who understands how to effect economies through cooperation that will be beneficial to both the producers and the spinners. To my way of thinking, one should know a great deal about the characteristics of the commodity from a practical standpoint, and be familiar with the customary trade practices. I have not had the time recently to look around to see where such a man might be found other than in the one which you are considering, namely, Dr. Sanders. He should make an excellent man for you.

✓ I am sending you by express today the material on tobacco cooperation, about which we have had previous correspondence, and also descrip-

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tions of the grades in the various tobacco areas of the United States, as listed on the attached sheet. Mr. Hsu will perhaps obtain some suggestions from this material that will be helpful in working out his problems. This material gives him a fairly good idea of how to go about setting up standards in China. As you will note, the tobacco is divided into groups of top, middle, and bottom leaves on the plant, and weight and color of leaf in the various areas where grown. Standardization in China would of course have to depend upon the conditions there, but I believe one familiar with the conditions could make the necessary adaptation. In our experience with the tobacco cooperatives in the Southeast, we found that we had to grade the tobacco as the first step in cooperative selling.

✓ I am also sending some gin machinery catalogs that have in them some very good pictures and blue prints of our modern gins, from which one can get a fairly good idea of how they operate.

✓ I am also sending you the gin report, black bound copy, on Cooperative Gins in Mississippi, which you may forward to Mr. Hsu or Dr. Buck for their reading, after which time I should like to have this copy returned. This report and a previous report on gins in Texas were the basis of the paper read at Raleigh last summer on cooperative gins, copy of which I have previously sent you.

✓ In connection with the gins, I am sending along some accounting forms which I think the people in China will find useful. The large sheets are for records of daily transactions and are the customers' journal forms. These are sheets from standardized bookkeeping systems used by some of the large companies and cooperatives where all individual units keep records on identical forms and make their reports to their head office daily, at which places the bookkeeping and accounting are done. You will note that some of these large forms provide spaces for recording all daily transactions with recapitulations and inventories carried at the bottom of the pages. Such forms as these, supplemented with cash records and ledger, constitute an adequate system of accounting in a number of instances in this part of the country. The small forms are (1) a scale invoice and draft; and (2) customers' ledger form.

✓ I am enclosing copy of letter received from the South Texas Cotton Cooperatives listing their forms, and a memorandum classifying the accounts in the South Texas Vegetable Association. I have on hand all of the forms listed, but am not forwarding them at this time for the reason that I have only one copy of each. I will furnish them direct to whoever goes to China, or secure additional copies of the forms for the China people if you desire.

X You may keep all of the material except the black bound Mississippi Gin Report, which I should like to have returned to me when the people

Retake
am to
J. H. H. H.
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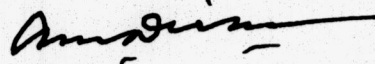
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in China have finished with it. My reason for sending this material to you instead of to China direct as requested, is that I do not know that you will want to send all of the material over there, neither do I know just how to put it up so that it will pass customs inspection.

If I can be of any further assistance to you or to any of the people in China, I shall be glad to do all I can in rendering service or furnishing any information available.

With kindest personal regards, I am

Sincerely yours,



A. M. Dickson
Assistant Agricultural Economist
Division of Cotton Marketing

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Enclosures

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MATERIAL ON TOBACCO COOPERATIVES AND GRADING

- ✓1. South Carolina Tobacco Growers' Marketing Association, Organization Agreement.
- ✓2. South Carolina Tobacco Growers' Marketing Association, By-laws.
- ✓3. Maryland Tobacco Growers' Association, By-laws.
- ✓4. Virginia Bright Tobacco Growers' Marketing Association, Organization Agreement.
- ✓5. Burley Tobacco Growers' Cooperative Association, Organization Agreement.
- ✓6. Map of Tobacco-Growing Districts.
- ✓7. S. R. A. - B. A. E. 118
Classification of Leaf Tobacco Covering Classes, Types, and Groups of Grades.
- ✓8. The Tobacco Grading Service, Mimeographed Report.
- ✓9. Stocks of Leaf Tobacco Owned by Manufacturers and Dealers, United States Department of Agriculture News Release.
- ✓10. Standard Grades for Southern Shade Tobacco, Mimeographed Report.
- ✓11. Standard Grades for Wisconsin Tobacco, Mimeographed Report.
- ✓12. Tentative Standard Grades for Maryland Tobacco, Mimeographed Report.
- ✓13. Standard Grades for Fire-Cured Tobacco, Mimeographed Report.
- ✓14. Summary of Standard Grades for Flue-Cured Tobacco, Mimeographed Report.
- ✓15. Market News Reports, Mimeographed
- ✓16. Standard Grades for Burley Tobacco, Mimeographed

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SOUTH TEXAS COTTON COOPERATIVE ASSOCIATION

Affiliated with
S T A C A

General Offices: Comanche Street at Port Ave.
CORPUS CHRISTI, TEXAS

March 15, 1934

Mr. A. M. Dickson,
Box 1366,
Dallas, Texas

Dear Mr. Dickson:

I am pleased to enclose herewith copies of accounting forms, contracts, etc, used by the subsidiary associations comprising the South Texas Agricultural Cooperative Association.

South Texas Vegetable Growers Ass'n.

You will find a complete description of all the forms used by our Vegetable Association as I just recently installed their system and happen to have such explanatory data ready in our files.

However, we are now revising the system of our Cotton Association, making several improvements in its effectiveness and its capacity for handling a larger volume. This work has not, as yet, been completed but I am enclosing for your information such forms as we now have printed.

South Texas Cotton Cooperative Ass'n.

This includes:

- (1). Receiving Agent's invoice or original record which is made up by our agents in five copies - disposition of which is shown on each one.
- (2). Branch Office Invoice: This form was used during the past season but as we do not contemplate having branch office or interior classing, we are now working on a new form which will be made up in the central office where we are going to concentrate our classing. This form has not yet been printed as we are waiting to see just what detail the Bankhead Bill may cause us to include in our records.
- (3). Growers' Settlement Draft: This is a regular form used in making settlement to growers on their cotton.

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Page 2

Mr. A. M. Dickson
Dallas, Texas

(4). Cotton Settlements Journal: This journal is prepared as a by-product of the Growers' Settlement Draft. We use, in handling cotton, the Burroughs typewriter Calculating Machine which cross-foots and makes extensions as indicated on the draft and also accumulates totals vertically in the various columns on a journal for the general bookkeeper's controls.

(5). Lot Sheet and Sales Invoice Form: This form is used in lotting cotton and serves as a Sales Invoice to the buyer. It is made up in seven copies, three of which may be turned over to the buyer, two to the compress, one for our sample room and one for our office files.

(6). Sales Invoice Recap: This form is used to recap all lots sold to a single buyer during a day's sale - one draft being drawn on the buyer for the total amount.

We are, at present, using Burroughs Equipment in our accounting department, consisting of three different units, the typewriter calculating machine as mentioned above, a ticket machine which cuts a card for each bale, enabling us to lot cotton by class, pool and location, and a Burroughs Cotton Special machine which we use in making up the lot sheets.

Growers Supply Division:

We have not, as yet, completed our set-up for the Growers Supply Division. I am enclosing, however, two forms which we are using at present, (1) Merchandise Order; (2) Purchase Order. This organization up to the present, has confined itself to the handling of motor fuels by purchase order on nearby Refineries. We are, however, negotiating a loan to enlarge our facilities and provide storage tanks and a warehouse which will make possible the handling of actual wholesale and retail sales to cooperative dealers and consumers.

