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THE UNITED STATES AND CHINA

BY WEI-CHING W. YEN

Second Secretary of the Imperial Chinese Legation in Washington

This article is one of a series of papers published by the American Association for International Conciliation. It is an excellent presentation, by a distinguished and highly educated Chinese official, of the Chinese attitude of sincere friendship for America and the Americans.—EDITOR.)

THE Hon. John W. Foster, in a magazine article on China and her present conditions, asserts that "probably in no previous period of the history of the human race has there been awakened such concentrated attention to one portion of the earth and its inhabitants." One might add to this dictum and declare that from the very begin-



Ming pagoda, Imperial Gardens, Peking.

ning of China's intercourse with the West, her people and her civilization have been a fruitful and apparently interesting subject to contributors to magazines and makers of books. She has been lauded to the skies by some and picturesquely abused by others. One author inscribes in a weighty volume the distinctly peculiar and ridiculous phases of Chinese life, and by his amusing stories adds to the gaiety of the nations. Another, a distinguished statesman, contents himself with an inventory of the mineral wealth of the Empire, and hopes to rouse the interest of his countrymen through the spirit of commercialism. Between the globe-trotter, who spends his week in each of the principal treaty-ports, and the missionary, who has lived in Chung Kuo so long that he actually becomes homesick when he visits his native land, there has arisen a literature on things Chinese that is at once bizarre and learned.

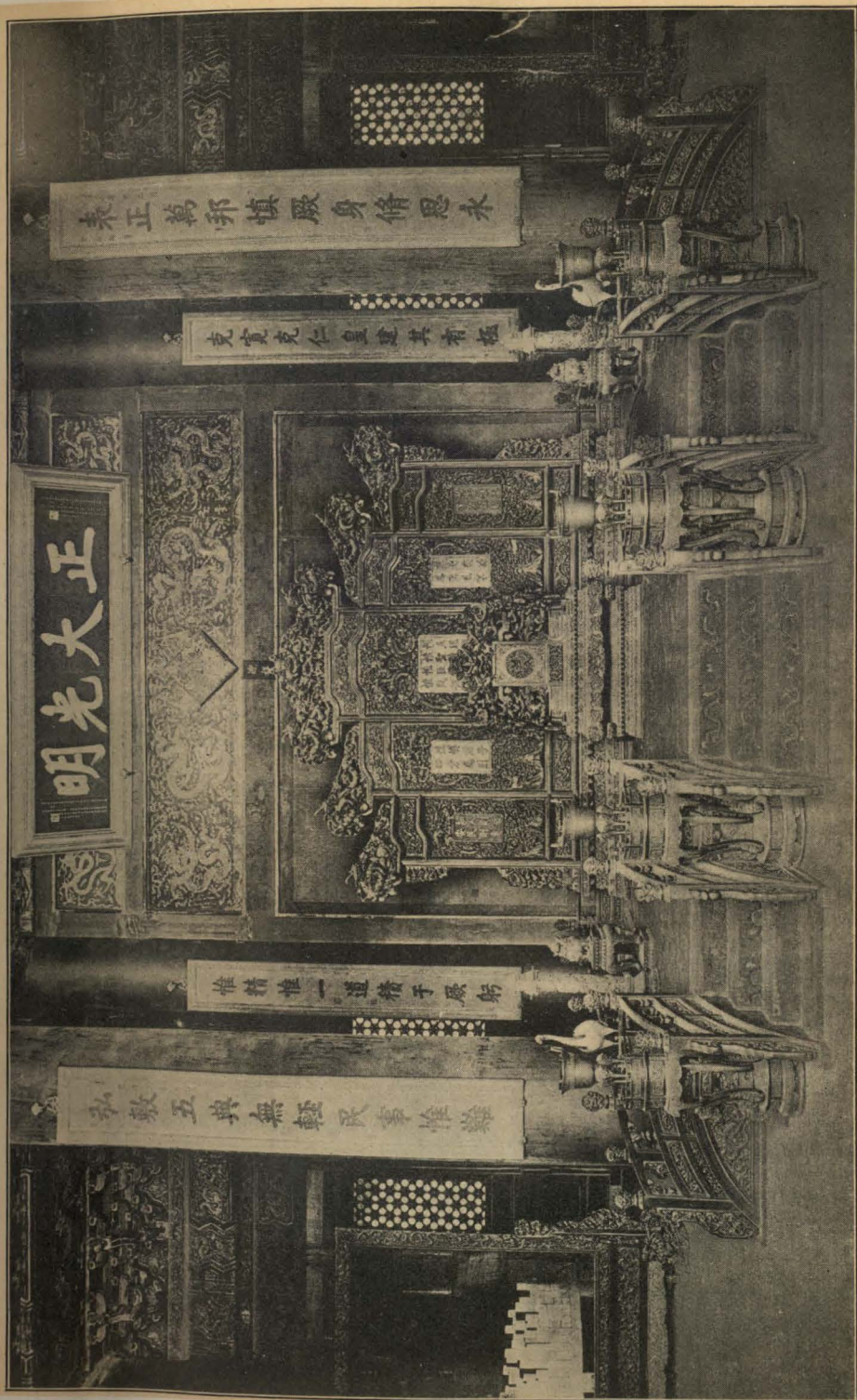
The singular feature of this outpour of printed matter is that it is almost entirely the result of the labors of foreign writers. Until very recent years, there were very few of our people who had mastered foreign languages, and who could express their views of the past and present of their country to the West. Nor did the Government realize, and, indeed, has not yet realized, the tremendous advantages of inspiring and paying for "write-ups" to secure the good-will and approval of the world. Whether she is praised or abused, China has pursued the even tenor of her way, acting according to her best light and to her sense of right and wrong.

