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First Conference sponsored by  
The National Council for  
United States-China Trade

I will attend the May 31, 1973 conference.  
Please find an enclosed check for \$250 payable to  
The National Council for United States-China Trade.

Department of Commerce  
Auditorium, Washington, D.C.

Name of Participant W. K. Barry

May 31, 1973

Title Vice President

Company J. C. PENNEY COMPANY, Inc.

Address 1301 Avenue of Americas

New York, New York

zip 10019

Phone Number 212 957-6623

\*Note: Attendance is limited to one representative per company.

**P A I D**

**MAY 25 1973**

AMERICAN  
SECURITY & TRUST  
M COMPANY O

William K. Barry  
Vice President  
and Director of Merchandise

May 22, 1973

Mr. D. C. Burnham  
The National Council for  
United States-China Trade  
Post Office Box 2804  
Washington, D. C. 20013

Dear Mr. Burnham:

Enclosed please find check in the amount of \$250  
with regard to the National Council for United States -  
China Trade conference to be held on May 31, 1973.

We have designated Mr. W. K. Barry as name of  
participant. However, Mr. Barry is out of the office  
at the present time, and there is a possibility that  
another of our associates will attend the conference.

We trust that this will be satisfactory.

Sincerely,

*Evelyn Freeburger*  
Evelyn Freeburger  
Secretary to Mr. Barry

Enclosure: Check \$250





Westinghouse Electric Corporation

D C Burnham  
Chairman

Westinghouse Building  
Gateway Center  
Pittsburgh Pennsylvania 15222

July 19, 1973

Mr. William M. Batten  
Chairman of the Board  
J. C. Penney Company, Inc.  
1301 Avenue of the Americas  
New York, New York 10019

Dear Mr. Batten:

Since speaking with you this morning, I am delighted to learn that J. C. Penney has become a member of the National Council for United States-China Trade. Mr. R. Boulogne, Director, International Buying, has been designated as the point of contact in your Company.

Knowing this permits me to come quickly to my key question. Would you personally consider joining the National Council's Board of Directors? As I explained in our phone conversation, we need key representation from the "buying" element of American business, and I can think of no one I would like to work with more than yourself.

We would expect to have only one or two meetings of the Board a year, and these would be in Washington.

The original Board membership, which is contained in the attached descriptive material, was selected and invited to serve by Fred Dent on behalf of the Nixon Administration. If you concur, I would like to propose your name to our Board for election at an early date.

I look forward to your favorable reply.

Sincerely,

Enclosure

→ bcc: Mr. Christopher H. Phillips  
Mr. Charles H. Weaver





August 2, 1973

Mr. William M. Batten  
Chairman of the Board  
J. C. Penney Company, Inc.  
1301 Avenue of the Americas  
New York, New York 10019

Dear Mil:

After several weeks of discussions with Chinese Liaison Office officials, we have been invited to send representatives of the National Council for U. S. -China Trade to Peking in early October for an initial meeting to establish contact with the China Council for the Promotion of International Trade.

We have agreed with the Chinese in Washington that the first delegation will be a small exploratory group consisting primarily of officers and members of the Executive Committee. The present schedule calls for meetings to occur during the second week in October in Peking followed by a journey to Canton to observe the Chinese Export Commodities Fair.

I thought you would be interested in reviewing the enclosed letter and memorandum which contain our suggestions for discussion at these meetings. We are also seeking suggestions from each of our member firms regarding subjects for discussion in Peking. A copy of Ambassador Phillips' letter to our members is enclosed. I am particularly interested in having the comments of our Directors before our visit.

I have asked Ambassador Phillips to schedule a Board meeting to be held soon after we return from China to discuss our future program.

You will, I know, also be interested in looking over the enclosed list of companies which have been approved to date for membership in the National Council, as well as the copy of the press release we have issued in connection with our meeting with the CCPIT.

With best regards.

Sincerely,

D. C. Burnham  
Chairman

Enclosures



Mr. William M. Batten  
Chairman of the Board  
J.C. Penney Company, Inc.  
1301 Avenue of the Americas  
New York, New York 10019

Dear Mil:

We have totaled up the expenses incurred by the National Council for entertainment and overweight baggage during our trip to China.

You may recall I had suggested that instead of charging these expenses to the Council's budget, we divide them among the seven corporate members of the delegation. The cost of our dinner in Peking and the reception in Canton was \$1,280, and the overweight baggage amounted to \$232. The share for each member, therefore, would be \$216.

If you agree to this procedure, would you please send a check for this amount to the National Council offices in Washington.

Sincerely,

D.C. Burnham  
Chairman

dt



October 5, 1973

Mr. William M. Batten  
Chairman of the Board  
J. C. Penney Company, Inc.  
1301 Avenue of the Americas  
New York, New York 10019

Dear Mr. Batten:

As you will see from the memorandum and other material enclosed, we have circulated several new publications to our membership. The handbook for the Canton Fair and the directory of China's foreign trade corporations have already proved to be very popular publications and I hope you will let me know if you would like additional copies of these or any other items.

With kind regards,

Sincerely,

Christopher H. Phillips  
President

CHP/beo

Enclosures



October 5, 1973

Mr. William M. Batten  
Chairman of the Board  
J. C. Penney Company, Inc.  
1301 Avenue of the Americas  
New York, New York 10019

Dear Mr. Batten:

Don Burnham has asked me to request you to set aside the afternoon of Wednesday, December 12, for the first formal Board meeting of the National Council for U.S.-China Trade since our inaugural conference on May 31.

As presently planned, this meeting will begin at 2:00 p.m. in Washington, D. C., at the Virginia Room located on the second floor of the Mayflower Hotel and will conclude before dinner.

The meeting will follow by about three weeks our initial discussions with the China Council for the Promotion of International Trade in Peking and our visit with officials of the Chinese Export Commodities Fair in Canton. Having held these talks, it is likely that our December 12 meeting will be able to focus very directly on the National Council's programs for the coming year.

We will provide you with an agenda and further details about this important Board meeting at a later date.

With kind regards,

Sincerely,

Christopher H. Phillips  
President

CHP/11





December 6, 1973

Mr. William M. Batten  
Chairman  
J.C. Penney Company  
1301 Avenue of the Americas  
New York, New York 10019

Dear Mil:

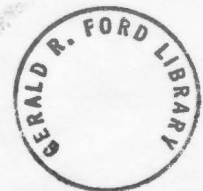
It was a pleasure to be with you and Mrs. Batten during our recent visit to China. I regret that Phyllie and I were unable to continue with the delegation for the whole trip, but it was a great pleasure at least to have the chance to work with you in Peking.

With best personal regards.

Sincerely,

Eugene A. Theroux

EAT/11



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William Milfred Batten

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*Business Advisory Services*

*Member Company Files*

*J. C. Kenney Company, Inc.*

Initials/Date HR 11/9/89



# JCPenney News Release

## WILLIAM MILFRED BATTEN

Chairman of the Board and Chief Executive Officer of J. C. Penney Company, Inc.

- BASIC DATA** Born June 4, 1909, in Reedy, W. Va., the son of Lewis A. & Gurry (Goff) Batten; married Aug. 10, 1935, in Greenville, Ohio to Kathryn Pherabe Clark of Gettysburg, Ohio; two children: a son, David Clark, born July 26, 1944, and a daughter, Jane Louise, born Aug. 11, 1946; family residence: Mill Neck, Long Island, New York.
- EDUCATION** Graduated in 1932 from Ohio State University, Columbus, with a B. S. degree in economics; did graduate work during 1932 at University of Chicago.
- COLLEGE ACTIVITIES** President of student governing body; member of Beta Gamma Sigma, scholastic fraternity; president of Phi Kappa Psi, social fraternity; Bucket and Dipper, junior honorary society; Sphinx, senior honorary society.
- PROFESSIONAL BACKGROUND** Started with J. C. Penney Company, Inc., department store chain, as an extra salesman in 1926 and a regular salesman in 1928 at Parkersburg, W. Va.; joined Company on full-time basis in 1935 as salesman, section manager and then assistant manager in Lansing, Mich.; training director in the Personnel Department at the Company's Central Office, New York, during 1940-42; after three years' military service, returned to Central Office, where he served as Eastern Zone personnel representative during 1945-51; assistant to the president 1951-58; elected vice president 1953; named to the board of directors 1955; elected president and chief executive officer 1958; chairman of the board 1964.
- MILITARY SERVICE** Consultant in organization, planning and control in the Office of the Quartermaster General, Washington, D. C., during June-November, 1942, while still in employ of Penney Company; Lieutenant Colonel in U. S. Army, Office of Quartermaster General (Chief of Field Services, Civilian Personnel) 1942-45.
- CIVIC ACTIVITIES** Member of the board of directors, New York Stock Exchange, 1972-74; trustee, Woodrow Wilson International Center for Scholars, Washington, D. C. (until October, 1978); 1973 national chairman of U. S. Industrial Payroll Savings Committee; member, National 4-H Foundation Advisory Council; trustee, National Urban League; trustee, Committee for Economic Development; member, Senior Executives Council of The Conference Board.
- PROFESSIONAL ACTIVITIES** A director of American Telephone and Telegraph Company, Boeing Company, First National City Bank and First National City Corporation; chairman of the Business Council, Washington, D. C. 1971 & 1972.
- HONORARY DEGREES** LL.D., Morris Harvey College, Charleston, W. Va., 1960.  
L.H.D., Marietta College, Marietta, Ohio, 1965.  
LL.D., West Virginia University, Morgantown, W. Va., 1966.  
LL.D., Alderson-Broaddus College, Philippi, W. Va., 1971.
- HONORS** National honorary member, Beta Gamma Sigma, scholastic fraternity, 1965; Beta Gamma Sigma Alumni Award, 1967; Gold Key Award, Avenue of the Americas Association, 1968; National Retail Merchants Association's Gold Medal, 1969; 1970 Tobe Award for Distinguished Retailing; Ohio State University Centennial Achievement Award 1970.
- CHURCH** Manhasset Congregational Church.
- CLUBS** Union League Club, New York; Manhasset Bay Yacht Club; The Creek, Locust Valley, New York; The Links Club, New York.





January 8, 1974

Mr. William Batten  
Chairman of the Board  
J. C. Penney Company, Inc.  
1301 Avenue of the Americas  
New York, New York 10019

Dear Mil:

That the world is filled with the slings and arrows of outrageous writers to newspaper editors is proven again by a recent letter to the South China Morning Post. The target of that letter is none other than yourself. I thought you would be interested in seeing it.

Best personal regards,

Sincerely,

Eugene A. Theroux



Phase 3. Begin tour of country to see additional business sectors and sights in general.

Phase 4. Reassemble delegation on West Coast for recapitulation and, if necessary, for further business session with National Council officials.

In order to assist the Committee in its work, the National Council staff, in cooperation with the Department of Commerce, is working on tentative itinerary suggestions which will be submitted to the Committee for its consideration.



January 14, 1974

Mr. William M. Batten  
Chairman of the Board  
J.C. Penney Company, Inc.  
1301 Avenue of the Americas  
New York, New York 10019

Dear Mil:

Enclosed herewith is a memorandum containing the proposed guidelines for the CCPIT Visit Planning Committee, which you and Don asked me to prepare.

I am also enclosing a list of the committee members, as we discussed them during our luncheon in New York last week. I believe Don is writing directly to these individuals, inviting them to membership on the Committee.

With kindest regards,

Sincerely yours,

Christopher H. Phillips

dt

enc.



January 14, 1974

Mr. William M. Batten  
Chairman of the Board  
J.C. Penney Company, Inc.  
1301 Avenue of the Americas  
New York, New York 10019

Dear Mil:

In preparing for the return visit of the China Council for the Promotion of International Trade delegation, (now likely by late May or early June) we have begun to focus on the problem of finances. As you know, the Chinese picked up the tab for all the expenses of our delegation during the twelve days we were in China. In inviting them to this country we are, of course, under an obligation to reciprocate.

It seems to me that one way of doing so would be to ask each corporate member of our delegation to contribute an amount approximately equal to what it would have cost him and his wife had each of us paid for all of our expenses during our stay in China.

If you agree, I suggest that a contribution of \$1,000 per individual (\$2,000 per couple) be made to the National Council to help defray the cost of the CCPIT visit to the U.S. Obviously, this amount will not be sufficient to cover all expenses, but I am confident that with the cooperation of our members throughout the country, the additional amounts needed can be raised through local contributions for hotels, food, transportation, etc.

If this appears to you to be a satisfactory arrangement, would you please send a check for the appropriate amount directly to the National Council offices in Washington.

Sincerely yours,

D.C. Burnham

dt



W. M. Batten  
Chairman of the Board

January 11, 1974

*File*

Mr. Eugene A. Theroux  
The National Council for  
United States-China Trade  
1100 Seventeenth St., N.W.  
Washington, D.C. 20036

JAN 14 1974

Dear Gene:

Thank you for your letter of January 8th and the copy of the news clipping of November 9th. Our Hong Kong office showed me a copy of the article when I was there.

For the record, I don't recall ever using the word "exploit" as mentioned in the article. If I did so inadvertently, it was unfortunate because of the difference in interpretation of the word in China and the United States.

Since the article appeared November 9, 1973 and this is January 11, 1974, and the sky hasn't fallen, guess the whole flap was not world-shaking after all. I don't plan to lose any sleep over it!

With warm regards and best wishes.

Sincerely yours,

wmb ez



TAKE STOCK IN AMERICA



January 15, 1974

William M. Batten  
Chairman of the Board  
J.C. Penny Company, Inc.  
1301 Avenue of the Americas  
New York, NY 10019

Dear Hil:

The Chinese Liaison Office in Washington has sought our assistance in determining for them the potential market in the United States for Chinese hand tools. Specifically, the Chinese are interested in answers to the following questions:

1. What hand tools are most saleable in the United States? China exports such hand tools as hammers, screwdrivers, wrenches, pliers, and wire nails, hinges and similar items.
2. What percentage of the following items are manufactured in the United States and what percentage are imported?
3. What countries are the main foreign suppliers of hand tools in the United States, and what types of hand tools do they produce?
4. What are the requirements which a foreign producer must take into account in exporting hand tools to the United States, for example, must the foreign supplier ordinarily stamp the U.S. retailer's trade name on the tools?
5. What are the tariffs applicable on the foregoing kinds of hand tools imported from the People's Republic of China as contrasted with the tariffs applicable on those same tools from other countries?



6. How are these hand tools imported into the United States, in other words, are they imported through trading companies or through special arrangements between retailers and foreign manufacturers, or under licensing arrangements?
7. What are the annual import statistics on hand tools imported into the United States, and what is the total market value of hand tools sales in the United States?

Should someone in the J.C. Penny organization have ready access to answers or descriptive material responsive to any of the foregoing questions, I would like to be in touch with them.

With best regards.

Sincerely,

Eugene A. Theroux

ch



~~Gene  
FAA~~

W. M. Batten  
Chairman of the Board  
*file* *Jc Penney*

January 15, 1974

JAN 16 1974

JAN 18 1974

Ambassador Christopher H. Phillips  
President  
The National Council for  
United States-China Trade  
1100 Seventeenth St., N.W.  
Washington, D.C. 20036

Dear Chris:

At our luncheon last week, I mentioned an invitation received by our buyers from the China National Textile Import and Export Corporation to visit China in February. The details of the invitation are included in the internal memorandum attached.

I view our new undertaking of the Council as a most important follow-up to our trip and look forward to working with the Planning Committee.

With warm personal regards.

Sincerely yours,



wmb ez  
encl.



TAKE STOCK IN AMERICA



# JCPenney

## Intra Company Correspondence

TO: W. M. Batten

FROM: Robert Boulogne  
STORE NO: International Buying  
OR DEPT: 10th Floor, N.Y.O.  
LOCATION: January 14, 1974  
DATE:

Dear Mr. Batten:

A cable from the China National Textile Import and Export Corporation was received on December 26, 1973 welcoming Bob Gill and myself to visit Peking the first "decade" of February. We immediately cabled back to thank them for this invitation and advised them that further details would be forwarded in a few days.

After formulating our plans we called Mr. Wang Tien Ming, Official of the Liaison Office in Washington, D.C. advising him that Mr. G. Hogenson would replace Bob Gill and that to maximize the potential of our visit it was necessary to include a minimum of three Textile Merchandise Managers. Mr. Wang stated that this proposal sounded acceptable and recommended we cable Chinatex on that basis. He also stated that the actual schedule and visit was in complete control of China National Textile Import and Export Corporation, and that he had no details of this visit, however, very likely, factory visitations in both Peking and Shanghai would be included.

On the above basis we are proceeding with plans to depart for Hong Kong on Sunday, February 3rd arriving in Peking on February 6th. Formal approval and details of itinerary are still pending.

In addition to overall information about our Company, we will be ready to bring with us samples and specifications where we feel buying programs can be initiated.



Jan: 14, 1974

From information obtained on our first visit, we will especially concentrate in the areas of cotton flannel, denim, chambray, corduroy, and terry. We will also be prepared to discuss with Chinese Textile Officials both Penneys' requirements and U.S. market's needs and practices.



Robert Boulogne

RB/lz



January 17, 1974

Mr. W.M. Batten  
Chairman of the Board  
J.C. Penney Company, Inc.  
1301 Avenue of the Americas  
New York, New York 10019

Dear Mil:

Just a line to thank you and Katherine for sending us those snapshots of the China visit. They were a happy reminder of that historic trip.

If you are ever in Washington long enough to come to our apartment, we would love to show you our slides which are now all mounted and ready for projection. They came out very well.

Many thanks also for sending me a copy of your internal memorandum reporting on the visit of the Chinese to your New York store. We are very glad to have it for our records.

That was a useful luncheon you and I had with Don last week, and I'm delighted that you have agreed to be Chairman of the planning committee for the CCPIT visit. As you know, I have been in touch with Hal Eddens by phone and I hope we will soon be able to announce the formation of the committee.

With best regards,

Sincerely,

Christopher H. Phillips

dt



W. M. Batten  
Chairman of the Board

January 7, 1974

*3 members  
Liam J. ...*

Ambassador Christopher H. Phillips  
President  
The National Council for  
United States-China Trade  
1100 Seventeenth St., N.W.  
Washington, D.C. 20036

Dear Chris:

Inclosed is a copy of an internal memorandum describing a visit to one of our stores by representatives of the China Mission.

Thought you would be interested.  
With warmest personal regards and best wishes for 1974.

Sincerely yours,



wmb ez  
encl.



TAKE STOCK IN AMERICA

J.C. Penney

W. M. Batten  
Chairman of the Board

January 30, 1974

Ambassador Christopher H. Phillips  
President  
The National Council for US/China Trade  
1100 Seventeenth St., N.W.  
Washington, D.C. 20036

Dear Chris:

In accordance with Don Burnham's letter of January 14th, enclosed please find check in the amount of \$2,000 as a contribution to The National Council to help defray the cost of the CCPIT visit to the United States.

With kindest personal regards.

Sincerely yours,



wmb ez  
encl.

FEB 1 1974



TAKE STOCK IN AMERICA

# JCPenney News Release

## WILLIAM MILFRED BATTEN

Chairman of the Board and Chief Executive Officer of J. C. Penney Company, Inc.

