The following action of the Committee - BF-2045 - was taken with a view to the same desire to systematize and to have the office records in regular and up-to-date form so that whoever is dealing with matters in the office might know the up-to-date facts as to any of our prospective donors:

> "Voted that Dr.Luce be requested to send in weekly reports to the office the following information for the purpose of transfer to office records:
>
> (a) Name of person called upon
> (b) Date of call and length of interview
> (c) One sentence statement as to the content of the appeal
> (d) Result or reaction of person interviewed."

I might add that the Committee was very definite in its opinion that Seattle, Tacom,a Portland and San Francisco should be more thoroughly canvassed by you, and I am sorry that your correspondence with Mr.Evans seems to indicate that you are unwilling to yield your judgment to that of the Committee. I say this, realizing that your judgment may be better than that of the Committee, but because I feel that your unreadiness to yield to such suggestions from the Committee is making the cooperation which the University needs more and more difficult to secure.

You will be interested to know that we have had a payment of $15,000. from the Institute for Chinese Studies, and that I have word from Mr.Johnson that they expect to provide the income for this year in half yearly amounts pretty much in advance.

I imagine that the China situation is not making the raising of money very easy and I am afraid that there is little even in the way of pamphlets and publicity that we could do to change the impressions created by the necessity of women and children leaving important ports like Hangkow and Foochow, and by the indications in recent cablegrams from good missionary judgment of the situation that the conditions are likely to be intensified rather than moderated in the near future. These times call both for patience and courage.

Faithfully yours,

Secretary
Peking University

E.M.N.-H