I could go into no end of detail about these three systems, however, I believe you will get a fairly good idea of what we are doing from the forms and explanation enclosed.

If there is anything we can do to help you in your new work, just let us know.

With best wishes for your success.

Very truly yours,

(signed) H. A. Mueller

H. A. Mueller
Controller

HAM:rc

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MEMORANDUM

To: B. A. Burgess
From: H. A. Mueller

I am attaching copy of Chart of Accounts for the Vegetable Association for your files. We will go over this with Mr. Harper when he arrives.

(signed) H. A. Mueller

H. A. Mueller

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CHART OF ACCOUNTS

SOUTH TEXAS VEGETABLE GROWERS ASS'N.

CORPUS CHRISTI, TEXAS.

1. Current Assets Group.
 11. Petty Cash Group
 111. Petty Cash - General Office Account
 - 112-9 Petty Cash - Sheds and Miscellaneous Accounts
 12. Bank Accounts Group
 121. General Fund-Corpus Christi National Bank
 122. Growers Account- Corpus Christi National Bank
 123. Operating Account-Corpus Christi National Bank
 124. Reserve Fund- Corpus Christi National Bank
 125. Cooperative Bank Revolving Fund Reserve Account-
Corpus Christi National Bank
 126. F. P. Embree, Trustee, South Texas Vegetable
Association Account - National Bank of
Commerce of Houston
 13. Notes Receivable Group
 131. Notes Receivable - Free Account
 132. Notes Receivable - Pledged Account
 14. Accounts Receivable - Due from Growers' Group
 141. Membership Fees Ledger Account
 142. Advances - Growers' Ledger Account
 143. Settlements - Growers' Ledger Account
 15. Inventories - Containers and Packing Materials Group
 151. Inventory - Container and Packing Materials.
Shed No. 1 - Corpus Christi Account
 152. Inventory Containers and Packing Materials -
Shed No. 2 - Robstown Account
 - 153-9 Other Shed Accounts
 16. Accruals Receivable Group
 161. Accrued Interest Receivable Account
 162. Miscellaneous Accruals Receivable Account

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2 . Fixed Assets Group.

- 21. Automobiles Account
 - 211. Allowance for Depreciation - Automobiles Account
- 22. Furniture and Fixtures - General Office Account
 - 221. Allowance for Depreciation - Furniture and Fixtures - General Office Account
- 23. Furniture and Fixtures - Packing Sheds Group
 - 231. Furniture and Fixtures - Shed No. 1 - Corpus Christi Account
 - 2311. Allowance for Depreciation - Furniture and Fixtures - Shed No. 1 - Corpus Christi Account
 - 232. Furniture and Fixtures - Shed No. 2 - Robstown Account
 - 2321. Allowance for Depreciation - Furniture and Fixtures - Shed No. 2 - Robstown Account
- 24. Packing Equipment Group
 - 241. Packing Equipment - Shed No. 1 - Corpus Christi Account
 - 2411. Allowance for Depreciation - Packing Equipment - Shed No. 1 - Corpus Christi Account
 - 242. Packing Equipment - Shed No. 2 - Robstown Account
 - 2421. Allowance for Depreciation - Packing Equipment - Shed No. 2 - Robstown Account
- 25. Land Account
- 26. Buildings Account
 - 261. Allowance for Depreciation - Buildings Account

3. Other Assets Group

- 31. Advances to Employees Account
- 32. Copyrights and Trade-marks Account
- 33. Stock - National Fruit and Vegetable Exchange Account
- 34. Guaranty Fund - Houston Bank for Cooperatives Account
- 35. Utility Deposits Account

4. Deferred Charges Group.

- 41. Organization Expense Account
- 42. Unexpired Insurance Group
 - 421. Unexpired Insurance - Auto Account
 - 422. Unexpired Insurance - Materials and Equipment Account (Itemization for each shed)
 - 423. Unexpired Insurance - Liability and Compensation Account (Itemization for each shed)
 - 424. Unexpired Bond Premiums Account

5. Current Liabilities Group.

- 51. Notes Payable Group
 - 511. Notes Payable - Trading Account
 - 512. Notes Payable - Financing Account

5. Current Liabilities Group (Cont'd.)
 52. Acceptances Payable Account
 53. Accounts Payable - Trading Account
 54. Brokerage & Commissions Payable Account
 55. Accruals Payable Group
 551. Accrued Interest Payable
 552. Miscellaneous Accruals Payable Account

 56. Accounts Payable - Due to Growers Group
 561. Growers' Reserve Ledger
 562. Patronage Dividends Payable Account
 57. Growers' Advance Drafts Outstanding Account
 58. Growers' Distribution Drafts Outstanding Account

6. Fixed Liabilities Group.
 61. Mortgages Payable Account
 62. Other Deferred Liabilities Account

7. Other Liabilities Group.
 71. Notes Payable - National Fruit & Vegetable Exchange Stock Subscription Account

8. Growers' Equity Group
 81. Members' Equity and Deficit Account
 82. Members' Reserve Account
 83. Insurance Fund Reserve Account
 84. Reserve for Fixed Properties Account
 85. Reserve for Cooperative Bank Revolving Fund Losses Account

9. Clearing Accounts Group.
 91. Cash Transfers Account
 92. National Fruit and Vegetable Exchange Revolving Fund Account
 93. Packing and Shipping Sheds' Reductions Account
 94. Packing and Shipping Overhead Reductions Account
 95. Harvesting Reductions Account
 96. Miscellaneous Reductions Account
 97. National Fruit and Vegetable Exchange Expense Account

- 10. Sales Revenue Group.
 - 101. Gross Car Lot Sales Account
 - 102. Gross L. C. L. Sales Account

- 20. Operating Expense Group.
 - 201. Selling Division
 - 2011. Brokerage Account
 - 2012. Commissions - L.C.L. Sales Account
 - 2013. Freight - Express-Drayage Out and Refrigeration Account
 - 2014. Penalties Allowed Account
 - 2015. Sales Allowances Account
 - 2016. Sundry Selling Expense Account

 - 202-3. Packing Shed Division
 - 2021. Containers and Packing Material Used Account
 - 2022. Crate Making Account
 - 2023. Detention Charges Account
 - 2024. Harvesting and Hauling Account
 - 2025. Ice Account
 - 2026. Inspection Fees Account
 - 2027. Insurance - Materials and Equipment Account
 - 2028. Insurance - Liability and Compensation Account
 - 2029. Packing and Platform Labor Account
 - 2030. Postage Account
 - 2031. Produce Purchased - Shortage Account
 - 2032. Rent, Heat, Light, Water and Power Account
 - 2033. Salaries - Field Men Account
 - 2034. Salaries - Shed Managers Account
 - 2035. Telephone and Telegraph Account
 - 202-3.
 - 2036. Traveling Account
 - 2037. Sundry Shed Expense Account

 - 204. Administrative Division
 - 2041. Directors and Executive Committee Expense Account
 - 2042. Entertainment Expense Account
 - 2043. Salaries - Executives' Account
 - 2044. Traveling - General Manager's Account
 - 2045. Traveling - Assistant Manager's Account
 - 2046. Sundry Administrative Expense Account

 - 205-6. General Overhead Division.
 - 2051. Advertising Account
 - 2052. Auditing Account
 - 2053. Auto Expense - General Account
 - 2054. Check Tax and Exchange Account
 - 2055. Depreciation Account
 - 2056. Insurance - Furniture and Fixtures - General Office Account
 - 2057. Insurance - Autos Account
 - 2058. Legal Services Account
 - 2059. Postage - General Office Account
 - 2060. Rent, Heat, Light, and Power - General Office Account

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205-6. General Overhead Division. (Cont'd.)