- BASIC DATA** Born June 4, 1909, in Reedy, W. Va., the son of Lewis A. & Gurry (Goff) Batten; married Aug. 10, 1935, in Greenville, Ohio to Kathryn Pherabe Clark of Gettysburg, Ohio; two children: a son, David Clark, born July 26, 1944, and a daughter, Jane Louise, born Aug. 11, 1946; family residence: Mill Neck, Long Island, New York.
- EDUCATION** Graduated in 1932 from Ohio State University, Columbus, with a B. S. degree in economics; did graduate work during 1932 at University of Chicago.
- COLLEGE ACTIVITIES** President of student governing body; member of Beta Gamma Sigma, scholastic fraternity; president of Phi Kappa Psi, social fraternity; Bucket and Dipper, junior honorary society; Sphinx, senior honorary society.
- PROFESSIONAL BACKGROUND** Started with J. C. Penney Company, Inc., department store chain, as an extra salesman in 1926 and a regular salesman in 1928 at Parkersburg, W. Va.; joined Company on full-time basis in 1935 as salesman, section manager and then assistant manager in Lansing, Mich.; training director in the Personnel Department at the Company's Central Office, New York, during 1940-42; after three years' military service, returned to Central Office, where he served as Eastern Zone personnel representative during 1945-51; assistant to the president 1951-58; elected vice president 1953; named to the board of directors 1955; elected president and chief executive officer 1958; chairman of the board 1964.
- MILITARY SERVICE** Consultant in organization, planning and control in the Office of the Quartermaster General, Washington, D. C., during June-November, 1942, while still in employ of Penney Company; Lieutenant Colonel in U. S. Army, Office of Quartermaster General (Chief of Field Services, Civilian Personnel) 1942-45.
- CIVIC ACTIVITIES** Member of the board of directors, New York Stock Exchange, 1972-74; trustee, Woodrow Wilson International Center for Scholars, Washington, D. C. (until October, 1978); 1973 national chairman of U. S. Industrial Payroll Savings Committee; member, National 4-H Foundation Advisory Council; trustee, National Urban League; trustee, Committee for Economic Development; member, Senior Executives Council of The Conference Board.
- PROFESSIONAL ACTIVITIES** A director of American Telephone and Telegraph Company, Boeing Company, First National City Bank and First National City Corporation; chairman of the Business Council, Washington, D. C. 1971 & 1972.
- HONORARY DEGREES** LL.D., Morris Harvey College, Charleston, W. Va., 1960.  
L.H.D., Marietta College, Marietta, Ohio, 1965.  
LL.D., West Virginia University, Morgantown, W. Va., 1966.  
LL.D., Alderson-Broaddus College, Philippi, W. Va., 1971.
- HONORS** National honorary member, Beta Gamma Sigma, scholastic fraternity, 1965; Beta Gamma Sigma Alumni Award, 1967; Gold Key Award, Avenue of the Americas Association, 1968; National Retail Merchants Association's Gold Medal, 1969; 1970 Tobe Award for Distinguished Retailing; Ohio State University Centennial Achievement Award 1970.
- CHURCH** Manhasset Congregational Church.
- CLUBS** Union League Club, New York; Manhasset Bay Yacht Club; The Creek, Locust Valley, New York; The Links Club, New York.



February 9, 1974

Mr. William M. Batten  
Chairman of the Board  
J.C. Penney Company, Inc.  
1301 Avenue of the Americas  
New York, New York 10019

Dear Mil:

I am enclosing a copy of the "Fortune 1000" list of firms, which contains the names of the chief executives to whom Don Burnham and I wrote last November soliciting membership in the National Council.

You will recall that at the December Board meeting, I asked if each member would agree to select four or five companies whose chief executives they knew personally and to whom they could write in support of our letters. The list has been screened for existing members which have been indicated by "M" in ink.

I am also enclosing sample copies of the letter Don Burnham and I wrote in November.

Under separate cover, I am sending you five copies each of material you may wish to include in your letter to prospective members.

Though I dislike imposing additional burdens on you, I am convinced that a personal letter from a Board member to an individual he knows is the most effective way to recruit new members. I believe the time is ripe to make such approaches because the Council is now recognized by the Chinese as the focal point in the U.S. for arranging all commercial exchanges between the two countries. Furthermore, we are geared to provide our members with the advice and information they need to assist them in planning their strategy for entering the China market.





Mr. William M. Batten  
Page Two

February 5, 1974

If you are able to help us in this recruitment drive, I would greatly appreciate it if you could send me copies of the letter you write, or let me have a list of the individuals to whom you have written. In this way, we can keep a record of the approaches which have been made and the follow-up which may be required.

Today our membership is 170. I would like to see us break the 200-mark before mid-year.

With best regards,

Sincerely,

Christopher H. Phillips

enc.

dt





February 11, 1974

Mr. Robert Boulogne  
Manager  
International Buying  
J. C. Penney Purchasing Corporation  
1301 Avenue of the Americas  
New York, New York 10019

Dear Mr. Boulogne:

Thank you for your recent letter expressing interest in attending the Spring Chinese Export Commodities Fair. We have prepared a list of companies having our endorsement in connection with a Fair invitation, and your company is on that list. A copy of the list has been delivered to and discussed with the Chinese and, should they react favorably, you will be hearing directly from them.

While we cannot guarantee that your company will in fact receive an invitation to the Fair, we have given our strong support on your behalf.

If I can be of any additional assistance in this matter, please feel free to contact me.

Sincerely,

Christopher H. Phillips

CHP:erv



# JCPenney Purchasing Corporation

JAN 25 1974

January 22, 1974

Ambassador Christopher H. Phillips  
The National Council for United States-China Trade  
1100 Seventeenth Street  
N.W. Washington D.C. 20036

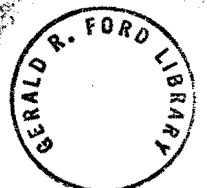
Dear Ambassador Phillips:

This is answer to your letter circulated to member firms regarding the forthcoming Kwangchow Fair starting April 15, 1974.

As you know, the J.C. Penney Company was invited to the last Fall fair--at that time, some purchasing was done and interest in many other items was expressed to various sections of the Export and Import Trading Corporations. On this basis, we are relatively certain that a repeat invitation will be extended, although of course, we cannot be completely sure of this.

In addition to the above and as Mr. Batten recently advised you, the Penney Company has also been invited by the China National Textile Import and Export Corp. to come to Peking for what we hope to be an extensive and thorough study of textile facilities and products in and around Peking and Shanghai.

During our visit we will, of course, personally remind our various China contacts that we are extremely interested in a repeat invitation to the Kwangchow Fair. We believe this reminder should be effective in helping in our continued participation to the Fair.



We also plan to again stress, during our stay, the importance of exposing more specialized buyers to this market, and we would hope that our next invitation will reflect this need. For example, we believe that this Spring we will need to send a minimum of four men which will include our Merchandise Manager of Home Decorative Accessories, our buyer of Home Decorative Furnishings and Boutique and our International Buying Manager. In addition, we will suggest that our Southeast Asian Buying Manager located in Hong Kong also be invited. This particular man will then, in the future, accompany all our visitors into China, thus, helping to establish a continuity of relationship with our various Chinese contacts.

The above brings you up-to-date on our plans and activities in the China Market. Should you need more information, we trust that you or any of your staff will not hesitate to contact us.

Sincerely,



Robert Boulogne, Manager  
International Buying

/pv  
cc. Mr. W.M. Batten



✓ R. B. Gill  
Vice President  
and General Merchandise Manager  
of Home and Automotive Lines

February 8, 1974

Mr. Eugene A. Theroux  
The National Council for US-China Trade  
1100 Seventeenth Street N.W.  
Washington, D.C. 20036

FEB 15 1974

Dear Gene:

I am attaching our report concerning Import and Domestic Hand Tool Market in the United States per your request. We hope you will find this information helpful.

As you probably know, four Penney associates are now in Peking discussing Textiles. We have also indicated our desire to send three or four buyers to the Canton Fair this Spring. Although we have not received official word on the Canton Fair as yet, we have every reason to believe that our request will be acted upon favorably.

If you have any questions concerning the material we have attached, please do not hesitate to give us a call.

Sincerely,

J. C. PENNEY CO., INC.

  
Robert B. Gill

RBG:hl



SUBJECT: IMPORT & DOMESTIC HAND TOOL MARKET IN THE UNITED STATES

To simplify the answers to Mr. Theroux's letter, I'll follow his sequence of questions.

- I. The following are the most saleable hand tools in the United States. Please note they are not in any order of importance.

Socket and Drive Tools  
Striking Tools, e.g. Hammers, Sledges, Wedges, Ripping Bars, etc.

Pliers  
Wrenches  
Screwdrivers  
Adjustable Wrenches  
Hand Saws  
Levels, both wood and metal  
Planes  
Wood Carving Tools  
Steel Measuring Tapes  
Steel Squares  
Chisels  
Files  
Pipe Wrenches  
Vises

- II. See Exhibit I for a total overview of the import market. Since 1969 the import market has grown from 1.8 million to over 5.3 million in 1973 or a 190% increase in 5 years. (These figures are at manufacturer's cost.)



The total import market is \$50 million or about 10% of the total hand tool market of \$500 million. (Manufacturer's cost.) By 1980 it is estimated the market share of imported hand tools will be approximately 14% or 150 million. (See Exhibit II.)

There are some interesting factors that continuously effect the import market. Devaluation and revaluation will cause inevitable price adjustments which will not only effect dollar forecasts, but also consumer acceptance of imported tools. Some other factors are: varying rates of inflation in other countries and increasing overseas freight and handling costs.

III.

The following countries are the main suppliers of imported hand tools in the United States.

<u>COUNTRY</u>	<u>PRODUCTS SUPPLIED</u>
Japan	Precision instruments, Pliers Screwdrivers, Hammers, Hand Saws, Socket and Drive Tools Wrenches, carpenter's tools Chisels
England	Pliers, Levels, Carpenter's tools, Saws, Saw blades, Files, Chisels
Spain	Adjustable Wrenches, Pliers, Files, Pipe Wrenches, Carpenter's Tools
Taiwan	Socket and Drive Tools, Wrenches
India	Wrenches, Pliers
West Germany	Pliers, Wrenches, Saw and Saw blades, Chisels, Screwdrivers
Sweden	Hand Saws and Saw blades
Denmark	Saw and Saw blades
Italy	Wrenches, Files
Canada	Saw and Saw blades
Mexico	Vises and Clamps
Hong Kong	Screwdrivers



1v.

The main requirement a foreign producer must take into account when exporting to the U.S. is to stamp the country of origin on each hand tool produced. All hand tools produced in foreign countries for sale in the United States must conform to: All Federal Specifications regarding construction, safety requirements and packaging.

If a foreign manufactured tool is sold in the United States there should be a name on the tool or packaging that a consumer can identify with. e.g. "Made in Spain, distributed by the J.C. Penney Company."

V.

See Exhibit III, a complete schedule of tariffs for both Most Favored and Other Nations. One can readily see a vast difference in the rate each classification must pay. The following example will clearly illustrate what effect this difference in duty rates has on a final retail price. I'll use a hypothetical F.O.B. cost of 1.00 for a Vise. (page 383 of Exhibit III.)

	<u>MOST FAVORED NATIONS</u>	<u>OTHER NATIONS</u>
F.O.B.	1.00	1.00
Overseas Freight- 3.5%	2.5%	3.5%
Duty	5% Ad. Value= .05¢	45% Ad. Value=.47¢
Miscellaneous Cost-2%	.02¢	.03¢
Warehouse Cost-10%	.11¢	.15%
Store Cost	1.22	1.69
Retail	<u>2.44</u>	<u>3.38</u>
M.U. %	50%	50%

Vl. Most tools are imported through Trading Companies which in most cases either own the factories or have a licensing agreement with a foreign manufacturer. In some cases a retailer will have a special agreement with a foreign manufacturer e.g. Sear's has an agreement with a Spanish Plier manufacturer to produce pliers.

In some cases U.S. manufacturers will have special agreements with foreign manufacturers to manufacture tools for them. Usually the U.S. manufacturer will use the foreign manufacturing facility to produce items that will round out his entire hand tool assortment.



There are also companies in the United States that perform the basic function of a jobbers but they only distribute imported hand tools. They will import warehouse, and distribute these hand tools to retailers in the United States.

V11.

<u>TOTAL HAND TOOL SALES</u>	
<u>(MANUFACTURERS COST PRICES)</u>	
1960	\$121,000,000
1965	202,000,000
1970	314,000,000
1972	441,000,000
1975	639,000,000
1980	1,180,000,000'

The total market for imported hand tools in the United States is over \$50 million in 1973. (manufacturer's cost.) The total market value of hand tools in the United States is over \$500 million. (manufacturer's cost.) The total Retail market of hand tools in the United States is over \$1 billion for 1973.

The Mass Merchants. e.g. JCPenney, Sears, Wards, are making great inroads into this hand tool market. By 1980 it is estimated that mass merchants will have 29% of the hand tool market; this would make them the largest seller of hand tools in the United States. See Exhibits five, six and seven which clearly illustrates the growth rate and market and penetration of mass merchants.

#### SOURCES

1. U.S. Imports/General and Consumption Schedule A
2. Hand Tool Institute
3. Presentation by Hand Tool Div. of Litton Industries to the JCPenney Company in November, 1973.
4. Discussing with hand tool manufacturers.

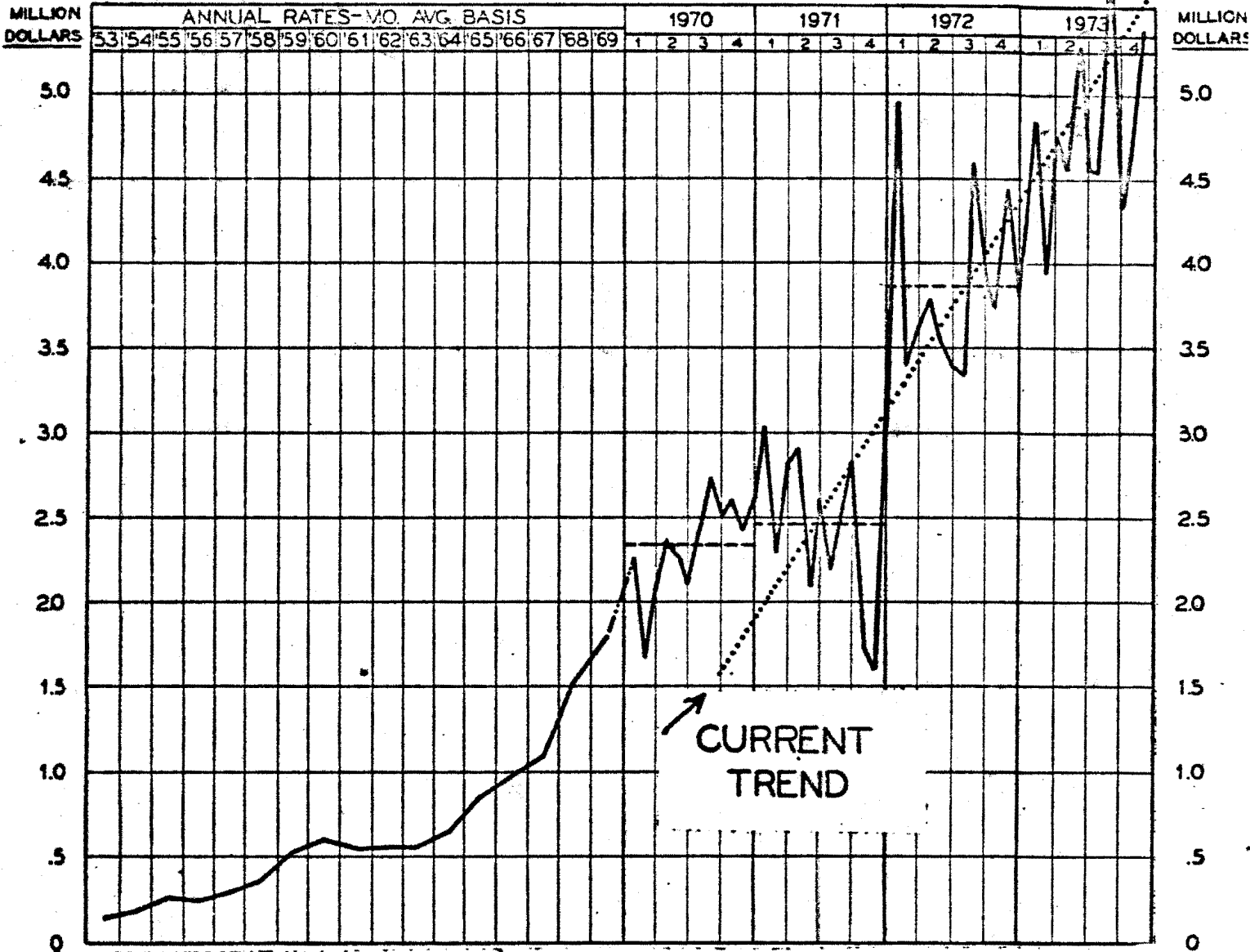




IMPORTS OF MECHANICS' HAND SERVICE TOOLS INTO U.S.A.

TOTAL - ALL TOOL PRODUCT CLASSES COMBINED - (A-L)

- DATA FROM U.S. DEPT. OF COMMERCE -



ANNUAL TREND	
YEAR	MO. AVGS.
1960	\$ 602,397
1961	543,160
1962	566,767
1963	565,864
1964	654,518
1965	810,783
1966	998,978
1967	1,103,445
1968	1,531,422
1969	1,790,305
1970	2,336,560
1971	2,471,110
1972	3,878,319

MONTH & QUARTERLY COMPARISONS					
MO.	1969	1970	1971	1972	1973
Jan	\$ 892,705	\$2,235,604	\$3,044,574	\$4,943,537	\$4,841,090
Feb	1,486,097	1,669,425	2,299,515	3,398,969	3,931,861
Mar	1,977,532	2,098,561	2,815,243	3,622,451	4,766,890
1st Qu.	1,452,111	2,001,197	2,719,777	3,988,319	4,513,230
Apr	1,866,624	2,359,307	2,897,612	3,800,666	4,547,415
May	1,956,079	2,263,689	2,092,003	3,536,789	5,293,081
Jun	1,862,783	2,123,076	2,619,634	3,396,549	4,552,611
2nd Qu.	1,895,162	2,248,691	2,536,416	3,578,001	4,797,702
Jul	2,082,212	2,401,724	2,181,574	3,348,143	4,543,459
Aug	1,870,836	2,729,689	2,500,704	4,610,372	5,776,734
Sep	1,973,678	2,513,720	2,805,683	3,924,586	4,340,187
3rd Qu.	1,975,576	2,548,446	2,495,987	3,961,034	4,883,460
Oct	1,909,654	2,605,688	1,721,893	3,727,503	4,666,813
Nov	1,713,950	2,413,308	1,590,108	4,426,062	5,333,852
Dec	1,891,515	2,624,726	3,084,781	3,804,204	
4th Qu.	1,838,373	2,547,907	2,132,261	3,985,923	
Year	1,790,305	2,336,560	2,471,110	3,878,319	





# IMPORT STATISTICS OF MECHANICS' HAND SERVICE TOOLS

NEW YORK CUSTOM HOUSE DATA - BUREAU OF CENSUS - U. S. DEPT. OF COMMERCE - WASHINGTON, D. C.  
NEW STATISTICAL SERIES - COMMENCING SEPT. 1963

W.M.  
GEORGE P. BYRNE, JR.  
331 MADISON AVENUE  
NEW YORK, NY.