We have a saying that between right and wrong the public is an equitable judge; or in the words of Sir Robert Hart, "they (the Chinese) believe in right so firmly that they scorn to think it requires to be supported or enforced by might." That this saying is based on a correct philosophical conception and that our belief is also the guiding principle of the great men of other nations is proved by the numerous foreign statesmen and writers

that have rushed to our defense whenever the honor and fair name of China have been unjustly assailed or her actions misconstrued. Nothing in the history of the foreign relations of the Empire has afforded us more gratification and filled us with more pride and hope than the staunch friendship and deep affection which so many foreigners, generally the ones that know us best, have for China.

It is hardly possible to restrain a smile when we read that "no one knows or ever will know the Chinese, the most comprehensible, inscrutable, contradictory, logical, illogical people on earth." This sounds something like a characterization, in a comic paper, of woman, and is not to be taken seriously. The fact is, we are very much like other human beings, with to be sure some peculiarities, due to centuries of segregation from other nations. But we have essentially "the same hopes and fears, the same joys and sorrows, the same susceptibility to pain and the same capacity for happiness." With increased and better acquaintance of the world through travel abroad and reading at home, the representative men of our country will lose many of the traits and discard many of the customs that seem peculiar to Westerners. Indeed, we have already a class of cosmopolitans, men who have enjoyed educational facilities abroad, and who are as much at home in London or New York as in Peking.

In recent years, a revolution has taken place in our world of thought. Always a nation that delighted in books and worshiped literary talent, we have had a literature equal in extent and quality to that of Greece or Rome. Very few Westerners who have mastered our language have not echoed and re-echoed the sentiment that "untold treasures lie hidden in the rich lodes of Chinese literature." This mine of intellectual wealth has been enriched by the translation of the best works of the West. John Stuart Mill, Huxley, Spencer, Darwin and Henry George, just to mention a



few of the leading scholars of the modern age, are as well known in China as in this country. The doctrine of the survival of the fittest is on the lips of every thinking Chinese, and its grim significance is not lost on a nation that seems to be the center of the struggle in the Far East. Western knowledge is being absorbed by our young men at home or abroad at a rapid rate, and the mental power of a large part of four hundred millions of people, formerly concentrated on the Confucian classics, is being turned in a new direction—the study of the civilization of the West.