- 2061. Salaries - General Office Clerical Account.
- 2062. Surety Bond Premiums Account
- 2063. Stationery, Printing, and Supplies Account
- 2064. Taxes - Property Account
- 2065. Telephone and Telegraph Account
- 2066. Sundry General Expense Account

30. Other Revenue Group.

- 301. Penalties Taken Account
- 302. Membership Fees Revenue Account
- 303. Outside Packing Revenue Account
- 304. Overflow Commodities - Revenue Account
- 305. Interest Income Account
- 306. Sundry Gains Account

40. Other Expense Group

- 401. Interest Expense Account
- 402. Sundry Losses Account

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Cheeloo University (Shantung)
Fukien Christian University
Ginling College
Hangchow Christian College
Hua Chung College

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May 15, 1934

Hon. Alfred S. K. Sze
Chinese Legation
Washington, D.C.

My dear Dr. Sze:

Mr. John H. Reisner, formerly Dean of the College of Agriculture and Forestry, University of Nanking, and now Executive Secretary, Agricultural Missions Foundation, Inc., New York City, has reported to me on his visit to you last Thursday morning, May 10th, and I now take pleasure in writing to you formally on behalf of the Board of Trustees of the University of Nanking, confirming Mr. Reisner's request to you for your interest and cooperation in securing a competent expert in rural cooperative marketing of cotton. The chief points relating to this matter are as follows:-

On October 14th, 1933, Messrs. P. W. Tsou and Paul C. Hsu wrote to Mr. Reisner on behalf of Mr. K. P. Chen, Chairman of the Cotton Industry Commission of the National Economic Council of China, asking Mr. Reisner's help in securing for them an expert in the cooperative marketing of cotton, and a copy of this letter is appended herewith marked Exhibit "A".

On December 4th, I received a cable from Dr. Y. G. Chen, President of the University of Nanking, asking me to inform Mr. Reisner that, at the suggestion of Mr. P. W. Tsou, the request for the cotton expert be transferred to the University of Nanking. Previously the University of Nanking had been given \$63,000 by Mr. K.P. Chen, General Manager of the Shanghai Commercial and Savings Bank, to secure two western experts in cooperative organization. One of these positions became vacant due to the fact that the man selected for it was unable to accept. This accounts for the request for the cotton expert being shifted to the University of Nanking. In connection with this shift, Mr. Reisner received a letter directly from Messrs. Tsou and Hsu, dated December 16th, a copy of which is attached herewith and marked Exhibit "B".

In trying to locate a high grade man for this position, Mr. Reisner has carried on a wide correspondence and has had the help and advice of such men as Professors J. E. Boyle and W. I. Myers of Cornell and various men in the U. S. Department of Agriculture. The copies of correspondence enclosed indicate that the University of Nanking Board of Trustees appointed a Mr. Farrington; but after the appointment he found it unable to leave his present work. We then located Mr. A. M. Dickson, who is connected with the Office of Cotton Marketing, Bureau of Agricultural Economics, U. S. Department of

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Agriculture, whose headquarters are at Dallas, Texas. Mr. Dickson is eminently fitted for the work in China. In a confidential letter, Governor W. I. Myers, of the Farm Credit Administration, Washington, formerly professor at Cornell University, wrote that it was the judgment of his group that Dickson "is the best qualified man that we know of for this task." We looked up quite a number of references of Mr. Dickson, and this judgment of Governor Myers is well borne out by other data. A committee of our Board of Trustees invited Mr. Dickson to New York, to meet with them and appointed him to the position.

Mr. Dickson, upon his return to Washington, laid before his superiors in the Bureau the question of securing a leave of absence. There was so little enthusiasm that Mr. Dickson felt that, if he left the Bureau without the goodwill of his superiors, upon his return from China he would be seriously handicapped in reinstating himself in the Department. We have assurance from Mr. Dickson that he is anxious and willing to take up this work in China. Mr. Reisner, on his visit to Washington last week, saw Mr. Dickson's chief, Mr. A. W. Palmer, in charge of the Division of Cotton Marketing, Bureau of Agricultural Economics, and laid the whole matter before him, trying to indicate to him that the value of Mr. Dickson to China would very greatly outweigh any inconvenience which might be incurred by his Bureau. As a result of Mr. Reisner's conversation, Mr. Palmer's attitude was favorably changed and he is now ready to cooperate with Mr. Dickson in making it as easy as possible for him to leave the Department and secure favorable consideration for reinstatement on his return from China. Mr. Palmer felt that an expression from you, even though informal, to the Secretary of Agriculture, the Honorable Henry A. Wallace, would very greatly expedite Mr. Dickson's release. It was request for this help which Mr. Reisner made to you last Thursday, and which I now wish to confirm officially.

We want to make it clear that this request would not involve you or your Government in any way financially, as Mr. Dickson's expenses are guaranteed by the University of Nanking, with whom he will have a written contract. While we appreciate the fact, as you presented it to Mr. Reisner, that this matter has not come to you officially from your Government, nevertheless, in view of the close cooperation which is clearly involved between the University of Nanking and the Cotton Industry Commission of the National Economic Council, and because of the intrinsic importance of the contributions to be made in this important industrial field by Mr. Dickson, we hope that you may be able to see your way clear, informally or personally, or officially if you wish, to endorse the request for a leave of absence for Mr. Dickson from his present Government position, it being understood that this endorsement will not involve the Chinese Government or you personally in any way financially. We feel quite sure that your interest in the matter will be a major determining factor in securing Mr. Dickson's release. Good men for this position, as we have discovered, are almost impossible to find; and certainly, of the score or more individuals who have come recommended from various sources, Mr. Dickson is preeminently the best

fitted for this important task in China. We are extremely desirous of sending to China the very best man that we can possibly find. Now that we have located him, we are most anxious to leave no stone unturned to secure his official release from the U. S. Department of Agriculture, to undertake this work.

I regret exceedingly that it has seemed necessary to write you in this considerable detail, but Mr. Reisner felt that we should lay the whole matter before you as we have done. If any questions arise, please let us know.

Very sincerely yours,

Secretary

BAG:MP

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THE SHANGHAI COMMERCIAL & SAVINGS BANK, LTD.

Shanghai, China

October 14, 1933

Mr. John H. Reisner
Agricultural Missions Foundation
419 Fourth Avenue
New York City, N.Y., U. S. A.

Dear Mr. Reisner:

The Cotton Industry Commission which is under the National Economic Council of the Chinese Government has a program for five years to improve the cotton industry in China. Mr. K. P. Chen, the General Manager of the Shanghai Commercial and Savings Bank, has been appointed by the Chinese Government to be the Chairman of the Commission. The program includes the improvement on production and marketing of cotton as well as the manufacturing of cotton goods in China.

The Commission needs an expert in co-operative marketing of cotton and offers a position for a minimum period of two years for an expert who must have much experience in the organization work and the business management of cotton co-operatives and ability to teach. The Commission expects the Department of Agricultural Economics of the University of Nanking to train the workers for the cotton co-operatives which are to be organized during the five-year period. The expert in question will be expected to give part of his time for training the workers and part of his time for directing the work in the cotton co-operatives and for developing an efficient marketing system for the cotton co-operatives.