DATA SHOWN INCLUDES TOTAL IMPORTS FROM ALL COUNTRIES		DUTY RATE APPLICABLE IN EACH PERIOD		ANNUAL TOTAL IMPORTS (MONTHLY AVERAGE RATES)			MONTHLY TOTAL IMPORTATIONS									
							1972			1973			1974			
1930 TARIFF	PRODUCT DESCRIPTION	PERIOD	RATE	YEAR	DOZ./PCS	VALUATION	VALUE PER #	MO.	DOZ./PCS	VALUATION	VALUE PER #	DOZ./PCS	VALUATION	VALUE PER #	MO.	
G	<b>BOLT &amp; CHAIN CLIPPERS &amp; OTHER METAL CUTTING SHEARS</b> (TSUS 6489500)	PRIOR RATES	21.0%	1964	NA	\$ 9,500	\$	Jan							Jan	
		"	"	1965	NA	12,339		Feb	166,226			73,672				Feb
		"	"	1966	NA	15,056		Mar	69,916			50,874				Mar
		"	"	1967	NA	19,141		Apr	32,376			71,873				Apr
		"	"	1968	NA	16,507		May	74,087			67,614				May
		"	"	1969	NA	16,507		Jun	50,494			74,483				Jun
		"	"	1970	NA	29,345		Jul	43,314			67,814				Jul
		"	"	1971	NA	26,907		Aug	41,795			125,173				Aug
		"	"	1972	NA	35,047		Sep	50,235			74,213				Sep
		"	"	1973	NA	64,018		Oct	40,517			79,747				Oct
		"	"	1974	NA			Nov	44,961			53,315				Nov
		"	"	1975	NA			Dec	59,614			72,319				Dec
		H	<b>BOLT &amp; CHAIN CLIPPERS EXC. METAL CUTTING SHEARS INC. PIPE CUTTERS AND PARTS</b> (TSUS 6489300)	PRIOR RATES	30.0%	1964	NA	\$ 730	\$	Jan						
"	"			1965	NA	696		Feb	11,536			16,987				Feb
"	"			1966	NA	778		Mar	18,503			22,899				Mar
"	"			1967	NA	1,470		Apr	13,245			17,019				Apr
"	"			1968	NA	6,021		May	23,568			27,011				May
"	"			1969	NA	2,748		Jun	13,686			30,374				Jun
"	"			1970	NA	3,905		Jul	17,632			22,157				Jul
"	"			1971	NA	12,008		Aug	32,893			20,317				Aug
"	"			1972	NA	22,032		Sep	43,825			40,937				Sep
"	"			1973	NA			Oct	24,683			19,912				Oct
"	"			1974	NA			Nov	30,866			43,234				Nov
"	"			1975	NA			Dec	14,592			16,561				Dec
I	<b>HAMMERS &amp; SLEDGES WITH OR WITHOUT HANDLES, -NOT OVER 325 LB. EA</b> (TSUS 6512100)			PRIOR RATES	22.5%	1964	14,118	\$ 42,609	\$ 3.02	Jan	55,206	279,018	5.03	47,698	262,893	5.51
		"	"	1965	15,697	55,219	3.52	Feb	37,059	195,821	5.28	45,444	244,813	5.39	Feb	
		"	"	1966	18,977	60,156	3.19	Mar	39,027	173,113	4.44	40,267	234,112	5.82	Mar	
		"	"	1967	20,386	65,415	3.21	Apr	52,610	234,678	4.46	47,173	283,433	6.71	Apr	
		"	"	1968	29,832	102,837	3.45	May	34,843	151,757	4.36	41,745	243,931	5.43	May	
		"	"	1969	31,478	113,477	3.60	Jun	66,700	260,684	3.91	39,770	241,270	6.07	Jun	
		"	"	1970	35,738	134,485	3.76	Jul	50,492	215,941	4.28	48,045	304,351	6.32	Jul	
		"	"	1971	28,070	114,155	4.07	Aug	48,083	221,075	4.60	48,498	289,078	6.21	Aug	
		"	"	1972	30,696	223,339	4.41	Sep	70,633	202,707	2.95	48,628	282,053	5.83	Sep	
		"	"	1973				Oct	53,534	221,463	4.14	39,666	213,405	5.38	Oct	
		"	"	1974				Nov	50,500	238,363	4.72	44,828	320,775	6.83	Nov	
		"	"	1975				Dec	49,660	280,646	5.65					Dec
		J	<b>CHISELS &amp; OTHER METAL CUTTING TOOLS &amp; PARTS</b> (TSUS 6513100)	PRIOR RATES	22.5%	1964	NA	\$ 40,499	\$	Jan						
"	"			1965	NA	37,232		Feb	165,222			155,563				Feb
"	"			1966	NA	39,071		Mar	125,730			155,830				Mar
"	"			1967	NA	43,909		Apr	143,554			178,190				Apr
"	"			1968	NA	86,121		May	173,914			177,345				May
"	"			1969	NA	91,414		Jun	152,224			149,553				Jun
"	"			1970	NA	99,340		Jul	155,719			174,920				Jul
"	"			1971	NA	113,409		Aug	112,455			172,810				Aug
"	"			1972	NA	134,597		Sep	214,468			189,997				Sep
"	"			1973	NA			Oct	140,692			91,797				Oct
"	"			1974	NA			Nov	146,014			197,219				Nov
"	"			1975	NA			Dec	186,348			256,416				Dec
K	<b>SCREWDRIVERS</b> (TSUS 6513700)			PRIOR RATES	21.5%	1964	NA	\$ 57,627	\$	Jan						
		"	"	1965	NA	73,393		Feb	294,830			320,135				Feb
		"	"	1966	NA	77,736		Mar	259,854			197,247				Mar
		"	"	1967	NA	77,988		Apr	278,347			259,360				Apr
		"	"	1968	NA	144,877		May	252,048			261,319				May
		"	"	1969	NA	144,280		Jun	209,499			318,190				Jun
		"	"	1970	NA	180,556		Jul	235,989			253,717				Jul
		"	"	1971	NA	180,553		Aug	219,981			203,488				Aug
		"	"	1972	NA	247,798		Sep	303,195			315,196				Sep
		"	"	1973	NA			Oct	194,532			264,866				Oct
		"	"	1974	NA			Nov	310,362			297,666				Nov
		"	"	1975	NA			Dec	228,373			224,307				Dec
		L	<b>INTERCHANGEABLE HAND TOOLS - NOT METAL CUTTING</b> (TSUS 6494700)	PRIOR RATES	22.5%	1964	NA	\$ 26,998	\$	Jan						
"	"			1965	NA	30,514		Feb	109,371			110,833				Feb
"	"			1966	NA	29,735		Mar	73,811			89,518				Mar
"	"			1967	NA	42,238		Apr	64,948			56,935				Apr
"	"			1968	NA	44,097		May	95,010			95,113				May
"	"			1969	NA	55,986		Jun	88,536			89,142				Jun
"	"			1970	NA	57,121		Jul	104,654			115,841				Jul
"	"			1971	NA	60,239		Aug	82,423			98,965				Aug
"	"			1972	NA	109,054		Sep	107,249			139,945				Sep
"	"			1973	NA			Oct	109,183			60,547				Oct
"	"			1974	NA			Nov	171,965			106,049				Nov
"	"			1975	NA			Dec	154,597			123,369				Dec

NA - not available

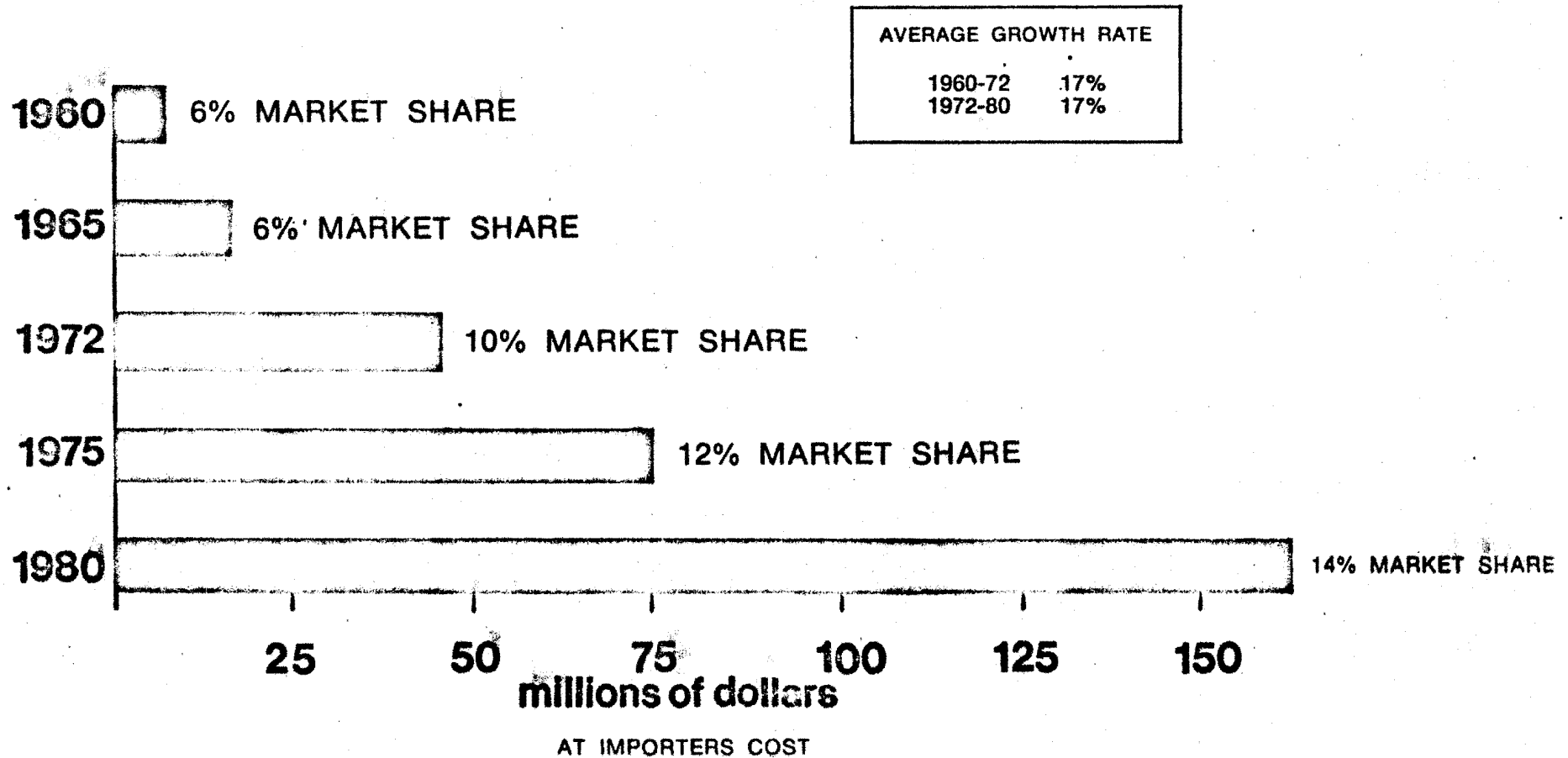




EXHIBIT II



# IMPORTS OF HAND TOOLS (ALL DOMESTIC MARKETS)



**SCHEDULE 6. - METALS AND METAL PRODUCTS**  
**Part 3. - Metal Products**

6 - 3 - D  
 646.02 - 646.42

Item	Stat. Suf- fix	Articles	Units of Quantity	Rates of Duty	
				1	2
		<p><b>Subpart D. - Nails, Screws, Bolts, and Other Fasteners; Locks; Builders' Hardware; Furniture, Luggage, and Saddlery Hardware</b></p> <p><u>Subpart D headnote:</u></p> <p>1. The provisions of this subpart do not cover articles coated or plated with precious metals unless such articles are specifically included therein.</p>			
		<p><u>Thumb tacks:</u></p>			
646.62	00	Of two or more pieces of iron or steel, whether or not having heads coated or covered with plastics or other material.....	Lb.....	1.6¢ per lb.	4.5¢ per lb.
646.04	00	Of copper.....	Lb.....	8% ad val.	45% ad val.
646.06	00	Other.....	Lb.....	0.45¢ per lb.	0.9¢ per lb.
		<p>Drive pins, studs; and other fasteners, all the foregoing, whether threaded or not threaded, suitable for use in powder-actuated hand tools:</p>			
646.15	00	Not threaded.....	Lb.....	Free	0.7¢ per lb.
646.17	00	Threaded.....	Lb.....	7.5% ad val.	45% ad val.
646.20	00	Staples in strip form.....	Lb.....	0.5¢ per lb.	2¢ per lb.
646.22	00	Corrugated fasteners, glaziers' points, hook nails, and ring nails.....	Lb.....	9.5% ad val.	45% ad val.
		<p>Brads, nails, spikes, staples, and tacks, all the foregoing, not described in the foregoing provisions of this subpart, of base metal:</p> <p>Of iron or steel (except articles with heads of nonferrous metals):</p> <p>Of one piece construction:</p> <p>Made of round wire:</p>			
646.25	00	Under 1 inch in length and under 0.065 inch in diameter.....	Lb.....	0.5¢ per lb.	0.75¢ per lb.
646.26		1 inch or more in length and 0.065 inch or more in diameter.....		0.1¢ per lb.	0.4¢ per lb.
	20	Smooth shank.....	Lb.		
	40	Other.....	Lb.		
		<p>Cut:</p>			
646.27	00	Not over 2 inches in length.....	Lb.....	4% ad val.	15% ad val.
646.28	00	Over 2 inches in length.....	Lb.....	0.1¢ per lb.	0.4¢ per lb.
646.30	00	Other.....	Lb.....	1.2¢ per lb.	1.5¢ per lb.
646.32	00	Of two or more pieces.....	Lb.....	1.6¢ per lb.	4.5¢ per lb.
646.34	00	Of copper.....	Lb.....	8% ad val.	45% ad val.
646.36	00	Other.....	Lb.....	9.5% ad val.	45% ad val.
		<p>Rivets of base metal:</p>			
646.40	00	Of iron or steel and not brightened, not lathed, and not machined.....	Lb.....	0.2¢ per lb.	1¢ per lb.
646.41	00	Other.....	Lb.....	7% ad val.	45% ad val.
646.42	00	Cotters, cotter pins, and fasteners or holders (except nuts) used with screws, bolts, or studs, all the foregoing of base metal.....	Lb.....	9.5% ad val.	45% ad val.



TARIFF SCHEDULES OF THE UNITED STATES ANNOTATED (1972)

SCHEDULE 6. - METALS AND METAL PRODUCTS

Part 3. - Metal Products

6 - 3 - D

646.45 - 646.78

Item	Stat. Suffix	Articles	Units of Quantity	Rates of Duty	
				1	2
646.45	00	Furniture glides of base metal:			
		Of two or more pieces of iron or steel.....	Lb.....	1.8¢ per lb.	4.5¢ per lb.
646.47	00	Other.....	Lb.....	9.5% ad val.	45% ad val.
		Wood screws (including lag screws or bolts) of base metal:			
646.49		Of iron or steel.....		12.5% ad val.	25% ad val.
	20	Lag screws or bolts.....	Gross		
	40	Other.....	Gross		
646.51	00	Other:			
		Having shanks or threads not over 0.12 inch in diameter.....	Gross...	11.5% ad val.	45% ad val.
646.53	00	Having shanks or threads over 0.12 inch in diameter.....	Gross...	9% ad val.	45% ad val.
		Bolts, nuts, studs and studding, screws, and washers (including bolts and their nuts imported in the same shipment, and assembled bolts or screws and washers, with or without nuts); screw eyes, screw hooks and screw rings; turnbuckles; all the foregoing not described in the foregoing provisions of this subpart, of base metal:			
		Of iron or steel:			
646.54	00	Bolts and bolts and their nuts imported in the same shipment.....	Lb.....	0.2¢ per lb.	1¢ per lb.
646.56	00	Nuts.....	Lb.....	0.1¢ per lb.	0.6¢ per lb.
646.57	00	Studs and studding.....	X.....	7% ad val.	45% ad val.
		Screws:			
646.58	00	Machine screws 0.375 inch or more in length and 0.125 inch or more in diameter (not including cap screws)....	Lb.....	0.5¢ per lb.	1¢ per lb.
		Other:			
646.60		Having shanks or threads not over 0.24 inch in diameter.....		11% ad val.	45% ad val.
	20	Cap screws.....	Gross		
	40	Other.....	Gross		
646.63		Having shanks or threads over 0.24 inch in diameter.....		9.5% ad val.	45% ad val.
	20	Cap screws.....	Gross		
	40	Other.....	Gross		
		Washers:			
646.65	00	Spiral and other lock washers.....	Lb.....	10% ad val.	35% ad val.
646.70	00	Other.....	Lb.....	Free	0.6¢ per lb.
646.72	00	Assembled bolts or screws and washers; screw eyes, screw hooks and screw rings; turnbuckles.....	X.....	9.5% ad val.	45% ad val.
		Of other base metal:			
		Bolts, nuts, screws, and washers (including bolts and their nuts imported in the same shipment):			
646.74	00	Mantz or yellow metal bolts.....	Lb.....	1.5¢ per lb.	6.5¢ per lb.
		Other:			
646.75	00	Having shanks, threads, or holes not over 0.24 inch in diameter....	Gross...	11.5% ad val.	45% ad val.
646.76	00	Having shanks, threads, or holes over 0.24 inch in diameter.....	Gross...	9% ad val.	45% ad val.
646.77	00	Studs and studding.....	X.....	8% ad val.	45% ad val.
646.78	00	Assembled bolts or screws and washers; screw eyes, screw hooks and screw rings; turnbuckles.....	X.....	9.5% ad val.	45% ad val.