Socially an agricultural people is being transformed in a sudden into a manufacturing and industrial nation. New desires have given birth to new wants: the railway and the steamship must take the place of the mule cart, the sedan chair and the house-boat; gas and electricity supplant the paper lantern and the oil lamp; the roar of the loom bewilders the factory girl who has been used to the hand-weaving machine; and the smoke of factories and arsenals threatens to soil the blue of our skies and make hideous the exterior form of nature as it has done in the West. The foreign trade of Shanghai is already greater than that of Boston, while the greatest seaport in the world, measured by the tonnage of its vessels, is the island of Hongkong, a stone's throw from Canton.

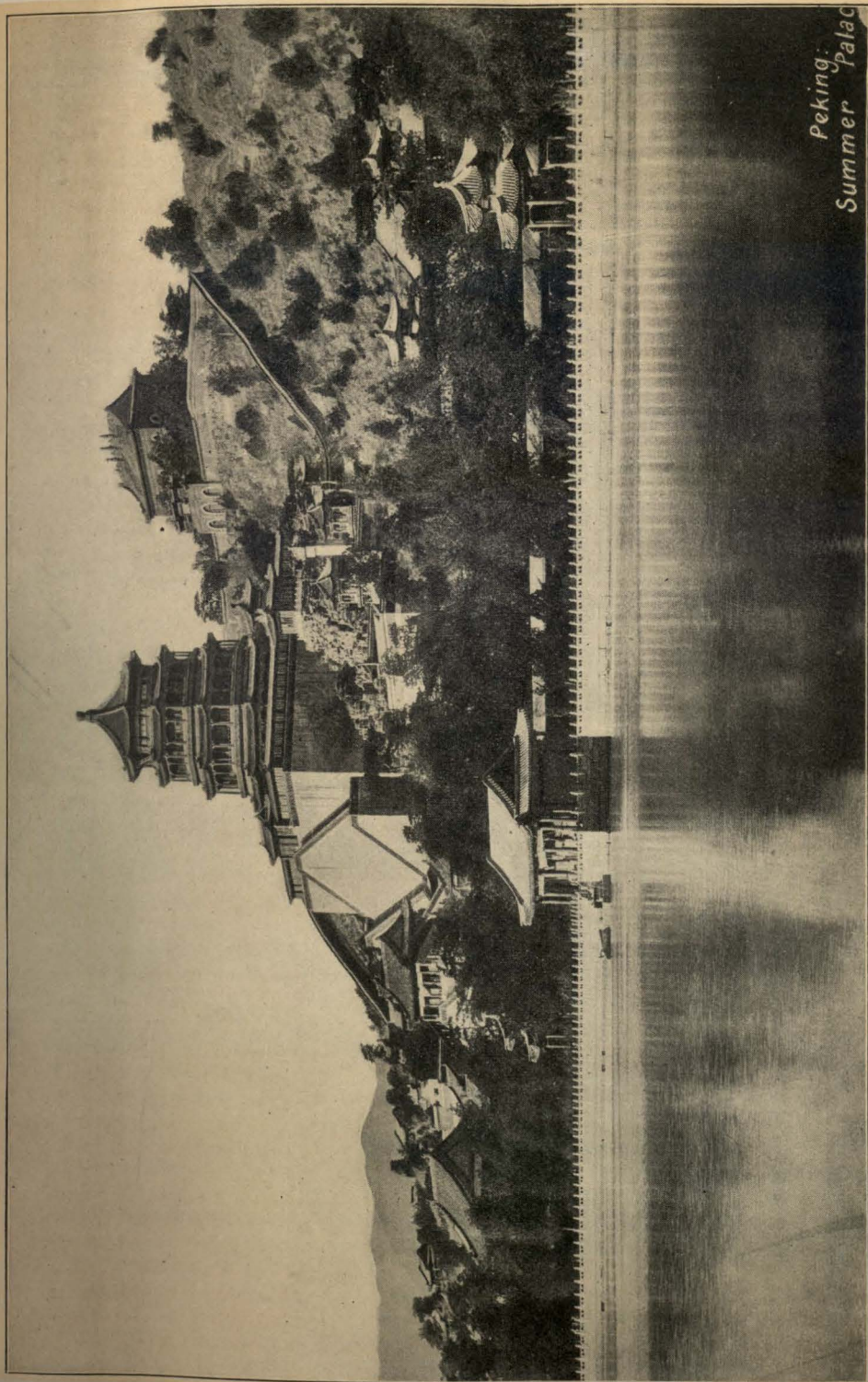
There is a public opinion in China now that makes itself heard and obeyed. No longer is it possible to hold to the conception that China stands for a few men in power and that their will is the law of the land. As Mr. Elihu Root has recently expressed it, "The people now, not Governments, make friendship or dislike, sympathy or discord, peace or war between nations." The people of China are gradually coming to their own, and with the elaborate preparations now being made for a constitutional government, it is only a question of a few years when a Chinese parliament becomes an established fact, and