The Commission desires to have the expert available by February, 1934 and will appreciate greatly for your service to tentatively locate a suitable expert in the United States to fulfil the above requirement. You may approach in any way as you see fit and to make personal visit if necessary. All of your expenses in connection with this work will be reimbursed. Please answer by cablegram by November the 20th, if possible, with the following information about the candidate: name, experience, date available and salary required inclusive travel. The salary for the expert can be guaranteed by bank.

We are glad to inform you that, by Prof. Buck's recommendation, the Shanghai Commercial and Savings Bank has accepted Dr. Harper as the expert in co-operative marketing from the United States and Mr. Strickland as the expert in co-operative credit from Europe.

Anticipating to receive a favorable reply and thanking you in advance, we are

Yours very cordially,

(signed) P.W. Taou

* Paul C. Hsu

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C O P Y

Exhibit B

THE SHANGHAI COMMERCIAL & SAVINGS BANK, LTD.

Shanghai, China

December 16, 1935

Mr. John H. Reisner
Agricultural Missions Foundation
419 Fourth Avenue
New York, N.Y., U. S. A.

Dear Mr. Reisner:

Your first letter acknowledging the receipt of our cable, your cable recommending Mr. Farrington and your letter of November 18th with the detail reference of Messrs. Farrington and Herrman were all received with sincere thanks for your valuable service in locating such competent person for the cotton cooperative work in China. Your letter of November 18th was received last Wednesday.

You must have had, by this time, the cable sent by President Y. G. Chen of the University of Nanking to Mr. Garside of the New York office to invite Mr. Farrington to take Dr. Harper's position in the University per conditions described in your cable. This is because Dr. Harper can not come to China next February and, in order to secure the prompt service of the cooperative cotton expert before the final approval of the budget of the Cotton Industry Commission, both the Bank and the University agree to invited Mr. Farrington to take the University position. So President Chen has cabled Mr. Garside to forward the decision to you. The cable was sent before the receipt of your letter of November 18th and we did not have any knowledge of Mr. Herrmann then.

We fully appreciate the wide experience and the excellent qualifications of Mr. Herrmann for cotton cooperative work. But we feel, same as you and Mr. Nyhus have thought, that the salary requested is too big under Chinese conditions. We are very sorry for not being able to secure Mr. Herrmann's service at this time.

Before Mr. Farrington starting for China, we would like to ask him to collect some materials that concerns with the accounting and auditing work, the various forms of sheets, reports, certificates, contracts, by-laws and other materials for the management and operation of cotton cooperatives and cooperative cotton gins as to be needed both from the standpoint of cooperatives as well as from the financiers.

If possible, we would also like to ask Mr. Farrington to get some reference material for tobacco cooperatives as we are thinking to start one or two tobacco cooperatives in Anhwei and Shantung Provinces.

We should greatly appreciate if you would kindly forward to Mr. Farrington the information about the collection of materials.

Again allow us to express our most sincere thanks for the very valuable service you have rendered and your keen interest in the development of cooperative movement in China, we are

Yours very truly,

(signed) P. W. Tsou
Paul C. Hsu

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cc for Mr. Davis

Nanking

May 15, 1934

Mr. A. W. Palmer
Office of Cotton Marketing
Bureau of Agricultural Economics
U.S. Department of Agriculture
Washington, D. C.

Dear Mr. Palmer:

In line with the understanding arrived at when we talked together last Wednesday noon, I take pleasure in sending you herewith for your approval or amendment the suggested letter to Mr. Dickson. I should have made more careful notes at the time of our conversation, but I trust that I have included the more important items which were to be incorporated in this letter. If I have misinterpreted you in any way, I shall be glad to make the necessary changes. If, however, the letter is satisfactory, will you kindly forward the original copy in the enclosed stamped envelope and retain the duplicate for your own files.

As you will note in my letter to Dickson, I saw the Chinese Minister Thursday morning; but the Chinese Minister seemed to think that the matter would be difficult to handle unless the request came officially from the Chinese Government. The original request came officially from the Cotton Industry Commission of the National Economic Council of China which, as I understand it, is an unofficial organization cooperating very closely with the Government, so I am not sure that the Chinese Minister will be prepared to send a note informally or otherwise to the Secretary of Agriculture. A letter covering my conversation with him and my request for his cooperation has gone forward to him today from the Executive Secretary of the Board of Founders of the University of Nanking. I am not sure that anything will come of it. Furthermore, with the interest which you manifested Wednesday, I am not at all sure that the move was necessary.

I appreciate very greatly the fair and friendly consideration which you have given to this matter, and feel that you will do whatever you can to ease Dickson's anxiety with reference to his return to the Bureau after his service in China. I should be very glad if you could see your way clear to send a letter along to Dickson, so that he will have it about the same time he receives mine.

Yours very sincerely,

John H. Reiser
John H. Reiser
Executive Secretary

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MAY 18 1934
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Enclosure

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Handwritten notes at top of page, possibly "Cotton Marketing Board"

May 15, 1934

Mr. A. W. Palmer
Office of Cotton Marketing
Bureau of Agricultural Economics
U.S. Department of Agriculture
Washington, D. C.

Dear Mr. Palmer:

In line with the understanding arrived at when we talked together last Wednesday noon, I take pleasure in sending you herewith for your approval or amendment the suggested letter to Mr. Dickson. I should have made more careful notes at the time of our conversation, but I trust that I have included the more important items which were to be incorporated in this letter. If I have misinterpreted you in any way, I shall be glad to make the necessary changes. If, however, the letter is satisfactory, will you kindly forward the original copy in the enclosed stamped envelope and retain the duplicate for your own files.

As you will note in my letter to Dickson, I saw the Chinese Minister Thursday morning; but the Chinese Minister seemed to think that the matter would be difficult to handle unless the request came officially from the Chinese Government. The original request came officially from the Cotton Industry Commission of the National Economic Council of China which, as I understand it, is an unofficial organization cooperating very closely with the Government, so I am not sure that the Chinese Minister will be prepared to send a note informally or otherwise to the Secretary of Agriculture. A letter covering my conversation with him and my request for his cooperation has gone forward to him today from the Executive Secretary of the Board of Founders of the University of Hankow. I am not sure that anything will come of it. Furthermore, with the interest which you manifested Wednesday, I am not at all sure that the move was necessary.

I appreciate very greatly the fair and friendly consideration which you have given to this matter, and feel that you will do whatever you can to ease Dickson's anxiety with reference to his return to the Bureau after his service in China. I should be very glad if you could see your way clear to send a letter along to Dickson, so that he will have it about the same time he receives mine.

Yours very sincerely,

John H. Reiser
John H. Reiser
Executive Secretary

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Nanking

May 15, 1954

Mr. A. M. Dickson
P. O. Box 1566
Dallas, Texas

Dear Mr. Dickson:

Last week when I was in Washington, I sought an opportunity to meet Mr. A. W. Palmer and to discuss with him further your release to accept the position at the University of Nanking. As a result of my conversation with him, I am now writing to urge you to reopen the matter of your release to accept the China offer.

One element which now enters the situation is the fact that your arrival in China sometime before September 1st - say, leaving the United States about August 1st - would now be satisfactory to the University and would give you time to finish up the important assignment on the News Service which the Office of Cotton Marketing was anxious for you to undertake. It also allows more time to make other needed adjustments necessitated by your leaving.