TARIFF SCHEDULES OF THE UNITED STATES ANNOTATED (1972)

SCHEDULE 6. - METALS AND METAL PRODUCTS  
Part 3. - Metal Products

Item	Stat. Suffix	Articles	Units of Quantity	Rates of Duty	
				1	2
646.79	00	Any article described in the foregoing item 646.20 and items 646.40 to 646.78, inclusive (except 646.45 and 646.47), if Canadian article and original motor-vehicle equipment (see headnote 2, part 6B, schedule 6).....	X.....	Free	
		Locks and padlocks (whether key, combination, or electrically operated), luggage frames incorporating locks, all the foregoing, and parts thereof, of base metal; lock keys: Padlocks: Not of cylinder or pin tumbler construction:			
646.80	00	Not over 1.5 inches in width.....	Doz.....	6¢ per doz. + 4% ad val.	35¢ per doz. + 20% ad val.
646.81	00	Over 1.5 but not over 2.5 inches in width.....	Doz.....	9¢ per doz. + 4% ad val.	50¢ per doz. + 20% ad val.
646.82	00	Over 2.5 inches in width.....	Doz.....	18¢ per doz. + 5% ad val.	75¢ per doz. + 20% ad val.
		Of cylinder or pin tumbler construction:			
646.83	00	Not over 1.5 inches in width.....	Doz.....	40¢ per doz. + 5% ad val.	\$1 per doz. + 20% ad val.
646.84	00	Over 1.5 but not over 2.5 inches in width.....	Doz.....	30¢ per doz. + 4% ad val.	\$1.50 per doz. + 20% ad val.
646.85	00	Over 2.5 inches in width.....	Doz.....	40¢ per doz. + 4% ad val.	\$2 per doz. + 20% ad val.
		Cabinet locks: Not of cylinder or pin tumbler construction:			
646.86	00	Not over 1.5 inches in width.....	Doz.....	15¢ per doz. + 4.25% ad val.	70¢ per doz. + 20% ad val.
646.87	00	Over 1.5 but not over 2.5 inches in width.....	Doz.....	21¢ per doz. + 5% ad val.	\$1 per doz. + 20% ad val.
646.88	00	Over 2.5 inches in width.....	Doz.....	32¢ per doz. + 4% ad val.	\$1.50 per doz. + 20% ad val.
646.89	00	Of cylinder or pin tumbler construction.....	Doz.....	40¢ per doz. + 4% ad val.	\$2 per doz. + 10% ad val.
646.90		Luggage locks, and parts thereof, and luggage frames incorporating locks.....		11% ad val.	45% ad val.
	20	Locks.....	Doz.		
	40	Other.....	X		
646.92	00	Other.....	X.....	9.5% ad val.	45% ad val.
646.93	00	If Canadian article and original motor-vehicle equipment (see headnote 2, part 6B, schedule 6).....	X.....	Free	
646.95	00	Door closers and parts thereof, of base metal.....	X.....	5.5% ad val.	45% ad val.
		Harness and saddlery or riding-bridle hardware, whether or not coated or plated with precious metal:			
646.97	00	Not coated or plated with precious metal.....	X.....	6% ad val.	50% ad val.
646.98	00	Coated or plated with precious metal.....	X.....	7.5% ad val.	60% ad val.





TARIFF SCHEDULES OF THE UNITED STATES ANNOTATED (1972)

SCHEDULE 6. - METALS AND METAL PRODUCTS  
Part 3. - Metal Products

6 - 3 - D, E  
647.01 - 647.10

Item	Stat. Suf-fix	Articles	Units of Quantity	Rates of Duty	
				1	2
		Hinges; and fittings and mountings not specially provided for, suitable for furniture, doors, windows, blinds, staircases, luggage, vehicle coach work, caskets, cabinets, and similar uses; all the foregoing, of base metal, whether or not coated or plated with precious metal:			
		Not coated or plated with precious metal:			
		Of iron or steel, of aluminum, or of zinc:			
647.01	00	Hinges, fittings, and mountings, designed for motor vehicles.....	X.....	4% ad val.	25% ad val.
647.02	00	If Canadian article and original motor-vehicle equipment (see headnote 2, part 6B, schedule 6).....	X.....	Free	
647.03		Other.....		9.5% ad val.	45% ad val.
		<i>Hinges:</i>			
	20	Butt hinges.....	Doz.prs.		
	40	Other.....	X		
	50	Other.....	X		
647.05	00	Other.....	X.....	8% ad val.	45% ad val.
647.06	00	If Canadian article and original motor-vehicle equipment (see headnote 2, part 6B, schedule 6).....	X.....	Free	
647.10	00	Coated or plated with precious metal.....	X.....	20% ad val.	65% ad val.
<b>Subpart E. - Tools, Cutlery, Forks and Spoons</b>					
Subpart E headnotes:					
<p>1. Except for blow and other torches (items 649.31 and 649.32), abrasive wheels mounted on frameworks (item 649.39), tool tips and forms for making tool tips (item 649.53), sewing sets, pedicure or manicure sets, or combinations thereof (items 651.11 and 651.13), and except for knives, forks, spoons, and ladles, all the foregoing which are kitchen or table ware of precious metal, this subpart covers only articles with a blade, working edge, working surface or other working part of --</p> <ul style="list-style-type: none"> <li>(i) base metal;</li> <li>(ii) metallic carbides on a support of base metal;</li> <li>(iii) natural or synthetic precious or semiprecious stones on a support of base metal; or</li> <li>(iv) abrasive materials on a support of base metal, provided that the articles have other functioning or working elements such as cutting teeth, edges, grooves, or flutes.</li> </ul> <p>2. In determining the length of files and rasps (items 649.01-.07, inclusive), the tang (if any) should not be included.</p> <p>3. The provisions for "interchangeable tools for hand tools or for machine tools" cover interchangeable tools which are designed to be fitted to hand tools or machine tools and which cannot be used independently, and include, but are not limited to, interchangeable tools for pressing, stamping, drilling, tapping, threading, boring, broaching, milling,</p>					



SCHEDULE 6. - METALS AND METAL PRODUCTS  
Part 3. - Metal Products

Item	Stat. Suffix	Articles	Units of Quantity	Rates of Duty	
				1	2
		cutting, dressing, mortising or screw-driving, but do not include saw blades, knives, or cutting blades, and do not include holding or operating devices even if attached to such interchangeable tools.			
		4. For the purposes of determining the rate of duty applicable to sets provided for in item 651.75, a specific rate of duty or a compound rate of duty for any article in the set shall be converted to its ad valorem equivalent rate, i.e., the ad valorem rate which, when applied to the full value of the article determined in accordance with section 402 or 402a of this Act, would provide the same amount of duties as the specific or compound rate.			
		5. Cases, boxes, or containers of types ordinarily sold at retail with the tools or other articles provided for in this subpart are classifiable with such articles if imported therewith.			
		<u>Subpart E statistical headings:</u>			
		1. For purposes of statistical reporting of stainless steel knives, forks, or spoons imported in sets, classifiable under item 651.75, and described in items 649.00-.08 in the Appendix, report the number of such knives, forks, and spoons under the appropriate 7-digit reporting number in the Appendix.			
		2. For purposes of reporting statistical item 651.7515, report the total number of pieces with this item number in addition to the number of knives, forks, and spoons as required by subpart E statistical heading 1.			
		Drainage tools, scoops, shovels, spades, picks, mattocks, hoes, rakes, and forks; axes, adzes, hatchets, machetes, and similar hewing tools; scythes, sickles, grass hooks, corn knives, hay knives, hedge and grass shears, pruning shears and sheep shears; all the foregoing which are hand tools, and metal parts thereof:			
648.51	00	Drainage tools, scoops, shovels, and spades, and parts thereof.....	X.....	7.5% ad val.	30% ad val.
648.53	00	Picks and mattocks, and parts thereof.....	X.....	3.5% ad val.	45% ad val.
		Hoes and rakes, and parts thereof:			
648.55	00	Agricultural or horticultural tools, and parts thereof.....	X.....	7.5% ad val.	15% ad val.
648.57	00	Other.....	X.....	7.5% ad val.	30% ad val.
		Forks, and parts thereof:			
648.61	00	Agricultural or horticultural forks, and parts thereof (except hay and manure forks).....	X.....	3.5% ad val.	15% ad val.
648.63	00	Other.....	X.....	7.5% ad val.	30% ad val.
		Axes, adzes, hatchets, machetes, and similar hewing tools, and parts thereof:			
648.65	00	Machetes, and parts thereof.....	X.....	Free	Free
648.67	00	Other.....	X.....	11% ad val.	45% ad val.
648.69	00	Scythes, sickles, grass hooks, and corn knives, and parts thereof.....	X.....	4% ad val.	50% ad val.
648.71	00	Hay knives, and parts thereof.....	No.....	1¢ each + 6% ad val.	8¢ each + 45% ad val.



TARIFF SCHEDULES OF THE UNITED STATES ANNOTATED (1972)

6 - 3 - E  
648.73 - 649.29

SCHEDULE 6. - METALS AND METAL PRODUCTS  
Part 3. - Metal Products

Item	Stat. Suf- fix	Articles	Units of Quantity	Rates of Duty	
				1	2
648.73	00	Drainage tools, scoops, shovels, spades, etc. (con.): Hedge and grass shears, and parts thereof.....	No.....	5¢ each + 11% ad val.	20¢ each + 45% ad val.
648.75	00	Pruning shears and sheep shears, and parts thereof.....	No.....	2¢ each + 4% ad val.	20¢ each + 45% ad val.
		<b>Pliers, nippers, and pincers, and hinged tools for holding and splicing wire; tin snips, bolt and chain clippers, and other metal cutting shears; pipe cutters and other pipe tools; spanners and wrenches; files (except nail files), and rasps; all the foregoing which are hand tools, and metal parts thereof:</b>			
		<b>Pliers, nippers, and pincers, and hinged tools for holding and splicing wire, and parts of the foregoing:</b>			
648.81	00	Slip-joint pliers.....	Doz.....	20% ad val.	60% ad val.
648.85	00	Other (except parts).....	Doz.....	1.6¢ each + 10% ad val.	10¢ each + 60% ad val.
648.89	00	Parts.....	X.....	9.5% ad val.	45% ad val.
648.91	00	Tin snips, and parts thereof.....	No.....	5¢ each + 11% ad val.	20¢ each + 45% ad val.
		<b>Bolt and chain clippers and other metal-cutting shears (except tin snips); pipe cutters; parts of the foregoing:</b>			
648.93	00	With cutting part containing by weight over 0.2 percent of chromium, molybdenum, or tungsten, or over 0.1 percent of vanadium.....	X.....	15% ad val.	60% ad val.
648.95	00	Other.....	X.....	10.5% ad val.	50% ad val.
648.97		Pipe tools (except cutters), wrenches, and spanners, and parts thereof.....		11% ad val.	45% ad val.
	20	<i>Pipe wrenches and spanners.....</i>	Doz.		
	40	<i>Other.....</i>	X		
		<b>Files and rasps, with or without their handles:</b>			
649.01	00	Not over 2.5 inches in length.....	Doz.....	6¢ per doz.	25¢ per doz.
649.03	00	Over 2.5 but not over 4.5 inches in length....	Doz.....	10¢ per doz.	47.5¢ per doz.
649.05	00	Over 4.5 but not over 6.75 inches in length....	Doz.....	14¢ per doz.	62.5¢ per doz.
649.07	00	Over 6.75 inches in length.....	Doz.....	8¢ per doz.	77.5¢ per doz.
		<b>Non-mechanical saws, blades for mechanical or non-mechanical saws (including blades in continuous lengths), and metal teeth or cutting segments and other metal parts of such saws and blades:</b>			
649.11	00	Non-mechanical saws.....	No.....	3.5% ad val.	20% ad val.
		<b>Blades for mechanical or non-mechanical saws:</b>			
649.14	00	Band saw blades.....	X.....	4% ad val.	20% ad val.
649.17	00	Circular saw blades.....	No.....	4% ad val.	25% ad val.
649.19	00	Hacksaw blades.....	No.....	5% ad val.	20% ad val.
649.21	00	Jewelers' or piercing saw blades.....	Gross...	10¢ per gross	40¢ per gross
		<b>Chain-saw blades, in lengths or cut to size:</b>			
649.23	00	With cutting part containing by weight over 0.2 percent of chromium, molybdenum, or tungsten, or over 0.1 percent of vanadium.....	X.....	15% ad val.	60% ad val.
649.24	00	Other.....		4.5% ad val.	27.5% ad val.
	20	<i>In continuous lengths.....</i>	Ft.		
	40	<i>Other.....</i>	X		
649.25	00	Other blades.....	No.....	3.5% ad val.	20% ad val.
		<b>Metal parts:</b>			
649.26	00	Metal teeth and cutting segments suitable for use in cutting metal.....	X.....	7.5% ad val.	30% ad val.
		<b>Other:</b>			
649.27	00	Frames, handles, and other parts for non-mechanical saws.....	X.....	9.5% ad val.	45% ad val.
649.29	00	Other.....	X.....	5% ad val.	35% ad val.





SCHEDULE 6. - METALS AND METAL PRODUCTS  
Part 3. - Metal Products

Item	Stat. Suffix	Articles	Units of Quantity	Rates of Duty	
				1	2
		Blow torches and similar self-contained torches, and metal parts thereof:			
649.31	00	Torches, designed to be operated by compressed air and kerosene or gasoline.....	No.....	5% ad val.	45% ad val.
649.32	00	Other.....	X.....	9.5% ad val.	45% ad val.
		Anvils:			
649.33	00	Of iron or steel, weighing over 5 pounds each.....	Lb.....	0.5¢ per lb.	3¢ per lb.
649.35	00	Other.....	No.....	9% ad val.	45% ad val.
649.37		Vises and clamps (except parts of, or accessories for, machine tools).....		5% ad val.	45% ad val.
	10	Vises.....	No.		
	20	Other.....	No.		
649.39	00	Abrasive wheels mounted on frameworks, hand or pedal operated.....	No.....	4.5% ad val.	27.5% ad val.
		Interchangeable tools for hand tools or for machine tools, including dies for wire drawing, extrusion dies for metal, and rock drilling bits:			
649.41	00	Files and rasps, including rotary files and rasps.....	Doz.....	3% ad val.	15% ad val.
649.43		Cutting tools (except tools provided for in item 649.41) with cutting part containing by weight over 0.2 percent of chromium, molybdenum, or tungsten, or over 0.1 percent of vanadium.....		15% ad val.	60% ad val.
	05	End milling cutters.....	X		
	10	Masonry drills.....	X		
	15	Milling cutters (except end milling cutters).....	X		
	20	Rock drilling bits.....	X		
	25	Single point tools.....	X		
	30	Threading taps, dies, and chasers.....	X		
	40	Twist drills.....	X		
	65	Metal-cutting dies (excluding threading dies).....	X		
	70	Other.....	X		
		Other:			
		Suitable for cutting metal:			
649.44	00	Twist drills.....	X.....	21% ad val.	50% ad val.
649.46	00	Other.....	X.....	10.5% ad val.	50% ad val.
		Not suitable for cutting metal:			
649.47	00	For hand tools.....	X.....	11% ad val.	45% ad val.
649.48		Wire-drawing dies and extrusion dies for metal.....		7.5% ad val.	30% ad val.
	20	Diamond dies.....	No.		
	40	Other.....	X		
649.49		Other.....		5% ad val.	35% ad val.
	10	Metal-forming dies.....	X		
	20	Other.....	X		
649.53	00	Tool tips; and plates, blanks and other forms for making tool tips; all the foregoing, unmounted, of sintered metal carbides.....	Lb.....	15% ad val.	60% ad val.
649.57	00	Slicers, choppers, grinders, juice extractors, and other mechanical appliances, all the foregoing which are not over 25 pounds in weight, are not powered by electricity, and are of types used in the household, in restaurants, or in retail stores for preparing or serving food or drink.....	No.....	8.5% ad val.	40% ad val.



SCHEDULE 6. - METALS AND METAL PRODUCTS

Part 3. - Metal Products

6 - 3 - E  
649.65 - 650.07

Item	Stat. Suffix	Articles	Units of Quantity	Rates of Duty	
				1	2
649.65	00	Knives and cutting blades for power or hand machines: For agricultural or horticultural machines (except lawn-mower blades) and for shoe machinery...	No.	Free	Free
649.67	20	Other.....	No.	5% ad val.	20% ad val.
	50	For meat-slicing, meat-cutting, or meat-chopping machines.....	No.		
	60	Over 29 inches in length, for veneer-cutting machines.....	No.		
	70	Over 6 inches in length, for wood-chipper machines.....	No.		
	80	For metal-shearing machines.....	No.		
		Other.....	No.		
		Pen knives, pocket knives, and other knives, all the foregoing which have folding or other than fixed blades or attachments; and blades, handles, and other parts thereof:			
		Knives:			
649.71	00	Valued not over 40 cents per dozen.....	No.	25% ad val.	1.25¢ each + 50% ad val.
649.73	00	Valued over 40 cents but not over 50 cents per dozen.....	No.	25% ad val.	5¢ each + 50% ad val.
649.75	00	Valued over 50 cents but not over \$1.25 per dozen.....	No.	25% ad val.	11¢ each + 55% ad val.
649.77	00	Valued over \$1.25 but not over \$3 per dozen...	No.	4.5¢ each + 13.5% ad val.	18¢ each + 55% ad val.
649.79	00	Valued over \$3 but not over \$6 per dozen.....	No.	6.2¢ each + 12.5% ad val.	25¢ each + 50% ad val.
		Valued over \$6 per dozen:			
649.81	00	With steel handles ornamented or decorated with etchings or gilded designs, or both.....	No.	5¢ each + 12.5% ad val.	35¢ each + 55% ad val.
649.83	00	Other.....	No.	8.7¢ each + 13.5% ad val.	35¢ each + 55% ad val.
649.85	00	Blades, handles, and other parts.....	No.	2.75¢ each + 13.5% ad val.	11¢ each + 55% ad val.
		Budding, grafting, and pruning knives, and blades, handles, and other parts thereof:			
649.87	00	Knives.....	No.	8.7¢ each + 13.5% ad val.	35¢ each + 55% ad val.
649.89	00	Other.....	No.	2.75¢ each + 13.5% ad val.	11¢ each + 55% ad val.
649.91		Cuticle or corn knives, cuticle pushers, nail files, nail cleaners, nail nippers and clippers, all the foregoing used for manicure or pedicure purposes, and parts thereof; tweezers.....		18.5% ad val.	60% ad val.
	20	Tweezers.....	No.		
	40	Other.....	X		
		Knives not specifically provided for elsewhere in this subpart, and cleavers, with or without their handles:			
650.01	00	Without their handles.....	No.	0.46¢ each + 5% ad val.	8¢ each + 45% ad val.
650.03	00	Cleavers with their handles.....	No.	2¢ each + 8.5% ad val.	8¢ each + 45% ad val.
		Knives with their handles:			
650.05	00	With silver handles.....	No.	4¢ each + 8.5% ad val.	16¢ each + 45% ad val.
650.07	00	With silver-plated handles.....	No.	1¢ each + 7.5% ad val.	8¢ each + 45% ad val.



EXHIBIT IV

MASS MERCHANTS  
(SALES AT LIST PRICE)

	<u>Total Hard Line Sales</u>	<u>Hand Tool Sales</u>
1960	\$ 4,000,000,000	\$ 32,000,000
1965	6,400,000,000	76,000,000
1970	10,200,000,000	138,000,000
1975	14,400,000,000	326,000,000
1980	20,200,000,000	682,000,000

The newness and unique methods of mass merchandising accounted for the 10% growth rate in the sixties. Chilton Publishing Company forecasts this market to continue its bold growth, but at a slightly lower rate (7%). Hand tool sales, however, should continue at the higher past rate of 16% as the display, promotional and pricing techniques of mass merchandisers are drawing tool customers from other markets.