another member of the human family added to the ranks of liberal government.

There are many reasons why China and the United States of America should be the best of friends. Geographically, we are the two continental countries situated on the opposite shores of the Pacific Ocean. With the annexation and the acquisition by the United States of the Hawaiian and the Philippine Islands, we have become next-door neighbors. The completion of the Isthmian Canal, an event looked forward to with great interest by the whole world, will bring the Atlantic seaboard and the Mississippi Valley weeks nearer the trade of the Orient. It is a logical consequence and a consummation devoutly to be wished that the relations between the ancient Empire and the young Republic should grow more intimate every day.

From the time of Caleb Cushing, the American Minister who arrived in China in 1844, bearing a letter from President Tyler to the Emperor Taoukuang, Chino-American relations have always been friendly. If, as the Emperor Taoukuang used to command his ministers of State to impress on the foreign representatives, the Celestial Empire prides itself on keeping good faith in its promises and agreements, the United States has also taught China to believe through experience that it may be trusted to do what is right and just. The several treaties concluded between the two nations have been on the one hand honorable to the United States, and on the other, fair to China. When China desired to establish diplomatic relations with the Powers, it was also an American, the Hon. Anson Burlingame, that was given the coveted position of an envoy. The refusal of the United States of America to participate in the opium traffic, or in the coolie trade, the absence on her part of any desire to encroach on the territorial rights of China, her action in contending for the integrity of China, the recent remission of a part of the Boxer indemnity, and her willingness, in general,

Peking:
Summer Palace



to give China a square deal, have not failed to make a very favorable impression on our people. If there is one commendable quality in our people conspicuous by its presence, it is that of not forgetting a good turn, and the good offices of this country are and will be appreciated by us for many years to come.

The twentieth century is pre-eminently the century of international commerce. The struggle for fresh markets, to dispose of the surplus products of the field and the factory after the full supply of home consumption, is a very keen one. China, with her teeming population gradually being infected with the desires and wants of the twentieth century, but possessing only the facilities of an agricultural people to gratify them, will become the biggest buyer of the world in the near future. A large share of this trade will come to America, if the statesmen and merchants of America are wise enough to seek for it. Ultimately, the national welfare and prosperity of the United States must depend on foreign markets and the securing of the commercial prize of the Orient is a *coup* worthy the attention and thought of all patriotic Americans. In this competition for commercial supremacy, the good-will of our people is an asset not to be despised by this nation.