We spoke very frankly about your not wishing to sever your relation to the Bureau without the good wishes and interest of the Bureau officials. I emphasized as well as I could the importance of this assignment to you personally, to China, and in a very real way to the Office of Cotton Marketing - matters which we discussed together here in New York at the time of your visit. Mr. Palmer spoke of the fiscal regulations, the necessity of which there are of course strong arguments. On the other hand, Mr. Palmer called attention to several important facts in your particular case such as: your civil service status would in no way be affected by your leaving for the proposed period of two years; your military service preference would be continued; and your own very satisfactory record in the Bureau. There were several other points - which I have forgotten, but he felt that, even if you had to submit your resignation, it would not constitute a serious personal hazard.

You appreciate of course that neither Mr. Palmer nor anyone else could make any definite guarantees right now as to what might be the situation two years hence - changes which might also involve him. But I am sure that he is ready to assure you that, in so far as he can do so, he would help to secure for you reappointment and establishment in the service and to place you in an effective and advantageous position. In other words, Mr. Palmer is quite ready to assure you of his interest in your accepting this important assignment to China - important to you personally and professionally, and important in so far as experience and increased knowledge of Chinese cotton problems would make you valuable to the Bureau and to the U. S. Government upon your return from China.

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While I was in Washington, I also took advantage of the opportunity to call upon the Chinese Minister to the United States, the Honorable Alfred Sze, whom I have known personally for a good many years and who has always taken a very lively interest in the College of Agriculture and Forestry of the University of Nanking. The Minister is also a Cornell graduate and has been very greatly interested in the co-operative relationships established some years ago between the University of Nanking and Cornell University, with which I had considerable to do. I went to see whether he might be in a position to make some representation to the Secretary of Agriculture with reference to the Department's releasing you for this particular work. The only advantage in this might be in connection with the conditions under which you would sever your relations with the Bureau of Agricultural Economics. I confess that I ran into so much red tape, that I am not sure whether anything will come out of it. Furthermore, I am much surer now that the move was not necessary.

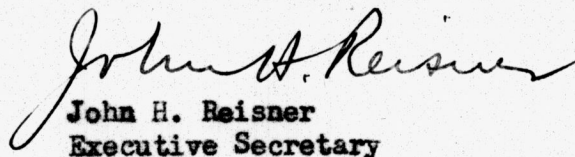
With the change in the situation which I have described in this letter, I hope that you will now feel justified in re-opening the matter with Mr. Palmer, to whom I am sending a copy of this letter so that, if I have misinterpreted his position in any way, he will be able to set us straight. I told him that I was most anxious that you accept this position with the hearty interest and cooperation of his office, because I believe that in a matter of this kind benefits are mutual, that not only you personally, but the Office of Cotton Marketing, as well as China, will be greatly benefitted.

If I may add a personal word, it does seem to me that the value of this experience in China far out-weighs the hazards of re-establishing yourself when you return to the States.

I am sending this letter to you with the full knowledge and approval of Mr. Garside, who also gets a copy of the letter.

With kind regards and best wishes, and hoping that we may hear favorably from you soon, I am

Yours very sincerely,


John H. Reisner
Executive Secretary

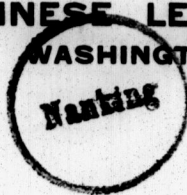
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A. M. Dickson

CHINESE LEGATION
WASHINGTON



May 17, 1934

*Ack 6/2/34
see letter to Mr. Lao,*

Mr. B. A. Garside, Executive Secretary,
Associated Boards of Christian Colleges in China
150 Fifth Avenue
New York, N.Y.

Dear Mr. Garside:

With reference to your letter of May 15th, I have the pleasure to inform you that I am writing today to Secretary Wallace. I enclose, herewith, a copy of my letter to him which I hope is in accordance with your wishes.

Please be assured that it will always be a pleasure to me to be of assistance to the Christian Colleges in China.

Yours sincerely,

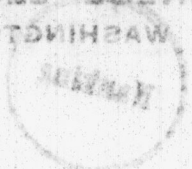
Sao-Ke Alfred Sze.

Enclosure.

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A. M. Dickson

CHINESE LEGATION
WASHINGTON



May 17, 1934

Handwritten notes:
See letter to Mr. Garbide
May 17/34

Mr. E. A. Garbide, Executive Secretary,
Associated Boards of Christian Colleges in China
180 Fifth Avenue
New York, N.Y.

Dear Mr. Garbide:

With reference to your letter of May 15th, I
have the pleasure to inform you that I am writing today
to Secretary Wallace. I enclose, herewith, a copy of my
letter to him which I hope is in accordance with your
wishes.

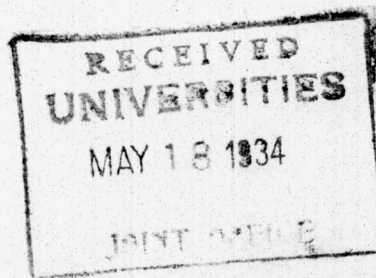
Please be assured that it will always be a
pleasure to me to be of assistance to the Christian Colleges
in China.

Yours sincerely,

Handwritten signature:
Sao-Ke Alfred See

Sao-Ke Alfred See

Enclosure.



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COPY FOR MR. GARSIDE.

CHINESE LEGATION
WASHINGTON, D.C.

May 17, 1934

*Sent of Dr.
Sze's letter
5/17/34*

Honorable Henry A. Wallace
Secretary of Agriculture
Washington, D.C.

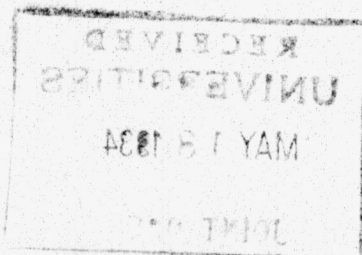
My dear Mr. Secretary:

I am informed that the University of Nanking has been looking for an expert in Rural Cooperative Marketing of Cotton. Mr. A. M. Dickson of the Office of Cotton Marketing, Bureau of Agricultural Economics, in your Department, has been highly recommended to the University and the Trustees of the University wish to extend an invitation to him to join the University. It will be a great help to the University and to our work of reconstruction if you will be good enough to grant Mr. Dickson leave of absence from his work in your Department for a brief period, and we shall greatly appreciate your assistance in the matter.

I am, my dear Mr. Secretary,

Yours sincerely,

Sao-Ke Alfred Sze.



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COPY FOR MR. GARRIDE.

CHINESE LEGATION
WASHINGTON, D.C.

May 15, 1934

Honorable Henry A. Wallace
Secretary of Agriculture
Washington, D.C.

My dear Mr. Secretary:

I am informed that the University of Nanking has been looking for an expert in Rural Cooperative Marketing of Cotton. Mr. A. M. Dickson of the Office of Cotton Marketing, Bureau of Agricultural Economics, in your Department, has been highly recommended to the University and the Trustees of the University wish to extend an invitation to him to join the University. It will be a great help to the University and to our work of reconstruction if you will be good enough to grant Mr. Dickson leave of absence from his work in your Department for a brief period, and we shall greatly appreciate your assistance in the matter.

I am, my dear Mr. Secretary,

Yours sincerely,

Sao-Ke Alfred Sze.

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UNITED STATES DEPARTMENT OF AGRICULTURE
BUREAU OF AGRICULTURAL ECONOMICS

P. O. Box 1366, Dallas, Texas
May 22, 1934

Mr. John H. Reisner, Executive Secretary
Agricultural Missions Foundation, Inc.
419 Fourth Avenue
New York, N. Y.

Dear Mr. Reisner:

I have your letter of May 15 requesting that I reconsider the offer to go to China, which I appreciate very much, as well as your efforts in my behalf in Washington. The reopening of this matter is so entirely sudden, that I feel I should postpone my decision for a few days, at least.