Information provided by: AHMA, MRI, Chilton, Litton Research

EXHIBIT VI

# MASS MERCHANTS

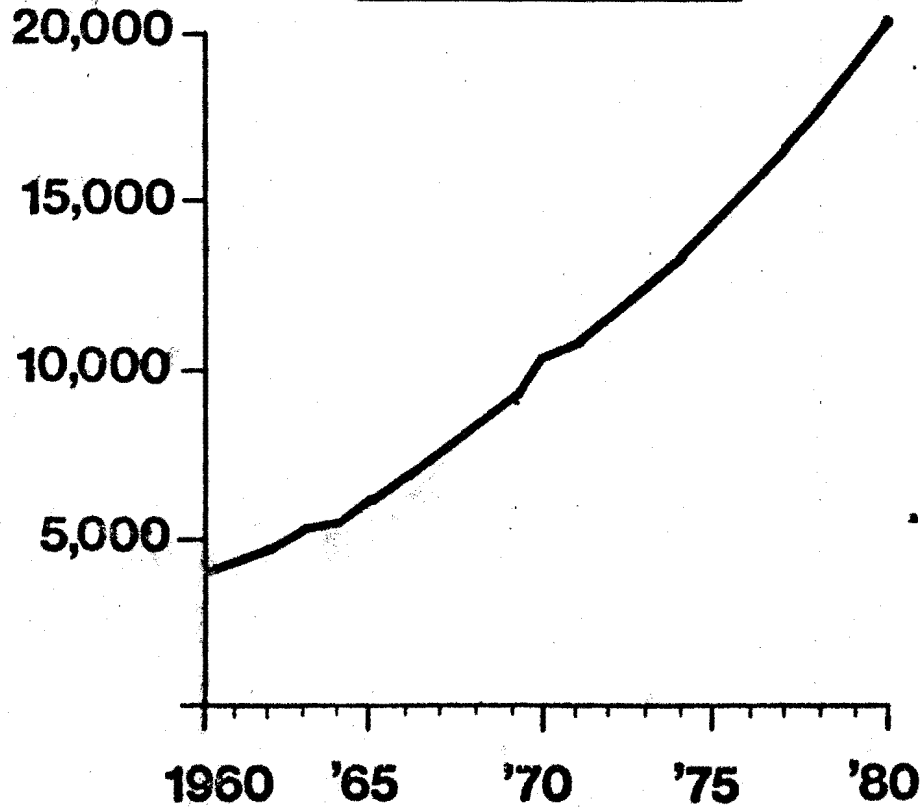
## hard line sales

## hand tool sales

millions  
dollars

AVERAGE GROWTH RATE

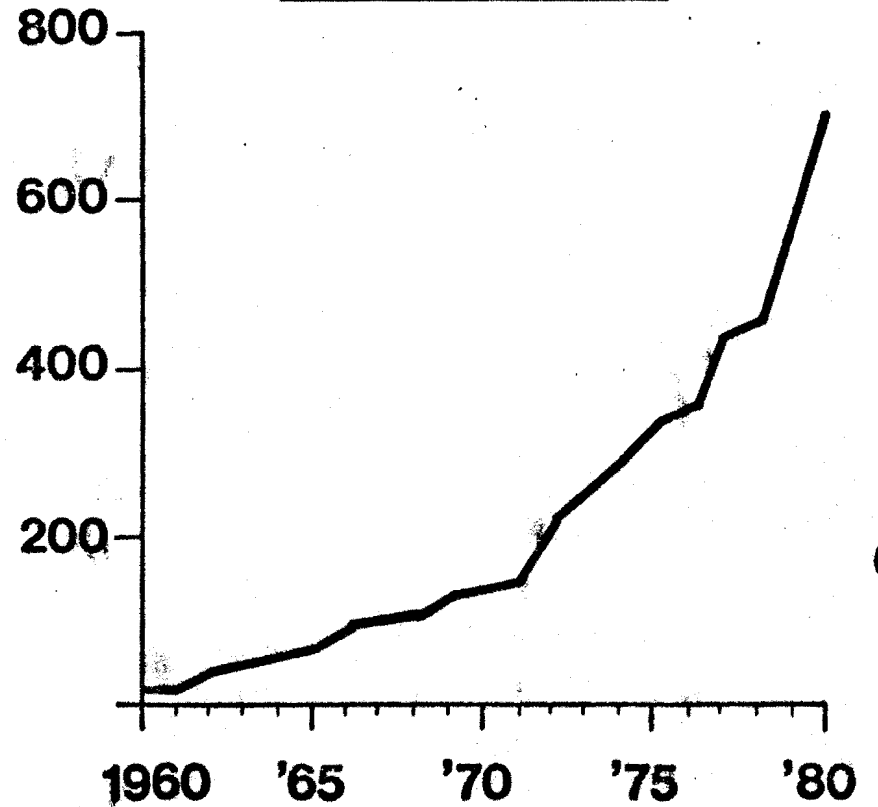
1960-72	10%
1972-80	7%



millions  
dollars

AVERAGE GROWTH RATE

1960-72	16%
1972-80	16%



AT LIST PRICES

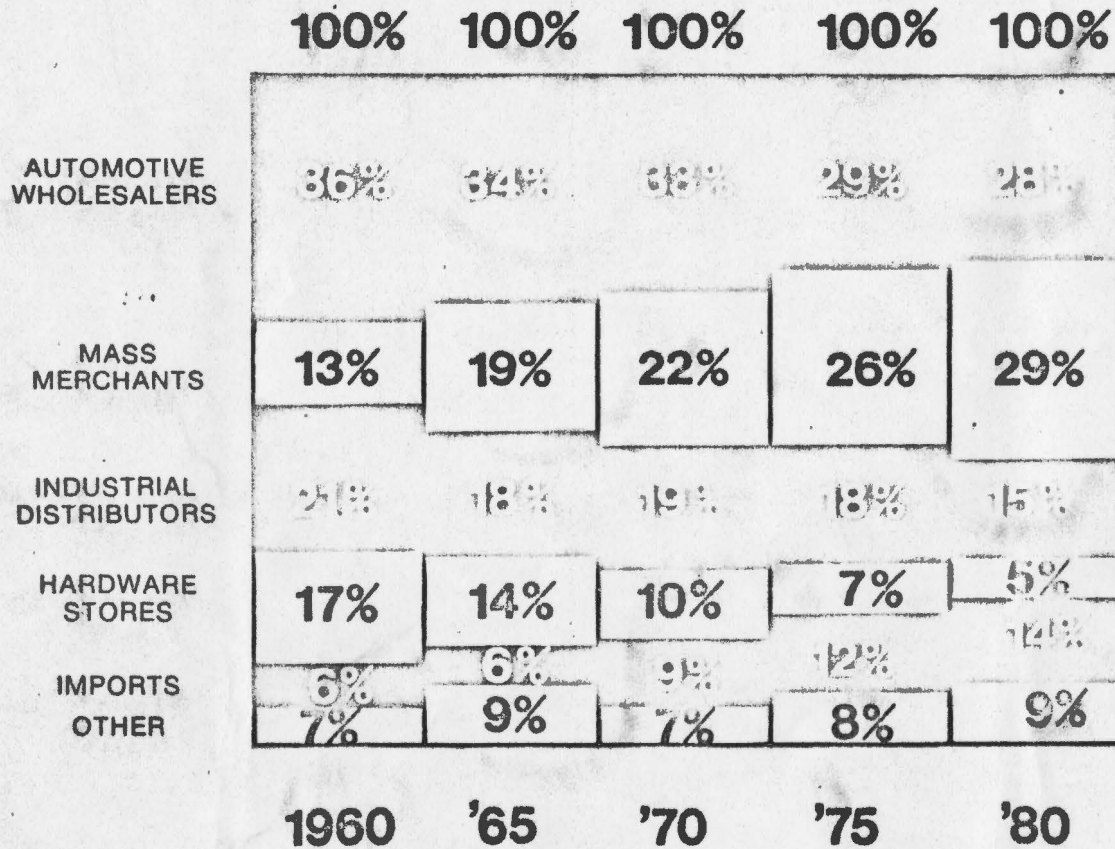




EXHIBIT VII

# TOTAL HAND TOOL MARKET

## MARKET SHARES BY SALES OUTLET CATEGORY



15



NATIONAL COUNCIL FOR UNITED STATES-CHINA TRADE

MAILING LIST RECIPIENTS

code 1

OFFICIAL NATIONAL COUNCIL CONTACT:

MR WILLIAM M BATTEN  
DIRECTOR  
J C PENNEY COMPANY INC  
1301 AVENUE OF THE AMERICAS  
NEW YORK NY 10019

957-6639

ALTERNATE REPRESENTATIVES:

Add

- 1.) Mr. W.J. Neppel  
Ex. V. Pres.
- 2.) Mr. B.L. Humm  
Dir. of Merchandise
- 3.) Mr. H.B. Eddins  
Ex. Dept.

All at -

(J.C. Penney Co. Inc.  
1301 Ave of The Americas  
NY, NY 10019)

WASHINGTON, D.C. REPRESENTATIVE:

REPRESENTATIVES OF SUBSIDIARIES OR AFFILIATES:

MAGAZINE RECIPIENTS, DOMESTIC AND FOREIGN:

MR. ROBERT BOULOGNE  
INTERNATIONAL BUYING  
J.C. PENNEY PURCHASING CORPORATION  
1301 AVENUE OF THE AMERICAS  
NEW YORK, N.Y. 10019



11/26

*Home*  
Hi. Barbara:

Attached per our telephone conversation of this morning.

Barbara, Mrs. Batten has made a request which I said I would pass along to you. She wondered if she could get a listing of home addresses for the delegation that went to China, including Amb. Phillips and Mr. Theroux. She wants to send Christmas cards. If you could send this (between all of your other duties), addressing it to Mr. Batten here at the office, I would appreciate it - Mrs. Batten will too!

*file*

*Liz*



# The Mayflower

(202) 347-3000

6/3/74

Batten

has an office visit to  
Sheny - D.K. -

\$1.6 million - purchased  
by S.C. Shney 5-man  
group - Buyer just  
told could go to ~~Beijing~~ Shanghai  
but finally got D.K. to  
visit ~~Beijing~~ Shanghai -

1 - ~~text~~ ~~copy~~



**WESTERN INTERNATIONAL HOTELS**

Partners in travel with United Air Lines



S. C. P. Group  
at San Francisco

\$200,000 —

begin - "disengagement"  
ment - " -  
failed to follow through  
with agreements made  
in Peking & Shanghai -  
main problem -  
lack of adequate  
communication

They want to  
work with Bureau of  
in D.C. —

Batten - 2

# The Mayflower

(202) 347-3000

Quality Saturday -  
need design help -  
better understanding on  
marketing side



**WESTERN INTERNATIONAL HOTELS**  
Partners in travel with United Air Lines

JCPenney

Clifford D. Anderson  
Director of Public Relations

*CDA*

March 14, 1974

Christopher H. Phillips  
The National Council for  
United States-China Trade  
1100 Seventeenth Street, N.W.  
Washington, D. C. 20036

MAR 15 1974

Dear Mr. Phillips:

As requested in your letter of February 25th to Mil Batten, we are pleased to enclose a check in the amount of \$2,500 for our 1974 dues to The National Council for United States-China Trade.

Sincerely,

*Clifford Anderson*

CDA/dw  
Enc.





June 12, 1974

Mr. William M. Batten  
Chairman of the Board  
J.C. Penney Company, Inc.  
1301 Avenue of the Americas  
New York, New York 10019

Dear Mil:

During the June 3 Board Meeting, you asked if I could give you a breakdown of non-recurring expense items included in our financial statements for the first four months of 1974. You also asked for a comparison of the first four months' expenditures with anticipated expenditures contained in the 1974 budget as approved by the Board at its December 12 meeting.

When you raised these questions, I neglected to mention that we had included among the materials provided you for the Board Meeting a copy of the proposed 1974 budget. If you have not already seen it, you will find it attached to the minutes of the December 12 Board Meeting. Total expenditures were estimated at \$392,500.

You will recall that in discussing the proposed 1974 budget in December, it was recognized that the Council would probably operate at a loss during 1974, but that a \$200,000 year end cash carryover would provide a cushion against any deficit which might occur.

It was understood, of course, that this imbalance would have to be of limited duration and that by the year end a balance should be achieved either by an increase in membership or a reduction of expenditures.

As to non-recurring costs, the income statement (copy enclosed) reflects a figure of \$15,732 for magazine costs. Of these costs, \$6,437 represents one-time mechanical artwork and promotion costs. The balance sheet (copy enclosed) reflects



Mr. William M. Batten  
Page Two

June 12, 1974

a figure for fixed assets of \$17,347, net of depreciation,  
and these costs are also one-time costs for furniture and  
office equipment.

I hope the foregoing is responsive to your questions,  
but please let me know if there is any further information I  
can provide you.

Sincerely yours,

Christopher H. Phillips

dt

enc.

c: Hays + Burnham



# J.C. Penney Picks New Chief Executive

7/31/71

## Donald V. Seibert Is Set to Head Chain

By ISADORE BARMASH

Donald V. Seibert, vice president and director of corporate planning and development of the J. C. Penney Company, was selected yesterday to become chairman and chief executive officer of the country's second-largest retail chain. The 51-year-old Mr. Seibert will succeed William M. Batten, who retires Oct. 1 but will remain as a director.

The announcement was greeted by some retail observers yesterday with surprise since it was felt that Mr. Seibert was a dark horse.

He was tapped for the company's fifth chairmanship since its founding in 1902 over Jack B. Jackson, president and chief operating officer, who is 58 years old; Walter J. Neppi, executive vice president, 52, and Kenneth S. Axelson, vice president for finance and administration, 52.

However, the choice of Mr. Seibert has a precedent involving Mr. Batten. In 1958, Mr. Batten, then 48 years old



Donald V. Seibert

and the youngest of the top Penney officers, was selected for the company's posts as chairman and chief executive officer.

Penney's said yesterday that Mr. Jackson and Mr. Neppi would continue in their current posts to which they

Continued on Page 47, Column 5

## Sears Expects Lower Net in the Quarter

Sears, Roebuck & Co., Inc., the nation's largest retailer, expects that its net income in the second quarter ending today will be lower than last year. The company forecast yesterday that its earnings would equal 95 cents a share, against a restated \$1.02 a share in the like 1973 quarter.

Arthur M. Wood, chairman and chief executive officer, said that the earnings decline came from the fact that "sales in June and July have been less buoyant than experienced a year ago." As a result, he said, operating results will show only modest improvement over the comparable period last year.

As additional contributors to the earnings decline, Mr. Wood cited higher interest expense in the quarter that would increase by 9 to 10 cents a share over last year. The contribution of the Allstate group of companies is expected to be only slightly more than in the second 1973 quarter, he added.

*New York Times*

# Chairman and Chief Executive Named at J. C. Penney Company

Continued From Page 41

were appointed in 1972. Three vice presidents were elected senior vice presidents, the company said, including Mr. Axelson; Charles T. Stewart, general counsel and director of public affairs, and George S. Stewart, director of corporate facilities and services.

In a brief interview yesterday, Mr. Batten responded to questions about Mr. Seibert's appointment with three observations.

"What we along with any other large corporation have tried to do is to develop the best management team possible," he said, "and make maximum use of the talents we have and to get them in the right slots.

"In the use of the chairman and chief executive, it is important to have a continuity of management since it takes quite a long time to get things done in a large company and for any man to leave his imprint. Mr. Seibert has already had 27 years of service with Penney's and is only 51 years old, so that he will provide good continuity.

He added that Mr. Seibert's talents "fit the role of chairman as we see it at Penney's in terms of providing "overall directions," planning leadership and major relation-

ships outside the company." Mr. Batten himself has served for two years as chairman of the Business Advisory Council of the Department of Commerce and as a member of the Committee for Economic Development.

Asked what he considered to be Mr. Seibert's greatest accomplishment, Mr. Batten replied that it was the work he did in taking responsibility of the catalogue-sales operation in 1964 and "turning it around from a loss to a profit by 1972."

When Penney's entered the catalogue field in 1962 by buying the General Merchandise Company, that concern had a profit on a small sales base. But Penney's in acquiring it decided to expand it far beyond its former base and expended a considerable sum "and much effort" in bringing it to the Penney's scale.

However, Mr. Batten added that the catalogue achievement was not the only one for the chairman-elect. "Whatever assignment we have given Mr. Seibert he has done in an outstanding fashion."

Mr. Batten will retire in October at 65 after the company's normal management retirement age policy at 60 was extended five years in 1969 to enable him to carry on with a number of ongoing programs.

JUL 10 1974

# JCPenney Purchasing Corporation

July 8, 1974

The National Council for  
U.S.-China Trade  
1100 Seventeenth Street N.W.  
Suite 513  
Washington, D.C. 20036

Dear Sir:

Please send me one copy of the U.S. CHINA BUSINESS REVIEW,  
No. 3, Vol. 1, May-June 1974.

Thank you for your cooperation.

Very truly yours,

*Robert Boulogne*  
Robert Boulogne  
International Buying

RB/lz

*put on #9*

*ok/ps*  
*file*





September 26, 1974

Mr. G.R. Hogenson  
Vice President  
J.C. Penney Company, Inc.  
1301 Avenue of the Americas  
New York, New York 10019

Dear Mr. Hogenson:

Many thanks for your letter of September 23 and for its enclosure.

The summary report you provided, which is most interesting, will be shared with Ambassador Bush but otherwise held strictly confidential.

All of us regret that you could not be personally with us for the briefing of Mr. Bush.

With best regards.

Sincerely,

Eugene A. Theroux  
Vice President

EAT/alm



Rob: J.C. Peuney

J. C. Peuney

Neapl 212-957-6662  
ET TT Sept. 11

Robert B. Gill

Vice President

General Merchandise Manager

of Home, Leisure and Automotive

1301 Avenue of <sup>the</sup> Americas

New York, New York 10019

Robert Boulogne

~~Executive Vice President~~

J. C. Peuney Purchasing Corporation

1301 Avenue of <sup>the</sup> Americas

New York, New York 10019



13<sup>th</sup> or 14<sup>th</sup> Sept.  
prefer AM



J. C. Penney Co.  
W Batten  
11/6/74

MEMORANDUM

TO: Members of the Board  
FROM: Christopher H. Phillips

I am enclosing the agenda for the December 4 meeting, as well as a copy of the proposed 1975 budget.

The meeting will be held at the Embassy Row Hotel, 2015 Massachusetts Avenue, in the "Le Directoire" room, which is located off the hotel lobby on the ground floor.

The Chinese Liaison Office has invited Board members to a luncheon to be given at the residence of Ambassador Huang Chen at 2301 "S" Street, at the conclusion of our meeting. It is for this reason we decided to meet at the Embassy Row Hotel which is only a few blocks from the Ambassador's residence.

Would you please let me know whether or not you plan to attend the luncheon so that we can provide the Chinese with a list of those who will be present.

Sometime prior to the Board meeting we will be sending you additional material, including the minutes of the last meeting.

Enclosures

CHP/alm



XXXXXX  
331-0290

October 2, 1974

Mr. William M. Batten  
Chairman of the Board  
J.C. Penney Company, Inc.  
1301 Avenue of the Americas  
New York, New York 10019

Dear Mil,

This is just a reminder that the Board of the National Council will meet in Washington on Wednesday, December 4. We hope your calendar is clear and that you will be able to attend. An agenda and other details of the meeting will reach you shortly.

With best regards.

Sincerely,

Christopher H. Phillips



January 17, 1975

Mr. William M. Batten  
Chairman of the Board  
J.C. Penney Company, Inc.  
1301 Avenue of the Americas  
New York, New York 10019

Dear Mil,

At the December 4 Board meeting, it was suggested that I supply members with a breakdown of the Council's membership by industry groups. This was intended to assist Board members in their effort to recruit new Council members. You will find this information contained in Enclosure No. 1.

Last summer I wrote several hundred letters to companies whose business fell into one of several industry categories in which the Chinese have shown interest worldwide. This effort produced minimum results, but we did receive about a dozen replies indicating possible future interest in the National Council. The names of those companies expressing a potential interest is contained in Enclosure No. 2.

I believe the key to success in expanding our membership this year will be direct approaches by our Board members to the heads of companies they know personally who they have reason to believe might be interested in developing long term trade relations with China. Just how such approaches should be made will obviously be a matter of personal judgment. I thought, however, you might like to see the letter we have written to all current members, transmitting 1975 dues statements. You will find this as Enclosure No. 3. I am also enclosing five copies of the National Council brochure and five membership application forms for your use in mailings. Please let me know if there is any additional material I can provide you.



- 2 -

January 17, 1975  
Letter to Mr. Batten

We will be msot appreciative of any help you can give us in our efforts to expand the National Council's membership during the critical year which lies ahead of us.

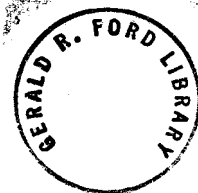
With kind regards.

Sincseely,

Christopher H. Phillips

CHP/alm

enclosures



January 24, 1975

D. V. Seibert, Chairman  
J. C. Penney Company, Inc.  
1301 Avenue of the Americas  
New York, New York 10019

Dear Mr. Seibert:

This will acknowledge receipt of your check for \$2,500.00 for 1975 dues in the National Council for U.S. -China Trade.

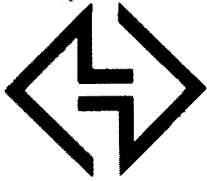
We are grateful for your continued interest in and support of the Council and we look forward to working with you during the coming year.

Sincerely yours,

Christopher H. Phillips

CHP/gbr





# 美中贸易全国委员会

## The National Council for United States-China Trade

1100 Seventeenth Street, N.W.  
Washington, D.C. 20036

Telephone (202) 659-9490  
659-9693

### STATEMENT

D. V. Seibert, Chairman

~~Mr. William M. Burton~~

~~Chairman~~

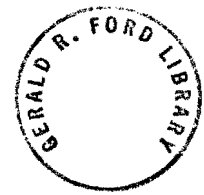
J. C. Penney Company, Inc.  
1301 Avenue of the Americas  
New York, New York 10019

Date: December 4, 1974

*file*

*OK  
1/16/82*

DESCRIPTION	AMOUNT
1975 ANNUAL DUES	\$2,500.00





美中贸易全国委员会

The National Council for United States-China Trade

1100 Seventeenth Street, N.W.  
Washington, D.C. 20036

Telephone (202) 659-9490  
659-9693

S T A T E M E N T

Mr. William M. Batten  
Chairman  
J. C. Penney Company, Inc.  
1301 Avenue of the Americas  
New York, New York 10019

*file*

Date: December 4, 1974

DESCRIPTION

AMOUNT

1975 ANNUAL DUES

\$2,500.00

*paid*  
*12/21/74*





February 11, 1975

Mr. G. R. Hogenson  
Vice President  
and General Merchandise Manager  
J. C. Penney Company, Inc.  
1301 Avenue of the Americas  
New York, New York 10019

Dear Mr. Hogenson:

Many thanks for your very helpful letter and attached itinerary in connection with the forthcoming visit of the Chinese Textile delegation. Our delegation coordinator, Miss Reynolds, is fitting your two and one-half day program into the New York schedule, and she will be in touch with Bob Boulogne shortly.

The delegation is due to arrive in Washington on the 15th and will probably leave for New York about the 20th. They will remain in New York for at least two and one-half weeks. Miss Reynolds will provide Bob Boulogne with the precise dates of their visit with you as soon as possible.

We greatly appreciate your help and cooperation in making this visit the success I am confident it will be.

With kind regards.

Sincerely,

Christopher H. Phillips

cc: Suzie Reynolds



*Single has  
copy*

February 4, 1975

Mr. Christopher H. Phillips, President  
The National Council for United States-China Trade  
1100 Seventeenth Street, N. W.  
Washington, D. C. 20036

Dear Mr. Phillips:

In response to your letter dated January 23, 1975, we have attached a proposed itinerary requesting that the China National Textile Import & Export Corporations' representatives spend two and one-half days with us at the JCPenney Company.

As you know, there is a great need for the Chinese and ourselves to gain a much better understanding of some very fundamental issues. These issues relate to quality of merchandise, sizing, legal requirements, labeling, packaging, etc. The itinerary which we have developed devotes the major portion of the time we hope to spend with the Chinese representatives to these subjects. We would begin our meeting by covering background information about the U.S. retail market, as well as apparel and textile trends, particularly the importance of synthetic and synthetic blends, versus natural fibers. We would discuss our company's position in U.S. retailing, as well as review what we import and how we work with other countries on import merchandise.

To add to the background and understanding of U.S. retailing and our company, we are proposing a tour of our Roosevelt Field JCPenney Company Store during the afternoon of the first day.

The second day would be spent in work sessions, reviewing our experience on Chinese merchandise purchased to date. These work sessions would involve those people who, for the most part, have made buying trips to China and who can best cover the subjects involved. These sessions would largely relate to the fundamental issues I mentioned earlier.



Mr. Christopher H. Phillips, President  
The National Council for U.S. -China Trade  
1100 Seventeenth Street, N. W.  
Washington, D. C. 20036

Page Two

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The last half-day, the third day, would be spent in reviewing the largest volume apparel and textile import items, covering such subjects as competitive costs, quality, packaging, labeling, how our company representatives work in the various overseas markets. We would complete the day with an assessment and discussion of our company's future potential relative to Chinese textile imports and the best approach towards achieving that potential.

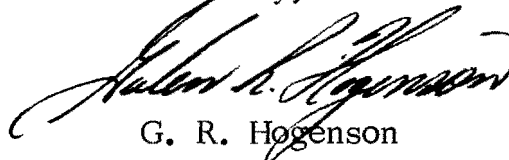
We believe that these sessions will be very worthwhile and are, in fact, very necessary if our business with the China National Textile Import & Export Corporations is to progress on a sound and lasting bases. We hope that you will agree that the itinerary we have proposed will be a productive one and justifies the two and one-half days we have requested.

Mr. Robert Boulogne, Manager of our International Buying Department, is presently in the Far East and will return to New York on Monday, February 10th. He will coordinate all of the preparations for the two and one-half day meeting. We will appreciate the earliest possible notice as to the exact dates we can expect the Chinese Delegation here at Penneys.

We do, of course, appreciate the opportunity to meet and work with the China National Textile Imports & Export Corporations' representatives.

Kindest regards,

Sincerely,

  
G. R. Hogenson

GRH:cd  
Attachments

cc: Ms. Suzanne Reynolds  
Textile Delegation Coordinator



April 9, 1975

Ms. Liz Zwoller  
J.C. Penney Company, Inc.  
1301 Avenue of the Americas  
New York, New York 10019

Dear Liz,

Pursuant to our telephone conversation of April 8, 1975,  
I am enclosing the National Council's list of Board of Directors.

Hope you find it of some use.

Best wishes,

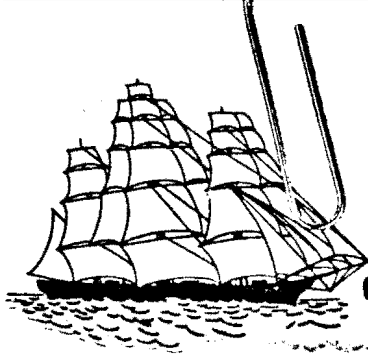
Sincerely,

Barbara E. O'Hara  
Executive Assistant

BEO/alm

enclosure





*Please file under J. C. PENNEY*

APR 15 1975

**CLIPPER INDUSTRIES, Inc.** 84 Eighteenth Street, Brooklyn, N. Y. 11232 • (212) 788-5713

**IMPORTERS**

Cable Address - Clipperind

April 14, 1975

Mr. Christopher H. Phillips  
THE NATIONAL COUNCIL FOR UNITED STATES-CHINA TRADE  
1100 Seventeenth Street, N.W.  
Washington, D.C. 20036

Dear Mr. Phillips:

We are pleased to learn that our company, Clipper Industries, Inc., has been approved for affiliate importer membership in the National Council. We hope to be able to participate as much as possible in your programs designed to increase the mutually beneficial trade relationship with the People's Republic of China.

In answer to your request for additional information about us, enclosed is a copy of our current catalog which illustrates our product line. Represented in this catalog are about 25 items which are made in the P.R.C. and are stocked by us and are available for purchase on a continuing basis. In confidence to yourself, we are the basket supplier to Sears, Roebuck & Co. and J.C. Penney Co., Inc., as well as most major department stores in the U.S., and these items of Chinese manufacture are presently available in most of these stores.

I have had the pleasure of having been invited to Peking on two separate occasions, Shanghai on three, as well as attending the Kwangchow Fair. I have found doing business with the Chinese to be both a pleasant and rewarding experience.

If there is any other information we may ever supply to you, please do not hesitate to ask.

Yours truly,  
CLIPPER INDUSTRIES, INC.

*Robert Eisenberg*  
Robert Eisenberg



RE/sd  
enc.

June 27, 1975

Mr. Harold Eddins  
J.C. Penney Company, Inc.  
1301 Avenue of the Americas  
New York, New York 10019

Dear Mr. Eddins:

Enclosed, please find labels for dinner  
invitations to be sent out to all members.

Best Wishes,

Suzanne R. Reynolds

SRR/alm

enclosures



July 24, 1975

Mr. Harold Eddins  
Executive Office  
J.C. Penney Company, Inc.  
1301 Avenue of the Americas  
New York, New York 10019

Dear Hal,

Would you please add the following member's name to the list of those receiving invitations for the New York reception/dinner? Thank you.

Mr. Ronald Dow  
MNT Chemical Company  
American Can  
American Can Lane  
Greenwich, Connecticut 06830

Best regards,

Sincerely yours,

George Driscoll  
Director  
Business Advisory Services

GD/alm  
cc: Rick Swigart





# JCPenney

AUG 27 1975

Recorded 8/28

August 25, 1975

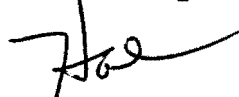
Mr. George Driscoll  
National Council for U.S.-China Trade  
1100 Seventeenth St., N.W.  
Washington, D.C. 20036

Dear George:

Attached is a period transmittal of checks received from National Council members to attend the New York reception and dinner on September 11, 1975.

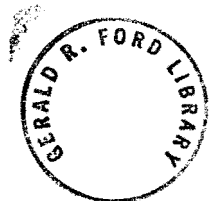
We would appreciate your processing these checks and giving the New York region credit for this much money to apply against the expense of the reception and dinner.

Sincerely,



Harold B. Eddins

HBE/kae  
Attached



FILE: MEMCO  
J. C. Penney

October 1, 1975

Mr. Hal Eddins  
J. C. Penney Company, Inc.  
1301 Avenue of the Americas  
New York, New York 10019

Dear Hal:

The CCPIT story is written, the photographs are almost all in, and the magazine is nearly complete. From my end of things, the CCPIT visit is almost over, and there is time to write this well over-due note.

This is to thank you very much, indeed, for a really first class program in New York. I thought that, whatever else happened on the trip, the Chinese had the message by the time they left New York and, considering the time involved, the quality of that message was about the best they could get.

I hope I can talk to you sometime about the section of the trip in New York. I learned a great deal. I guess we all learned a lot, including how to make changes at the last minute. While I am sure Chris Phillips will be writing to you, I want to personally thank you for a very worthwhile experience.

With best wishes,

Sincerely, y

Nicholas Ludlow  
Director  
Publications and Research

NL/ks



October 8, 1975

Mr. Harold Eddins  
Executive Office  
J.C. Penney Company, Inc.  
1301 Avenue of the Americas  
New York, New York 10019

Dear Hal:

This is an overdue but nonetheless sincere note of thanks for the really outstanding job you did in organizing the CCPIT visit in New York. I know only too well the enormous amount of time and energy you devoted to the job and how exhausting and frustrating it sometimes was. I hope you feel as I do, however, that your labors were well rewarded by the obvious success of the visit.

Overall, I believe the CCPIT visit to this country was most productive, though specific results may not be apparent for sometime. There is no doubt that the Delegation was impressed by what it saw, and that it returned to China far better informed about the American Economy and the American society than when it arrived here.

On behalf of the National Council and especially those of us here on the staff, my warmest thanks for the indispensable help you provided in assuring a successful outcome of this important visit.

With best regards.

Sincerely,

Christopher H. Phillips

cc. Mr. William M. Batten



October 8, 1975

Mr. William M. Batten  
Director  
J.C. Penney Company, Inc.  
1301 Avenue of the Americas  
New York, New York 10019

Dear Mil:

I am enclosing a copy of a letter I have just written to Hal Eddins. As I mentioned to you in San Francisco, he did a superb job under frequently trying circumstances. My thanks to you for having made Hal available to help us organize not only the New York visit but the entire national program. We are indebted to you both.

With best regards.

Sincerely,

Christopher H. Phillips

Enclosure.



OCT 22 1975

*Please file*

October 20, 1975

Mr. George Driscoll  
The National Council for  
U.S.-China Trade  
1100 Seventeenth Street, N.W.  
Washington, D. C. 20036

Dear George:

After you called last week asking for a list of New York people who Chris may want to write and thank for their assistance in planning for the CCPIT visit, I failed to make a note on my calendar, and just remembered it over the weekend. However, rather than giving you a list of people, it may be helpful if I include a copy of my letter to these people. It might give you and Chris a lead as to what you might want to comment upon in your thank you.

In addition to the attached, it would be most appropriate for Chris to write to Mr. Alfred Eisenpreis, New York City Administrator who represented Mayor Beame at the reception and dinner. His address is 225 Broadway, New York, New York 10007.

Sincerely,

*Har*

Harold B. Eddins  
Executive Office

HBE/bl



September 18, 1975

Mr. David Rockefeller  
Chairman of the Board  
The Chase Manhattan Bank  
1 Chase Manhattan Plaza  
New York, New York 10015

Dear Mr. Rockefeller:

On behalf of the New York Planning Committee for the CCPIT delegation we extend a most sincere thank you for the support of yourself and Chase Manhattan Bank in making their visit a success.

We are indebted to Chase for providing a Chase plane, so ably hosted by Kathy Schwering and Ken Arndt, to transport part of the delegation and staff from Washington to New York. In addition, we appreciated the planning, developing and implementing that your people did on the successful bankers program. We are grateful to the two interpreters -- Fong Chi and Tjho Tjoe-Fo -- who added to our ability to communicate; and for coordinating the Friday evening program for the delegation at the Hayden Planetarium.

Your personal participation at the reception and dinner and your address at the bankers program added significantly to the week. Delegate members continued to comment on your remarks into Friday evening. Several of the delegates had met you in China and were eagerly looking forward to greeting you again.

Again our many thanks for your contributions.

Sincerely,

Harold B. Eddins  
Executive Office

HBE/ba





September 24, 1975

Mr. Vernon Beauleau  
Director of Sales  
Brown's Limousine Service  
J. F. Kennedy Airport Bldg. #69  
Jamaica, New York 11430

Dear Tony:

Just a note to thank you for the excellent pre-planning work you did with our New York City Planning Committee for the China Council for the Promotion of International Trade delegation.

The reliability of your planning and Tony's implementation was simply outstanding. Your selection of Tony was a master stroke. This guy made himself part of the group and built up such a confidence in us that when the moment came for us to step aboard the bus, we knew it would be exactly where we were told it would be.

Again, on behalf of the National Council U.S.-China Trade may we extend our most sincere appreciation for all the work you did to make the delegation visit so successful.

With kind regards.

Sincerely,

Harold B. Eddins  
Executive Office

HBE/ba



X

September 23, 1975

Mr. Bill Chow  
Trader Vic's Restaurant  
Fifth Avenue & 59th Street  
New York, New York 10019

Dear Bill:

On behalf of the National Council U.S.-  
China Trade, we send our sincere thanks  
for making Friday evening, September  
12th, so delightful and interesting for  
the China Council for the Promotion of  
International Trade Delegation and the  
New York City Planning Committee.

The food was gourmet and the service was  
outstanding. Later, the delegation told  
us how pleased they were with dinner.  
It certainly was the best way to close  
out a busy week.

Thanks again for your thoughtfulness and  
for the pleasant dinner.

Sincerely,

Harold B. Eddins  
Executive Office

HBE/bl



September 22, 1975

Mr. Tony Marble  
The Plaza Hotel  
59th and Fifth Avenue  
New York, New York 10019

Dear Tony:

Well, we did it! The China Council for the Promotion of International Trade has been here and completed a highly successful program without a single incident. This just didn't happen, it is the way it was planned and you played a major role in the execution of the program.

The delegation was highly complimentary of the hotel and the excellent services performed without seemingly any fuss or bother. This takes communication, coordination and motivation -- and the source of these had to be you. May I take this opportunity to sincerely thank you on behalf of the National Council U.S.-China Trade and New York Planning Committee for the CCPIT visit.

I'm sure you will play down these compliments, however, I would like you to know that in all the years of working with hotels for meetings, company conventions, etc. your performance was a stand out. I know the Chinese will not soon forget their stay at The Plaza because of the experiences they had in other hotels they were housed -- specifically Washington, Moline and Chicago.

Again, our many thanks.

Sincerely,

Harold B. Eddins  
Executive Office

HBE/bl

cc: Joe Mogush, hotel mgr.



September 19, 1975

Mr. Ed Aborn  
Tenco  
720 W. Edgar Road  
Linden, N. J. 07036

Dear Ed:

May I take this opportunity to thank you for your contribution toward making the CCPIT delegation visit so successful.

Ed, you really put the crown on the week. The delegation really enjoyed the sights, but equally important was the hospitality demonstrated by you and Peter. There was a spirit of warmth and friendship on the cruise which was so important to the Chinese.

Again, our many thanks from the National Council U.S.-China Trade and the New York Planning Committee.

Sincerely,

Harold B. Eddins  
Executive Office

HBE/bl

P.S. - your yacht is beautiful! I'm sure you and Mrs. Aborn will spend many happy days in your retirement aboard her.



September 18, 1975

Mr. G. A. Castanzo, Vice Chairman  
First National City Bank  
399 Park Avenue  
New York, New York 10022

Dear Al:

On behalf of the National Council U.S.-China Trade and the New York City Planning Committee may we thank you for your cooperation in making the CCPIT delegation visit to New York a success.

First National City Bank's participation played a significant role in the success of the visit. We especially appreciated your help in the planning and developing of the bankers' luncheon and seminar. That half day, as well as the evening program, were highlights of their visit.

A special note of thanks to you for hosting one of the delegates at the reception and dinner. The warmth and friendship displayed by the hosts at each table throughout the evening added importantly to the affair. The delegates continued to remark on the occasion throughout Friday and Saturday.