There is one matter in connection with accepting the position in China about which I should like to have you write frankly. It has previously been made clear at the Department in Washington, and now reiterated, that I will have to resign my connections in order to accept this place. While conditions might be favorable for my re-instatement upon my return, they would in no wise be certain, and, as Mr. Palmer apparently pointed out to you, any promises which he made might be offset by the fact that he might not be there in two years hence to carry them out. The point is, I do not at this moment think I can assume the risk involved in complete separation from my activities here in the United States on the salary which is offered to go to China. Were the salary large enough to compensate for the risk involved in getting re-located, it would not be necessary to endeavor to exact promises from those in Washington, and I could thus perhaps accept the position with a feeling of independence to take care of myself upon return. I realize that a missionary institution cannot compete with a commercial concern in amount of salary paid, but at the present time, with the exchanges of the world taking first one turn and then another, and the other things considered, I feel that the salary offered is hardly large enough. In my previous correspondence with you concerning the salary at which I would be willing to go to China, I stated that if I could not obtain leave and had to resign my position here, I thought the position should pay around \$6,500.00. I will appreciate your writing me frankly whether the \$5,400.00 offered is all that the position can pay.

I dislike very much to appear to be mercenary; but after all, it is a business proposition, and we should be frank about the matter. I will appreciate your writing whether the salary offered is all the position can pay, or just what are the circumstances in this regard.

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1387
May 29, 1934

Mr. A. M. Dickson
P. O. Box 1366
Dallas, Texas

PERSONAL

Dear Mr. Dickson:

This is in reply to your letter of May 22nd, in which you asked me to write you frankly with reference to your accepting the position in China, carrying with it the evident necessity of your resigning from your present position with the Bureau of Agricultural Economics. In the meantime, you will have received a copy of the letter which the Chinese Minister wrote to the Secretary of Agriculture. Mr. Palmer sent me a note saying the letter had been received by the Secretary and had evidently gone on down to his office through the Bureau. I do not know whether or not this request of the Minister's would alter the conditions under which you would be able to accept the China appointment. I have written to Mr. Palmer for a reply to this question.

The salary offered you is an excellent salary for positions of this kind and, I believe, higher than those which have been granted to the experts which have been sent to China recently by the League of Nations. At the present rate of exchange, it amounts to about \$16,000 Chinese Currency; and in purchasing power certainly this is the equivalent of \$8,000 to \$10,000 United States Currency. I cannot see where you would have any considerable expenses in China, so that in terms of what you would be able to save, I should think it would be very considerably larger than any savings which you can make out of your present salary. I know, personally, I had a very much easier time getting along on a missionary's salary in China than I have at the present time with a salary about three times as large.

Personally, from all that I can learn of your record and of what the future in the field of Cooperatives holds in the United States, I do not think that you are taking any chances in accepting this position, even though it necessitated your resignation. You would be going to China with the goodwill of your superior officers, and that means a lot. Your civil service standing, etc. is in no way involved. Furthermore, you will be getting an international experience which, unless you are very different from most people, you are going to consider one of the most valuable experiences which you have ever had. It is an experience, too, which personally, for a man who is as young as you are and with the many years ahead of you, ought to be worth taking a chance on. As a matter of fact, you may not want to come back to the United States after you have been out there for two years, even though you should go out on a leave of absence from the Bureau. Another very definite possibility is

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that, after a few years, they might want you to go out again. In other words, this experience is going to open up to you, without doubt, a whole new area of interests which you do not have at the present time. These opportunities may mean much or little to you financially. In any case, they will probably be sufficient so far as material rewards are concerned. But you are too young now to let financial considerations stand in the way of your seizing an opportunity that may have a very important bearing on your future professional career. I know that the responsibility of a family always makes one more conservative, and I would be the last person in the world to ask you to take any chances that I would be unwilling to take myself. It will take some courage on your part, I know, but really not so much, in view of the assurances which you already possess with reference to reinstatement upon your return - when you do return.

China seems a long distance away, even from Texas. When I went out in 1914 for the first time, I might as well have been going to the ends of the earth so far as my own personal feelings were concerned. But I have discovered that, once in China, the distances are not nearly so great as they were during the contemplation of them. As a matter of fact, I am more at home in my thoughts of China today than I am here in the United States. In Nanking you will be surrounded by American friends and your new Chinese colleagues, and you will wonder why one ever had these previous ideas of distance, until they were shortened by the actual experience of travel and new contacts.

Under the circumstances, I certainly should not recommend the University increasing the financial stipend. It is already a very excellent offer, and during the two years should give you a good margin of savings. I do not think you have anything to worry about at all on the score of the store of the salary, and I do not think that an increase ought to be a deciding factor. As I stated above, you are young; your record is good; you would be leaving with the goodwill and interest of your associates and superior officers; the salary offered itself is excellent; and the experience that you would gain would be one that would increase your own usefulness and capacities. So it seems to me that, by accepting this position, what you gain far out-weighs any chances which you may take of having to put in a pro forma resignation.

I have taken you at your word and have written very frankly to you. I feel sure that you will never regret it if you decide to accept the China position.

Yours very sincerely,

John H. Reisner

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CHINESE LEGATION
WASHINGTON

June 1, 1934.

ack 6/2/34

Mr. B. A. Garside, Executive Secretary,
Associated Boards of Christian Colleges in China,
150 Fifth Avenue,
New York, N.Y.

Dear Sir:

I am directed by the Chinese Minister to
enclose herewith for your information copy of
the reply which has just been received from the
Under Secretary of State regarding Mr. A. M.
Dickson.

Yours very truly,

W.S. Lao

W.S. Lao,
Secretary of Legation.

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JUN 1 1934

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CHINESE LEGATION
WASHINGTON

June 1, 1934

Mr. B. A. Jarman, Executive Secretary,
Associated Boards of Christian Colleges in China,
150 Fifth Avenue,
New York, N. Y.

Dear Sir:

I am directed by the Chinese Minister to
enclose herewith for your information copy of
the reply which has just been received from the
Under Secretary of State regarding Mr. A. H.

Rickson.

Yours very truly,

W. S. Liao,
Secretary of Legation.

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COPY



DEPARTMENT OF STATE
WASHINGTON

May 29, 1934

My dear Mr. Minister:

I have received a letter dated May 25, 1934, from the Acting Secretary of Agriculture referring to a communication dated May 17, 1934, which he has received from you, requesting that Mr. A. M. Dickson, of the Bureau of Agricultural Economics, be granted leave of absence for the purpose of joining the University of Nanking. The Acting Secretary of Agriculture requests that I inform you that, although it would be necessary for Mr. Dickson to resign from his present position in case he accepts the invitation from the University of Nanking, if, upon his return to the United States, he should apply for reinstatement, the Department of Agriculture would be glad to give such application most sympathetic consideration in the light of conditions existing at that time.

I am, my dear Mr. Sze,

Very sincerely yours,

WILLIAM PHILLIPS

The Honorable

Sao-Ke Alfred Sze,

Minister of China.

MAY 30 1934

1391

COPY

DEPARTMENT OF STATE
WASHINGTON



May 29, 1934

My dear Mr. Minister:

I have received a letter dated May 27, 1934, from the Acting Secretary of Agriculture referring to a communication dated May 17, 1934, which he has received from you, requesting that Mr. A. M. Dickson, of the Bureau of Agricultural Economics, be granted leave of absence for the purpose of joining the University of Wankin. The Acting Secretary of Agriculture requests that I inform you that, although it would be necessary for Mr. Dickson to resign from his present position in case he accepts the invitation from the University of Wankin, if, upon his return to the United States, he should apply for reinstatement, the Department of Agriculture would be glad to give such application most sympathetic consideration in the light of conditions existing at that time.