Although tired and weary as they boarded their plane for Moline, Illinois on Saturday noon they were most gracious with their comments regarding the New York visit.

Again our many thanks.

Sincerely,

Harold B. Eddins  
Executive Office

HBE/ba



P.S. - Al, I would also like for you to know how much I appreciated the participation of Jim Griffin in this project. His counsel and advice was invaluable in finalizing our plans.

September 18, 1975

Mr. Mark E. Buchman  
Vice President and Regional Manager  
Manufacturers Hanover Trust Co.  
350 Park Avenue  
New York, New York 10022

Dear Mark:

Just a note to personally thank you for the tremendous job you did in coordinating and putting together the bankers' program for the CCPIT delegation. This program was certainly a highlight of their New York City visit. Surprisingly, they asked more questions at this seminar than at any other presentation during the week.

Some of the delegates continued to remark about the bankers' program on into Saturday as we did some sightseeing and before we got them off to Moline.

Again thank you not only for arranging the bankers' program, but for your part in the New York City Planning Committee.

With kind regards.

Sincerely,

Harold B. Eddins  
Executive Office

HBE/ba





September 18, 1975

Mr. Rawleigh Warner  
Chairman  
Mobil Oil Corporation  
150 East 42nd Street  
New York, New York 10017

Dear Mr. Warner:

On behalf of the New York City Planning Committee may we extend to you our most sincere thank you for hosting one of the delegate tables at the CCPIT reception and dinner.

I can relate to you that the delegates were tremendously pleased with the atmosphere and friendliness during the reception and dinner, and I am sure you made a great contribution to this spirit.

Again our most sincere thanks.

With kind regards.

Sincerely,

Harold B. Eddins  
Executive Office

HBE/ba



September 18, 1975

Mr. Don Kendall  
Chairman  
Pepsi Company  
Anderson Hill Road  
Purchase, New York 10577

Dear Mr. Kendall:

On behalf of the New York City Planning Committee may we sincerely thank you for hosting one of the delegate tables at the CCPIT reception and dinner.

I must also apologize that you did not receive the information that we changed the meeting room where the table hosts and the delegates were to meet prior to the reception. I can only report to you that the delegates were highly pleased with the reception and dinner, and I am sure part of that had to do with your hosting a table.

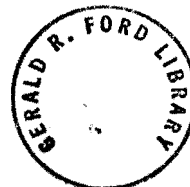
Again our personal thanks.

With kind regards.

Sincerely,

Harold B. Eddins  
Executive Office

HBE/ba



September 18, 1975

Mr. Howard Hawkins  
Executive Vice President  
RCA Corporation  
30 Rockefeller Plaza  
New York, New York 10020

Dear Mr. Hawkins:

On behalf of the New York City Planning Committee and the National Council U.S.-China Trade may we sincerely thank you for the support extended by yourself, as well as RCA, in making the CCPIT visit to New York a success.

I realize it was a late request, but we were so grateful for your hosting one of the delegates at the reception and dinner. I must apologize that the letter you received did not include the room number the table hosts were to meet the delegate. However, I would pass on to you Mr. Han's later remarks that he had such a delightful evening with you and the other council members at his table.

Again our most sincere thanks.

With kind regards.

Sincerely,

Harold B. Eddins  
Executive Office

HBE/ba



September 17, 1975

Mrs. Veronica Yhap, President  
Dragon Lady Traders, Inc.  
1185 Park Avenue  
New York, New York 10028

Dear Veronica:

Well, we did it! In my opinion we accomplished our original objectives and hopefully we accomplished the objectives of the delegation.

On behalf of the National Council and our planning group (of which you were a member), may we extend to you a "job well done" thank you. Your counsel was invaluable to me and I'm sure the bankers, importers and National Council members appreciated your commitment and dedication to the improvement of understanding with the Chinese delegation.

Again my most sincere thanks.

Sincerely,

Harold B. Eddins  
Executive Office

HBE/ba



September 16, 1975

Mr. Kurt E. Reinsberg  
Sr. Vice President  
Associated Metals & Minerals Corp.  
733 Third Avenue  
New York, New York 10017

Dear Kurt:

Well, we made it! The entire five days came off exactly as we planned it, and in my opinion we achieved our original objectives for their visit to New York City.

You of all people should have a great deal of pride in this accomplishment. You played such an important role in putting together the whole day to improve the Chinese understanding of the Importers business community, you were so generous with your time to be with the Chinese in Washington, to be one of the hosts of the reception and dinner in New York, to be a council representative to bring the delegates from Washington to New York and to undertake the very difficult day in explaining the Importers concerns. I for one want to extend my personal thank you for your tremendous efforts.

Now that this is over I hope we at least touch base from time to time since I enjoyed my association with you.

With kind regards.

Sincerely,



Harold B. Eddins  
Executive Office

HBE/ba



: September 16, 1975

Mr. Edmond Chu  
Planning and Development  
General Motors Overseas Oper.  
767 Fifth Avenue  
New York, New York 10022

Dear Eddie:

May I take this opportunity to thank you on behalf of the National Council for U.S.-China Trade and the CCPIT for your significant contribution to the delegation's visit to New York City.

I know you and General Motors Overseas Operations should feel a great deal of pride that through your contribution to foster better understanding between the business community in New York City and our country with the Chinese, our original objectives have been achieved.

Again our most sincere thanks.

Sincerely,



Harold B. Eddins  
Executive Office

HBE/ba

cc: H. Gage  
D. Kerwath





September 16, 1975

Mr. Gabriel Hauge  
Chairman of the Board  
Manufacturers Hanover Trust Co.  
350 Park Avenue  
New York, New York 10022

Dear Mr. Hauge:

Just a personal note to let you know how much I enjoyed working with you and to thank you for your significant contribution to the success of the CCPIT visit to New York City.

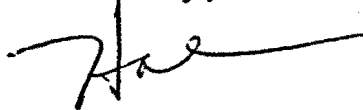
The feedback we have received on the reception and dinner from the Chinese, as well as our business friends, has been greater than we anticipated. The bankers luncheon and the afternoon program was the crowning activity of the entire week.

Although I never met you prior to working on this delegation visit, you more than exceeded the kind remarks of your colleague, Mil Batten, as a man who gets things done in the right way. I appreciated playing a small roll in the entire proceedings.

If you need my assistance at any time, please do not hesitate to call me.

With kind regards.

Sincerely,



Harold B. Eddins  
Executive Office

HBE/ba



September 16, 1975

Mr. Edward Ney, President  
Young & Rubicam International  
285 Madison Avenue  
New York, New York 10017


Dear Ed:

On behalf of the New York City CCPIT Planning Committee may I offer you our most sincere thank you for the support and involvement of Young & Rubicam in the Chinese delegation visit to New York. Your program achieved our objectives and formed an umbrella for the entire week's activities. I firmly believe that this investment will not only improve our understanding, but substantially aid the business community in their future dealings with the Chinese (and I'm sure Young & Rubicam).

I understand that the Chinese requested from Bill Reilly to be able to visit a J.K. Gill store when on the West Coast. I'm not sure whether that's possible, however, the information is in the hands of the National Council. Hopefully, they would be able to work it in.

Again our most sincere thanks for the efforts and excellent cooperation of Young & Rubicam in this important endeavor.

Sincerely,



Harold B. Eddins

HBE/ba



September 16, 1975

Mr. Mark Stroock  
Young & Rubicam International  
285 Madison Avenue  
New York, New York 10017

Dear Mark:

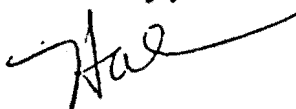
May I take this opportunity to express to you the most sincere thank you of the National Council for U.S.-China Trade and the New York City Planning Committee for your significant contribution in arranging for the 1/2 day program for the Chinese delegation. It was a pleasure to work with someone who has his head screwed on right and approaches problems coolly and confidently.

In my note to Mr. Ney I remarked that in my opinion the original objectives you and I talked about for the Young & Rubicam and Continental Can morning were achieved, and they were the umbrella for the entire visit.

You, of course, should take a great share of the credit here.

Again our most sincere thank you.

Sincerely,



Harold B. Eddins  
Executive Office

HBE/ba



September 16, 1975

Mr. Bill Reilly  
Vice Chairman  
Young & Rubicam International  
285 Madison Avenue  
New York, New York 10017

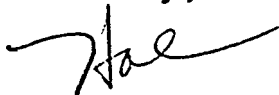
Dear Bill:

On behalf of the National Council for U.S.-  
China Trade and the New York City CCPIT  
Planning Committee may we extend to you  
our most sincere thank you for the support  
and planning of Young & Rubicam for the  
Chinese delegation visit to New York.

In a letter to Ed Ney and Mark I mentioned  
that our original plan was for your program  
to be an umbrella for the entire week's  
visit and to gain an understanding with the  
Chinese of what it takes to do business in  
the United States. In my opinion we gained  
this understanding, probably more than we  
had hoped for. It was certainly the result  
of Young & Rubicam and Continental Can's  
fine presentations.

Again our most sincere thank you.

Sincerely,



Harold B. Eddins  
Executive Office

HBE/ba



September 19, 1975

Mr. Jerry Landon  
Continental Can International  
633 Third Avenue  
New York, New York 10007

Dear Jerry:

On behalf of the National Council and the New York Planning Committee we wish to thank you for your contribution toward making the CCPIT delegation visit a success.

Apparently, from the delegation's reaction and Mr. Li's comments to you, your presentation was important and timely. Packaging is one of their key problem areas. Perhaps they have finally recognized this and are prepared to improve.

Of course, on Thursday, as well as Friday morning, we hit the area again to impress upon them the importance packaging plays in the marketing process.

Would you be so kind as to pass on to Ron Ginn, Frank Mechura and Ed Broadwell our appreciation for their participation.

Again our thanks to you.

Sincerely,

Harold B. Eddins  
Executive Office

HBE/ba



September 18, 1975

Miss Katherine Schwering  
Assistant Treasurer  
The Chase Manhattan Bank  
1 Chase Manhattan Plaza  
New York, New York 10015

Dear Kathy:

Just a note to thank you for your significant contribution in making the CCPIT visit to New York such a success.

Kathy, we have much to thank you for -- a plane, so ably hosted by you and Ken, two interpreters (who made a great impression on the Chinese), sharing the burden of developing the bankers program, Mr. Rockefeller's participation as a host at the reception and dinner and his address at the bankers seminar and the planning and implementing of the Friday evening program which was also hosted by you and Ken.

In addition, you were most helpful with your counsel and guidance during the planning process.

Again many thanks to you.

Sincerely,

Harold B. Eddins  
Executive Office

HBE/ba



September 18, 1975

Dr. W. J. Ronan  
The Port Authority  
1 World Trade Center  
New York, New York 10048

Dear Dr. Ronan:

On behalf of the National Council for U.S.-China Trade and the New York Planning Committee we thank you for your contribution in making the CCPIT delegation visit to New York so successful.

Although tired and weary when they left New York City, the delegation could not have been more pleased with their visit. A large share of the credit should go to the Port Authority. Your organization, planning and execution was flawless. Your people really know how to get the job done. A special note of thanks should go to Neil VanHorn, Sid Schachter, Fred Shaw, Russell Smith, Jimmie Wong, Don Moffitt, Derwood Hall, Tony Tozzoli, as well as many others.

We also appreciated the welcome remarks you gave at the beginning of their first day in New York. They set a tone of welcome and friendship which continued throughout their visit. Your presence at the head table with Gabe continued this spirit of warmth.

Again many thanks.

Sincerely,

Harold B. Eddins  
Executive Office

HBE/bl





September 18, 1975

Mr. Sidney A. Schachter  
Deputy Director  
World Trade Institute  
Suite 55W  
1 World Trade Center  
New York, New York 10048

Dear Sid:

On behalf of the National Council U.S.-  
China Trade and the New York Planning  
Committee may we thank you for your  
contribution in making the CCPIT dele-  
gation visit to New York City such a  
success.

Sid, it was a pleasure to work with you  
and your staff. You know how to get  
the job done with the highest standards.

Sorry you did not get to meet the  
delegates, but your people represented  
you in an excellent manner. A special  
note of thanks to Russell Smith, Jimmie  
Wong, Don Moffit, as well as others.

Again our many thanks.

Sincerely,

Harold B. Eddins  
Executive Office

HBE/ba

P.S. - Attached is a copy of my letter  
to Dr. Ronan.



September 18, 1975

Mr. Fred Shaw  
Port Authority  
1 World Trade Center  
New York, New York 10048

Dear Fred:

On behalf of the National Council U.S.-  
China Trade and the New York Planning  
Committee may we thank you for your  
contribution and participation in making  
the CCPIT delegation visit to New York  
City such a success.

Fred, you have a great group of guys in  
your organization and each a professional  
in organizing and implementing plans  
successfully. For me, it was a pleasure  
to work with each of you. A lot of  
companies in the city could learn a lot  
from the way you handle things to achieve  
a feeling of warmth and friendship for  
guests such as the delegation.

Again our many thanks.

Sincerely,

HBE/ba

Harold B. Eddins  
Executive Office

P.S. - Attached is a copy of my letter to  
Dr. Ronan.



January 28, 1976

Mr. William M. Batten, Director  
J. C. Penney Company, Inc.  
1301 Avenue of the Americas  
New York, New York 10019

Dear Mr. Batten:

This will acknowledge with appreciation the receipt of your firm's 1976 membership dues in the National Council.

We are grateful for your continued support of the Council, and we hope that during the coming year you will avail yourselves of our staff and resources to help in any way possible in the development of your commercial relations with China.

With best wishes for the New Year.

Sincerely,

Christopher H. Phillips



February 5, 1976

Mr. William M. Batten  
Director  
J.C. Penney Company, Inc.  
1301 Avenue of the Americas  
New York, New York 10019

Dear Mil:

This will acknowledge with appreciation the receipt of J.C. Penney's 1976 membership dues in the National Council.

We are grateful for your continued support of the Council, and we hope that during the coming year your colleagues will avail themselves of our staff and resources to help in any way possible in the development of J.C. Penney's commercial relations with China.

Sincerely,

Christopher H. Phillips



January 10, 1977

Mr. Robert Boulogne  
Director, International Buying  
J. C. Penney Company, Inc.  
1301 Avenue of the Americas  
New York, N.Y. 10019

Dear Mr. Boulogne:

We acknowledge with appreciation your firm's 1977 membership dues in the National Council.

With a new leadership in both Washington and Peking, 1977 could be a significant year in the further development of U.S.-Chinese relations. Your continued support of the Council at this time is therefore particularly welcome.

Sincerely,

Christopher H. Phillips

CHP:jc



FYI/ACTION

DATE \_\_\_\_\_

	Action		Info.
PHILLIPS	<input type="checkbox"/>	_____	<input type="checkbox"/>
SEARLS	<input type="checkbox"/>	_____	<input type="checkbox"/>
LUDLOW	<input type="checkbox"/>	_____	<input type="checkbox"/>
DRISCOLL	<input type="checkbox"/>	_____	<input type="checkbox"/>
PHIPPS	<input type="checkbox"/>	_____	<input type="checkbox"/>
REYNOLDS	<input type="checkbox"/>	1. <i>slr</i>	<input checked="" type="checkbox"/>
JACKSON	<input type="checkbox"/>	_____	<input type="checkbox"/>
CAPERONES	<input type="checkbox"/>	2. <i>ppc</i>	<input checked="" type="checkbox"/>
POON	<input type="checkbox"/>	_____	<input type="checkbox"/>
KING	<input type="checkbox"/>	_____	<input type="checkbox"/>
GREEN	<input type="checkbox"/>	_____	<input type="checkbox"/>
PETERMAN	<input type="checkbox"/>	_____	<input type="checkbox"/>
COOPER	<input type="checkbox"/>	_____	<input type="checkbox"/>
MARTIN	<input type="checkbox"/>	_____	<input type="checkbox"/>
SIMMONS, A.	<input type="checkbox"/>	_____	<input type="checkbox"/>
SIMMONS, K.	<input type="checkbox"/>	_____	<input type="checkbox"/>
VELIE	<input type="checkbox"/>	_____	<input type="checkbox"/>
ROBINSON	<input type="checkbox"/>	_____	<input type="checkbox"/>
LAM	<input type="checkbox"/>	_____	<input type="checkbox"/>
	<input type="checkbox"/>	_____	<input type="checkbox"/>



# JCPenney

December 16, 1976

Mr. Christopher H. Phillips  
The National Council for  
United States-China Trade  
1050 Seventeenth Street, N.W.  
Washington, D.C. 20036

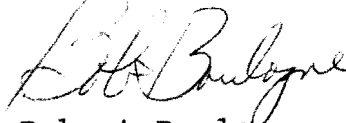
Dear Chris:

I have received your note regarding next year's dues. For your information Hal Eddins will be taking care of this. I am certain the Council will be getting our check accordingly.

Although Mr. Batten is now unable to be as active in this area, the JCPenney Company continues to be fully supportive in the promotion of trade between the United States and China and whatever help we can offer the Council towards this goal will be offered.

It would be appropriate to tell you at this time that I have enjoyed working with Suzanne Reynolds on your staff and think that her help and participation on the Importers' Steering Committee has been extremely useful.

Very truly yours,

  
Robert Boulogne

RB/lz





# JCPenney

JAN 20 1977  
SR

January 18, 1977

Ms. Suzanne Reynolds  
National Council for  
U.S.-China Trade  
1050 Seventeenth St., N.W.  
Washington, D.C. 20036

Dear Suzanne:

Finally here are the rewritten minutes of the December  
16th Textile Committee Meeting,

Best regards,



Robert Boulogne

RB/lz

cc - Veronica Yhap

ENC.



J. C. Penney Company, Inc.

MINUTES OF THE  
NATIONAL COUNCIL FOR UNITED STATES-CHINA TRADE

Thursday, December 16, 1976  
Held at the Springs Building  
104 West 40th Street, N.Y., N.Y.

The meeting was attended by the following members of the National Council for United States-China Trade-Textile Committee:

Barry, Mary	Auburn University, School of Home Economics
Baumann, Hans	Rudolph-Desco Co., Inc.
Boulogne, Robert	Co-Chairman, JCPenney Company, Inc.
Chang, Joseph	Tennant
Cooper, Resse	Gerli & Co., Inc.
DeKeijzer, Arne	NCUSCT (National Council for United States-China Trade)
Donnelly, Joseph	Chromolloy
Everett, James	Monsanto Chemicals
Fisher, Robert	George F. Fisher, Inc.
Goldberger, Paul	Tripac Int.
Gordon, Jim	United Merchants and Manufacturers
Harding, Edward	Springs Mills, Inc.
Heineman, Frank	Men's Wear International
Lee, Y.	Bill Lee Associates
Levinson, Max	M. Lowenstein & Sons
Link, J. E.	Celanese Corporation
Oxendine, Lynn	Texfi Industries, Stunzi Sons Silk
Pelzer, Marvin W.	Vera Industries
Reynolds, Suzanne	NCUSCT (National Council for United States-China Trade)
Shamash, Jack	S. Shamash & Sons
Shanks, Lewis	W.J.S. Company
Tung, John	Monsanto Chemicals
Yhap, Veronica	Co-Chairman, Dragon Lady Traders

Suzanne Reynolds opened the meeting by welcoming the largest group of Committee members ever to meet together. Representatives of greige goods, garments, silk, tapestry and fiber business attended the Textile Committee meeting.