I am, my dear Mr. Sec,

Very sincerely yours,

WILLIAM PHILLIPS

The Honorable

Minister of China,
 Secy. of State,
 U.S. Department of State,
 JUN 2 1934

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Marketing

June 2, 1934

Mr. A. M. Dickson
Division of Cotton Marketing
P. O. Box 1386
Dallas, Texas

My dear Mr. Dickson:

The Secretary of the Chinese Legation has just sent us a copy of a letter received by Minister Sze from the State Department. I enclose a copy herewith.

Very cordially yours,

E A GARSIDE

BAG:MP
Encl.

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DEPARTMENT OF STATE
WASHINGTON

May 29, 1934

My dear Mr. Minister:

I have received a letter dated May 25, 1934, from the acting secretary of Agriculture referring to a communication dated May 17, 1934, which he has received from you, requesting that Mr. A. M. Dickson, of the Bureau of Agricultural Economics, be granted leave of absence for the purpose of joining the University of Nanking. The Acting Secretary of Agriculture requests that I inform you that, although it would be necessary for Mr. Dickson to resign from his present position in case he accepts the invitation from the University of Nanking, if, upon his return to the United States, he should apply for reinstatement, the Department of Agriculture would be glad to give such application most sympathetic consideration in the light of conditions existing at that time.

I am, my dear Mr. Sze,

Very sincerely yours,

WILLIAM PHILLIPS

The Honorable

Sao-Ke Alfred Sze,

Minister of China

1394

Cheeloo University (Shantung)
Fukien Christian University
Ginling College
Hangchow Christian College
Hua Chung College

ASSOCIATED BOARDS
FOR
CHRISTIAN COLLEGES IN CHINA

Lingnan University
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150 FIFTH AVENUE, NEW YORK

R. E. DIFFENDORFER, *President*
JAMES ENDICOTT, *Vice-Pres.*
ELLEN F. PENDLETON, *Vice-Pres.*

Cable: ABCHICOL Tel: WATKINS 9-8703

B. A. GARSIDE, *Executive Secretary*
C. A. EVANS, *Asso. Secy., and Asso. Treas.*

FREDERICK OSBORN, *Vice-Pres.*
GEORGE G. BARBER, *Vice-Pres.*
E. M. MCBRIER, *Treasurer*

Copy for Mr. Reisner

June 2, 1954

Mr. W. S. Lao
Secretary
The Chinese Legation
Washington, D. C.

My dear Mr. Lao:

Will you kindly convey to the Chinese minister our warmest appreciation of the kind interest he has taken in the matter of the appointment of Mr. A. M. Dickson for special agricultural service at the University of Nanking?

The communication from Mr. William Phillips of the Department of State, of which you sent us a copy yesterday, certainly goes as far as we could possibly desire in clarifying Mr. Dickson's relationships in the Department of Agriculture in a way which should encourage him to accept this opportunity for undertaking this important service he has been asked to perform.

Very truly yours,

B A GARSIDE

BAG:MP

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DEPARTMENT OF STATE
WASHINGTON

May 29, 1934

My dear Mr. Minister:

I have received a letter dated May 25, 1934, from the Acting Secretary of Agriculture referring to a communication dated May 17th 1934, which he has received from you, requesting that Mr. A. M. Dickson, of the Bureau of Agricultural Economics, be granted leave of absence for the purpose of joining the University of Nanking. The Acting Secretary of Agriculture requests that I inform you that, although it would be necessary for Mr. Dickson to resign from his present position in case he accepts the invitation from the University of Nanking, if, upon his return to the United States, he should apply for reinstatement, the Department of Agriculture would be glad to give such application most sympathetic consideration in the light of conditions existing at that time.

I am, my dear Mr. Sze,

Very sincerely yours,

WILLIAM PHILLIPS

The Honorable

Sao-Ke Alfred Sze,

Minister of China

1397

Nanking

June 2, 1934

Mr. W. S. Lao
Secretary
The Chinese Legation
Washington, D. C.

My dear Mr. Lao:

Will you kindly convey to the Chinese minister our warmest appreciation of the kind interest he has taken in the matter of the appointment of Mr. A. M. Dickson for special agricultural service at the University of Nanking?

The communication from Mr. William Phillips of the Department of State, of which you sent us a copy yesterday, certainly goes as far as we could possibly desire in clarifying Mr. Dickson's relationships in the Department of Agriculture in a way which should encourage him to accept this opportunity for undertaking this important service he has been asked to perform.

Very truly yours,

B A GARSIDE

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Nanking

UNITED STATES DEPARTMENT OF AGRICULTURE
BUREAU OF AGRICULTURAL ECONOMICS

P. O. Box 1366, Dallas, Texas
June 2, 1934

Mr. John H. Reisner
419 Fourth Avenue
New York, N. Y.

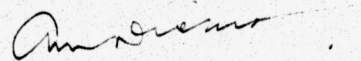
Dear Mr. Reisner:

Your letter of May 29 concerning the salary situation in connection with the position at Nanking arrived yesterday. I greatly appreciate your frank statements, and especially appreciate the information which you furnish with regard to the exchange. The salary is apparently better than I had thought it was.

I wrote Mr. Palmer on May 22, at the same time that I wrote my previous letter to you, requesting further information with regard to the Department's attitude, which apparently had undergone a change since I was up there two months ago. As yet I have not heard from Mr. Palmer, but am hoping to hear from him almost any day.

On the other hand, I am leaving tonight for New Orleans for a conference with a representative of the Agricultural Adjustment Administration, where I will remain until June 6, after which time I shall return to Dallas. I hope upon my return from New Orleans that I shall have heard from Mr. Palmer, after which time I will give you a definite answer concerning going to China.

Sincerely yours,



A. M. Dickson
Associate Agricultural Economist
Division of Cotton Marketing

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Nanking

June 4, 1934

Mr. A. M. Dickson
Division of Cotton Marketing
P. O. Box 1366
Dallas, Texas

My dear Mr. Dickson:

Mr. Garside has just sent me a copy of the letter sent by the State Department on behalf of the Acting Secretary of Agriculture to the Chinese Minister at Washington. I think the Chinese Minister's interest and what seems to me to be a very cordial response from the Secretary of Agriculture very considerably alter the psychology of the situation at Washington with reference to your leaving, even though the rules and regulations of the Bureau are not suspended in the circumstances. Your invitation to go to China now has received official notice and your acceptance to work in China will now be of official interest to the Department as a whole. But as I stated in an earlier letter, Palmer's attitude as expressed to me was so friendly in view of your not having to leave his office immediately, and his interest, I am quite sure, was so deepened by my visit with him and by my being able to indicate to him some of the larger angles of this service which we hope you will render, that I do not see how you could leave the Bureau under happier or more propitious circumstances. I hope that we are going to hear from you in a few days that you have decided to accept the position. I feel quite sure that you will never have any reason to regret it. I have been responsible for getting quite a number of American agricultural teachers to China and every one has said that the experience has been most valuable, not only to them personally as a result of their contacts with a great civilization and a different culture, but that the experience was valuable to them professionally. I have not the least doubt that this would prove to be true in your case.

With kind regards and best wishes, I am

Yours very sincerely,

S

John H. Reisner

1400

Postal Telegraph

THE INTERNATIONAL SYSTEM

RECEIVED AT

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INDICATED ON THIS MESSAGE

Commercial
Cables



U.S. America
Cables

Mackay

Radio

This is a full rate Telegram, Cablegram or Radiogram unless otherwise indicated by signal in the check or in the address.

DL	DAY LETTER
NL	NIGHT LETTER
NM	NIGHT MESSAGE
LCC	DEFERRED CABLE
NLY	NIGHT CABLE LETTER
WLY	WEEK END CABLE LETTER
	RADIOGRAM

DA381 74 GOVT NL

DALLAS TEX 19

JOHN H REISNER

419 FOURTH AVE NYC

Banking
7N

1934 JUN 19 PM 10 31
Postal Telegraph
NRA MEMBER

YOUR LETTER FOURTH IN VIEW CIRCUMSTANCES DEPARTMENT AM ENDEAVORING
BUILD MORE FENCES STOP HAVE DEVOTED ENTIRE TIME LAST FEW WEEKS
COMPLETION WORK HAVE NOT HAD TIME MAKE CONTACTS STOP WORK NOW
SUFFICIENTLY ADVANCED AM LEAVING DALLAS FOR STILLWATER THURSDAY WILL
ARRIVE WASHINGTON JUNE TWENTY SEVEN STOP IF IT DOES NOT INCONVENIENCE
YOU DESIRE POSTPONE DECISION UNTIL ARRIVAL WASHINGTON WILL
COMMUNICATE WITH YOU FROM THERE STOP IF NECESSARY I GIVE YOU ANSWER
SOONER PLEASE ADVISE

DICKSON.

1401

Nanking

June 25, 1934

Mr. A. M. Dickson
Burlington Hotel
Washington, D. C.

Dear Mr. Dickson:

My reason for wanting your Washington address was to say to you that if necessary, or if you felt my presence in Washington might in any way influence a favorable decision, I should be glad to come down for a day or two. I also wanted to tell you confidentially that some time ago I wrote a personal letter to Dr. W. I. Myers, whom I have known for a good many years at Cornell, and as a result he sent a note along to Tugwell, and that is all I know about it. I have not heard from Myers what Tugwell's reaction was to Myers's letter, in which he raised the question of your resignation. Myers did say this, however, and he only voiced the sentiment of Nyhus and possibly Palmer, that they felt that you were a little timid and over-anxious about the situation which you would find on your return from China. I feel that way somewhat myself, though having gone through an experience some twenty years ago such as I feel you are going through now, being unable to vision the situation in China, it seems much more difficult and far away and strange than it really is. When I first started out to China it seemed as if I were stepping off the edge of the world. The past twenty years have seen many, many changes, China is much closer than it was then, but even so it does seem like a big step to take. I just wanted to assure you again that, while I think I understand to a considerable degree your misgivings on this China venture, I nevertheless feel that if you accept you will never have any regrets whatsoever and that for you it will constitute an experience that far outweighs any financial sacrifice which you may think you are making. I am quite sure that it will mean a great deal to you professionally, and who knows but what it will open up the way to a very considerable international experience for you. On this point, if you want any further assurances I would suggest that you see Paul Nyhus, who, as you know, spent a number of years in China for the Bureau of Agriculture and Economics.

I shall look forward to having a final favorable reply from you before long. We have just had a cable from China urging immediate appointment and desiring a second man to help train forty to sixty Chinese college men in cooperative marketing, which special training the University has been asked to do. If you decide to go, I hope you will also be considering the possibility of recommending another younger man who will be able to help especially on the instruction side in cooperative marketing.

1402

We have one or two men in mind now whom I shall write you about in more detail when I hear from you.

With kind regards and best wishes, I am

Yours very sincerely,

S

John H. Reisner

2017

1403

THE COMPANY WILL APPRECIATE SUGGESTIONS FROM ITS PATRONS CONCERNING ITS SERVICE

1201-S

CLASS OF SERVICE

This is a full-rate telegram or Cablegram unless its deferred character is indicated by a suitable sign above or preceding the address.

WESTERN UNION (02)

R. B. WHITE
PRESIDENT

NEWCOMB CARLTON
CHAIRMAN OF THE BOARD

J. C. WILLEVER
FIRST VICE-PRESIDENT

SIGNS

- DL = Day Letter
- NM = Night Message
- NL = Night Letter
- LC = Deferred Cable
- NLT = Cable Night Letter
- Ship Radiogram

The filing time as shown in the date line on full-rate telegrams and day letters, and the time of receipt at destination as shown on all messages, is STANDARD TIME.

DA414 49 NL=DALLAS TEX 10

JOHN H REISNER=
419 FOURTH AVE NYK=

1934 JUL 10 PM 8 04

MINUTES IN TRANSIT	
FULL-RATE	DAY LETTER

ACCOUNT REASONS PREVIOUSLY DISCUSSED DEEM INADVISABLE
 ACCEPT NANKING POSITION STOP REGRET EXCEEDINGLY CANNOT SEE
 WAY CLEAR GO CHINA NOW STOP APPRECIATE GREATLY YOUR MANY
 COURTESIES AND KIND CONSIDERATION THIS MATTER STOP WILL BE
 GLAD BE OF ANY POSSIBLE SERVICE ANY TIME WITH REGARDS YOUR
 COTTON WORK IN CHINA SINCERELY=

A M DICKSON.

THE QUICKEST, SUREST AND SAFEST WAY TO SEND MONEY IS BY TELEGRAPH OR CABLE

1404

UNITED STATES DEPARTMENT OF AGRICULTURE
AGRICULTURAL ADJUSTMENT ADMINISTRATION
WASHINGTON, D.C.



July 15, 1935.

Mr. B. A. Garside,
Executive Secretary, Associated Boards for
Christian Colleges in China,
150 Fifth Avenue,
New York City, New York.

Dear Mr. Garside:

Dr. Sanders and I are planning to be in New York this weekend and would like to have a visit with you and Mr. Reisner. We plan to leave Washington Friday afternoon and be in New York Saturday and Sunday, leaving Sunday afternoon.

We realize that at this time of year a great number of people in New York do not go to the office on Saturday. If not convenient for you to see us on Saturday we could possibly arrange to remain over and see you Monday morning. I will appreciate your letting me know by return mail just when it will be convenient for you to see us.

With kind personal regards, I am,

Sincerely yours,

A handwritten signature in cursive script, appearing to read "A. M. Dickson".

A. M. Dickson,
Senior Agricultural Economist,
Cotton Marketing Section.
Room 2739

cc - Mr. Reisner.

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RECEIVED
UNIVERSITIES
JUL 15 1935
JOINT OFFICE

1406

21 7 21 . M 13 03 19

Nanking

July 16, 1935

Mr. A. M. Dickson
Senior Agricultural Economist
Cotton Marketing Section
Room 2759
United States Department of Agriculture
Agricultural Adjustment Administration
Washington, D. C.

My dear Mr. Dickson:

I have your letter of July 15th stating that you and Dr. Sanders are planning to be in New York this week-end.

I wish very much that I might have the privilege of seeing you and Dr. Sanders while you are here. Unfortunately, however, I have already made arrangements to take my annual vacation during the last half of July, and am leaving the office tomorrow, Wednesday, afternoon. I will not be back in the city until August first.

Mr. Reiser tells me that he also is leaving on Friday, and will not be back for ten days.

Will you please give my warmest regards to Dr. Sanders, and express to him my regrets that I will not have the privilege of seeing him on this trip. I hope it will be possible for both of you to return to the city again a little later on. Let me know when you plan to be here again for I shall want to see you.

Very sincerely yours,

B A GARSIDE

BAG:HW

1407

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