She said that she would like to point out that more group effort is necessary as far as United States/China trade is concerned. She advised that the Committee was established in 1975 to help to improve the exchange of information with Chinatex. She indicated that the Chinese are more used to dealing with groups of people rather than individuals.

This Committee working with Chinatex has already had some success in resolving a few common problems.

- . Opportunities to buy in U.S. dollars
- . Ability to provide specific quality findings, not available in China such as snaps, zippers, others with some of Chinatex's branches
- . Obtaining reasonable amount of counter and sales samples
- . Acceptance of some customers' labels

She mentioned that U.S. dealings with the People's Republic of China differs substantially from their dealings with the European Market. The standards in the U.S. are more demanding especially in the areas of washability, shrinkage, packing, labelling and customers' own size specifications. Therefore, Chinatex needs more information and more help and that is why the Committee is so necessary.

Miss Reynolds introduced the people present. She mentioned that Veronica Yhap, Co-Chairman of the Textile Committee, heads the textile section and Robert Boulogne co-chairs the garment section.

Veronica Yhap suggested that with so many different interests represented in the textile group that it would be advantageous to form small sub-groups concentrating on their own specifications. These would arrange their own meetings but with either Veronica Yhap or Bob Boulogne present to coordinate their activity in the main Textile Committee. On this basis two additional groups were formed at this meeting.

- . A fiber group to be headed by Jerry Link which will basically represent the exporting interest for the fiber members.
- . A silk group with Messrs. Fisher, Baumann and Shamash deciding at a later date who is to head it (since this meeting Jack Shamash has been selected).

It was suggested that the entire Committee will meet twice a year. Its major project will be to outline a semi-annual report to be presented to Chinatex regarding the mutual problems of the textile importers and exporters as it regards China Trade. Each responsible group would complete its own section and the full report would be finalized at least one month prior to each Commodities Fair.

It was further noted that members of the Committee attending the Fair would attempt to set a convenient date to arrange a semi-formal meeting with Chinatex to present the report. Any discussions held at that meeting would then be reported to all of the members.

The next report will of course be aimed for the Spring Fair of 1977 and some of the suggested topics to be included in this report are:

1. Problems and complaints on deliveries, quality, communications, documentation, letters of credit, etc.
2. Market information updating Chinatex on United States' conditions from each of the four groups: textile, clothing, fiber exports, silk.

Veronica Yhap mentioned that Committee members had previously provided detailed statistical information on market trends and future projections and this data was well received by Chinatex.



Mr. Boulogne then passed a sheet (see attached) with statistical information obtained from the United States Department of Commerce. This compared the U.S. textile imports from China for the first nine months of 1977 with years 1973 to 1975. It was pointed out that these figures should help to maintain the proper perspective on Chinese textile imports into this country. In comparison with total United States imports, China's quantities are still minor and growth is very slow.

In addition to the attached statistics, it was pointed out at this meeting that fiber sales to China during the last Fair amounted to approximately ten million dollars. Silk members also indicated that raw silk imports also not included in the attached figures were about three million dollars for 1976.

The meeting continued with the following topics:

Quality Claims - The question was brought up that if merchandise is not as specified, how should one proceed with a claim?

Some members said they were afraid to complain because if one does not accept the merchandise, the supplier might not accept another order.

Many members of the Committee seem to agree it was hopeless to file a claim. Mr. Levinson said he had some damaged goods, mostly weaving defects, and he decided not to file a claim. He said he never told them about it but requested better inspections on future contracts.

Veronica Yhap indicated she also had damaged goods but she stressed that a friendly way should be used to try to settle claims, and that Chinatex will be fair.

The entire group agreed that the question of claims and settling of same should be included in the next report.

Inspection - It was pointed out that inspections have to be improved. Chinatex should be made aware that such inspections would benefit both parties. More inspections by buyers should be allowed to reduce quality problems.

It was suggested that an international inspection company be identified to help in this area. Some members mentioned that Superintendents has done work in other international markets and they might be also effective in China.

Veronica Yhap asked if the Chinese require an inspection clause on U.S. fiber exports. The representatives of the fiber companies commented that they sell against specifications and these are very specific and very demanding. It was mentioned that the Chinese do not allow tolerances on their purchasing.

Silk Problems - The silk representatives indicated they were having the following problems:

- a) Inadequate description of merchandise
- b) There is no way to tell where goods come from (which mill manufactured it)
- c) Some bales come from different areas and are mixed together
- d) Goods can have dyestreaks

The silk representatives further stated that when they purchase similar merchandise from Japan the producers are careful not to mix bales and indicate different manufacturing points. The result is that it is much easier to get to the root of the problem. It was stated that in the fiber business goods have to be coded. If not, it is very difficult should merchandise have to go back to the laboratories.

Other Problems

A Committee member said that the Chinese were very unwilling to give out information. There does not seem to be any even exchange. We are always asked for more information. We keep giving but receive little from their side.



Other various problems were brought out:

- . Lack of documents upon arrival of goods
- . Frequent request for Letter of Credit amendments
- . Chinese do not consider late delivery as a breach of contract
- . In one instance communication problems were the cause of a cancellation of large parts of a contract
- . There is a penalty for lateness in selling to them, why not a penalty against their late shipments?

It was said that in China time is not of the essence. They do not fully understand our urgent needs or timing but we have to have leeways in timing with banks, letter of credits, documents, etc.

#### Comments on the Last Fall Fair

Committee members reported that:

- . Chinese were not as cooperative in the last fair. Their attitude was that the market was going to improve and no concessions on prices were given.
- . Chinese indicated they base their prices on World Cotton prices. They felt that prices could go higher and were apparently waiting for such higher prices. It was stated however China had no wage increase in ten years.
- . Some of the members stated that cotton towel and bed sheet prices were the same this year as last year, but silks were up 5%, garments were up 25%, wool was also up.
- . Most Committee members visiting the Fair had the impression that China did not need the business and was oversold.

- . Some members criticized the type of tactic used by the Chinese, whereas, if one asks for a certain construction and it is not available, they offer a program with entirely different construction expecting the buyer to accept such changes. Such tactics are also used to give some customers so called "exclusivity."
- . The feeling among the group was that China should decide more carefully with whom they want to do business. Too many new customers are being invited inspite of short supplies. Older customers are often cut-back to accommodate new ones. It should be stressed to China that continuity of programs and dependence of buyers on needed quantities is very important.

#### Meeting with Chinatex at the Fair

Veronica Yhap reported on her meeting with Chinatex during the Fall Fair and some of the following comments were brought up:

1. The question came up on the possibility of having one fair yearly. This however was discounted and the Chinese will continue to hold two fairs a year. The question was also raised of having "mini fairs" in textiles. The Chinese however said they had no plans for this as it was not practical to do so at the moment.
2. From their side China complained that U.S. buyers are extremely demanding. They also mentioned that some U.S. firms are applying to China for visitors visas and then cancelling trips after receiving the invitation.
3. At the meeting representatives of Chinatex also stated they felt the situation would be better next year and that production would increase.





Chinatex - Next Visit to the United States

Veronica Yhap mentioned that she had again recommended to Chinatex that they visit this country again. A visit in early spring, before the Spring Fair, would be the best timing.

The Committee members agree we must receive a firm date early and that at least four-weeks notice be given otherwise it is hard to make necessary plans.

Suzanne Reynolds stated that, as this would be Chinatex's second visit to the US, the Corporation wanted a more flexible schedule, allowing it more time to visit with old customers. A tightly structured program such as was conducted last time to give the delegation an introduction to the textile market would not be necessary this time.

Although the delegation would prefer to come on its own, The State Department insists that a delegation have a designated host, and has approved the National Council for United States-China Trade. It was agreed that no plans could be made at this time and that future notice from the Chinese would be awaited.

With this the meeting was adjourned.

THE NATIONAL COUNCIL FOR UNITED STATES - CHINA TRADE

Textile Committee  
December 16, 1976

U.S. IMPORTS FROM CHINA  
((\$000))

	<u>1973</u>	<u>1974</u>	<u>1975</u>	<u>1976</u> (up to September)
COTTON FABRICS	7,235	25,640	26,249	25,500
SILK FABRICS	455	124	195	590
HAT BODIES	268	771	1,785	1,700
MADE-UP TEXTILES	323	418	1,668	2,520(towels, linen, etc.)
CARPETS	1,388	698	857	2,500
CLOTHING	1,565	5,485	8,838	9,080*(see breakdown)
TOTAL TEXTILE	11,234	33,136	39,592	41,890
TOTAL IMPORTS	64,800	114,700	157,260	145,000

\*1976 Breakdown

Clothing - textile fabrics, not knit or crochet	4,772
Accessories - textile fabrics, not knit or crochet	1,558
Clothing - accessories of leather	94
Clothing, accessories - knit or crochet	1,735
Millinery, hats & caps.	927



# JCPenney

FEB - 9 1977

~~ER~~  
Amy

February 2, 1977

Ms. Suzanne R. Reynolds  
THE NATIONAL COUNCIL FOR  
UNITED STATES-CHINA TRADE  
1050 Seventeenth Street, N.W.  
Washington, D.C. 20036

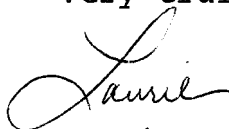
Dear Suzanne:

As per our telephone conversation of today's date,  
Mr. Boulogne would appreciate if the attached  
memorandum is typed on the National Council's  
letterhead and distributed to Messrs. Link and  
Shamash with copy to Mr. Krieger.

sent out  
2/9/77 - adm

Many thanks for your help,

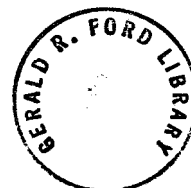
Very truly yours,



Laurie Zampardi  
R. Boulogne's secretary

/lz

ATT.



TO: J. Link  
J. Shamash

As agreed during our most recent Textile Committee Meeting we plan to prepare a report for China National Textile in time for the next Kwangchow Spring Fair.

The purpose of this report is twofold:

- . To clearly point out to the Textile Corporation the more serious problems being encountered with the majority of textile trades. Such problems are to be substantive and constructive suggestions to improve them would be helpful.
- . To report to Chinatex on the most recent market conditions and future trends as we see them in the various areas in which we are trading. The more informative we are the more creditability we will build with Chinatex which in turn should place us in a better position to resolve our mutual problems.

It is suggested that either a meeting be held within your group or if this is not possible that a questionnaire be sent to various interested parties which you feel can make a contribution towards this report.

Don't forget the deadline for this report is March 15th.

FROM: Textile Committee  
Co-chairman Veronica Yhap  
Co-chairman Robert Boulogne

cc - G. Krieger



Call

# JCPenney Purchasing Corporation

May 11, 1982

Ms. Carolyn Brehm  
Director, Importer Services  
The National Council for  
United States-China Trade  
1050 Seventeenth Street, N. W.  
Washington, D. C. 20036

Dear Ms. Brehm:

Please put the following people from the JCPenney Company, 1301 Ave. of the Americas, New York, N. Y. 10019, on the mailing list for the China Business Review:

H. P. Eddins ✓  
W. R. Howell ✓  
D. F. Miller ✓  
J. F. Tierney ✓  
J. J. Kennedy ✓  
W. H. Sinfield ✓  
J. A. McConville ✓  
W. B. Tygart ✓  
T. J. Lyons ✓

Please delete W. J. Nepl.

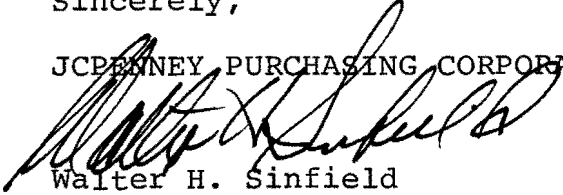
Please add the name of our Far East Manager, Mr. Richard Stanton - whose address is:

JCPenney Purchasing Corp.  
Suites 1104-06  
Peninsula Centre  
Tsimshatsui East  
Kowloon, Hong Kong

Thank you very much.

Sincerely,

JCPENNEY PURCHASING CORPORATION

  
Walter H. Sinfield  
Executive Vice President

WHS:fd



LINE 1: KEYLINE	PREFIX	NAME	ENTRY DATE	CABLE ADDRESS
LINE 2: LIST CODES	STATUS	TITLE	TX DATE	ADDRESS 1
LINE 3: SIC CODES	CAT.CD	COMPANY	PHONE #	ADDRESS 2
LINE 4: BULK CODE # OF COPIES		PARENT	TELEX #	CITY/STATE/ZIP

*3*10019EDDI*2H1301*	MR	H P	EDDINS	08/81	21295
AR	A			10/81	1301 AVENUE OF THE AMERICAS
	1	J C PENNEY CO INC		(212) 957-4321	NEW YORK NY 10019
		J C PENNEY CO INC			

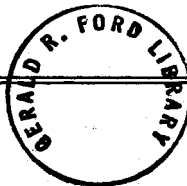
*3*10019NEPP*1W1301*	MR	W J	NEPPL	08/81	21295
PR	A	EXECUTIVE VICE PRESIDENT		10/81	1301 AVENUE OF THE AMERICAS
	1	J C PENNEY CO INC		(212) 957-4321	NEW YORK NY 10019
		J C PENNEY CO INC			

*3*10019SINF*4W1301*	MR	WALTER H	SINFIELD	01/82	
TEX	A	DIRECTOR OF INTL BUYING		01/82	1301 AVE OF THE AMERICAS
	1	J C PENNEY CO INC			NEW YORK NY 10019
		J C PENNEY CO INC			

SUB TOTAL FOR (PENNEY CO INC) = 3



INVOICE		DESCRIPTION	JCP CODE	AMOUNT	
NUMBER	DATE			DOLLARS	CTS.
	4/14/82	1982 Annual Membership Dues	7460 980001	7,500	00
			TOTAL AMOUNT OF CHECK	7,500	00





美中贸易全国委员会

The National Council for United States-China Trade

1050 Seventeenth Street, N.W.  
Washington, D.C. 20036

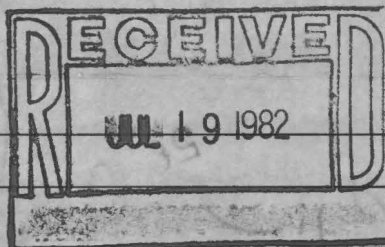
Telephone (202) 828-8300

STATEMENT

Mr. Walter H. Sinfield  
Director, International Buying  
J.C. Penney Company, Inc.  
1301 Avenue of the Americas  
New York, NY 10019

Date: April 14, 1982

*Give Ray ck #*



DESCRIPTION

AMOUNT

1982 Annual Membership Dues

\$7,500.00

*H Buddies*

AMOUNT DUE

\$7,500.00

7460 980001

7500 00

Dues payable upon receipt

PLEASE RETURN PINK COPY WITH YOUR REMITTANCE





NATIONAL ARCHIVES AND RECORDS SERVICE  
WITHDRAWAL SHEET (PRESIDENTIAL LIBRARIES)

FORM OF DOCUMENT	CORRESPONDENTS OR TITLE	DATE	RESTRICTION
Invoice	Invoice form with copy of check from J.C. Penney Co. for 1982 Annual Membership Dues for the National Council for United States-China Trade—open with account number redacted	07/13/1982	C

FILE LOCATION

National Council for U.S.-China Trade Records, Box 216, folder "J. C. Penney Co. Inc."

RESTRICTION CODES

- (A) Closed by Executive Order 12356 governing access to national security information.
- (B) Closed by statute or by the agency which originated the document.
- (C) Closed in accordance with restrictions contained in the donor's deed of gift.

EMD 11/12/2013



美中贸易全国委员会

The National Council for United States-China Trade

1050 Seventeenth Street, N.W.

Telephone (202) 828-8300

JCPenney

J. C. PENNEY COMPANY, INC.  
NEW YORK, NEW YORK 10019

562800

№ 958515

JUL 13 1982

CHEMICAL BANK  
277 PARK AVE., NEW YORK, N.Y. 10017

1-12  
210

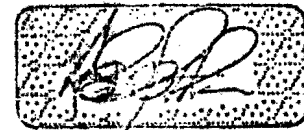
PAY

EXACTLY ~~SEVEN~~ **7.500** AND ~~SIXTY~~ **00** CTS

TO THE  
ORDER  
OF

The National Council for United States-  
China Trade  
1050 17th Street, N.W.  
Washington, D.C. 20036

J. C. PENNEY COMPANY, INC.



J. C. PENNEY COMPANY, INC.

es

CHEMICAL BANK

INVOICE		DESCRIPTION	JCP CODE	AMOUNT	
NUMBER	DATE			DOLLARS	CTS.
	4/14/82	1982 Annual Membership Dues	7460 980001	7,500	00

TOTAL AMOUNT  
OF CHECK

7,500 00

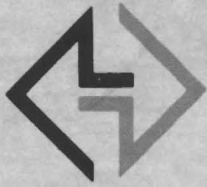
JCP-5137 (REV. 9/77)

562800

Bo - Check to Rick 7/19/82.  
Pat

Note: Could not  
find yellow  
invoice so  
made copy of print.





美中贸易全国委员会

The National Council for United States-China Trade

1050 Seventeenth Street, N.W.  
Washington, D.C. 20036

Telephone (202) 828-8300

S T A T E M E N T

Mr. Walter H. Sinfield  
Director, International Buying  
J.C. Penney Company, Inc.  
1301 Avenue of the Americas  
New York, NY 10019

Date: April, 14, 1982

DESCRIPTION

AMOUNT

1982 Annual Membership Dues

\$7,500.00

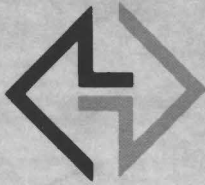
AMOUNT DUE

\$7,500.00

Dues payable upon receipt

**PLEASE RETURN PINK COPY WITH YOUR REMITTANCE**





美中贸易全国委员会

The National Council for United States-China Trade

1050 Seventeenth Street, N.W.  
Washington, D.C. 20036

Telephone (202) 828-8300

S T A T E M E N T

Mr. WLJ. Nepp  
Executive Vice President  
J.C. Penney Co. Inc.  
1301 Avenue of the Americas  
New York, NY 10019

Date: December 4, 1981

DESCRIPTION

AMOUNT

1982 Annual Membership Dues -- Code 1

\$7,500.00

AMOUNT DUE

\$7,500.00

Annual Dues Payable in January, 1982

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美中贸易全国委员会

The National Council for United States-China Trade

1050 Seventeenth Street, N.W., Washington, D.C. 20036 Cables: USCHINTRAD Telex: 89-7416 Telephone (202) 828-8300

July 23, 1982

Mr. Walter H. Sinfield  
Director, International Buying  
J.C. Penney Company, Inc.  
1301 Avenue of the Americas  
New York, NY 10019

Dear Mr. Sinfield,

We acknowledge with appreciation your firm's 1982 dues in the National Council.

Your continued support of the National Council is greatly valued and we welcome your active participation in the Council's work during the year. We look forward to working closely with you and to responding to questions and suggestions you may have from time to time.

Sincerely,



Roger W. Sullivan  
Vice President

RWS/bb