It would be a reflection on the intelligence and character of the people of the United States, however, were an appeal for closer relations between the venerable Empire and the young Republic to attract attention and derive interest simply through the spirit of commercialism. The present century is the century of internationalism, remarkable for the growth of exchange of ideas and ideals, as well as of merchandise and commodities. In no former age has the civilization of the East come into such close contact with that of the West. The East has made and is making an honest effort to study the thought and the institutions of Europe and America, while this country in particular of the na-

tions of the West is endeavoring to understand the spirit of the East. China has had a civilization of four thousand years, and has contributed much to the progress of the world. Scores of discoveries, which have helped to increase the happiness and welfare of mankind, must be credited to us. But best of all, the Confucian school has evolved a type of manhood with many virtues to commend and deserving the serious study and imitation of other nations. Chinese civilization, being based on a moral order, has imbued its exponents with a profound respect and love for the moral relations. It is true very often the spirit of the teachings of Confucius is lost in the empty forms of ceremony and idle phrases of etiquette, but the centuries of discipline could not but leave its imprint on our people. We find, therefore, often a spirit of ministerial loyalty to the Emperor, of filial piety to one's parent, of devotion on the part of wives to their husbands, of affection between brother and brother, and of constancy to friends that are not emphasized in other civilizations. Simplicity of living, patience under suffering, industry, contentment and an optimistic spirit, persistence in one's undertaking and the power to endure are some of the virtues which have made Chinese civilization so stable and so venerable. Then there is the devotion to and worship of letters, politeness towards all, respect for and obedience to the law, and last, but not least, the love for peace and tranquility. If, therefore, China is poor in mechanical appliances and scientific knowledge, she may be wealthy in those virtues which add to the happiness and quality of the life that is lived. In the words of an eloquent writer, Europe and America, looking across the ocean to the Far East, should be anxious, "not, indeed, to imitate the forms, but to appropriate the inspiration of that ancient world which created manners, laws, religions, art, whose history is the record not merely of the body, but of the soul of mankind, and whose



spirit, already escaping from the forces in which it has found partial embodiment is hovering even now at your gates in quest of a new and more perfect incarnation."

In the hundreds of Chinese students in this country that are earnestly and industriously absorbing the best the colleges and universities can impart to them, there exists a mighty bond of

The influence of such strong young men, the future leaders of China, over their country's predilections and policies will be enormous. Having been fully saturated with American ideas and ideals, they will transport them to and distribute them among their own countrymen. "They will be able to modify the public opinion of their countrymen that half a century of



Ha Ta Men, Peking.

union and an unwritten alliance between China and America. These young men, as one of them strikingly expressed it, form a bridge across the broad expanse of the Pacific Ocean, on which American learning, American ideals, American institutions, American inventions, and American manufactures are and will be conveyed to China.

ordinary contact with the Occident cannot modify. They will be able to insure a peace and trade in the Far East that treaties and military forces cannot insure. In one word, these students will be the most effective instruments through and with which American civilization or rather American university education can exert its wonderful influence on the new China."



Peking:
Great Wall near Nankou.

Great wall, near Nankou, China.

AMERICAN PROSPECTS IN CHINA

BY T. C. WHITE

(No American in China is better posted on Chinese affairs than Mr. T. C. White, who has lived in China for years, is in the United States Consular Service, speaks the Chinese language fluently, and has a Chinese wife, who was the First Lady-in-Waiting to the late Empress Dowager. Mrs. White is the daughter of one of China's greatest statesmen, and is a woman of the highest cultivation. Under these circumstances, Mr. White's article is of peculiar interest and value.—EDITOR.)

General Condition.

SINCE THE rather abrupt close of the Russo-Japanese War in 1905, business in China has been in a more or less unsettled condition, owing to the unsettled state of affairs which naturally follows the close of a big war, and to the fact that the import firms and business houses in China were carrying such immense stocks of general cargo on hand, which they expected to sell to the belligerents. They found, however, that instead of selling, it was necessary for them to carry their imports for a considerable length of time before disposing of them, which involved serious loss and caused a general depression in imports. In 1907-8-9, just when business was beginning to pick up a little, exchange rose to such a high premium, and gold became so dear that very little import business was done compared to former years. Exchange has improved of late, and in consequence business generally looks brighter, and as there does not appear to be any immediate prospect of gold becoming dear again, business should steadily improve.

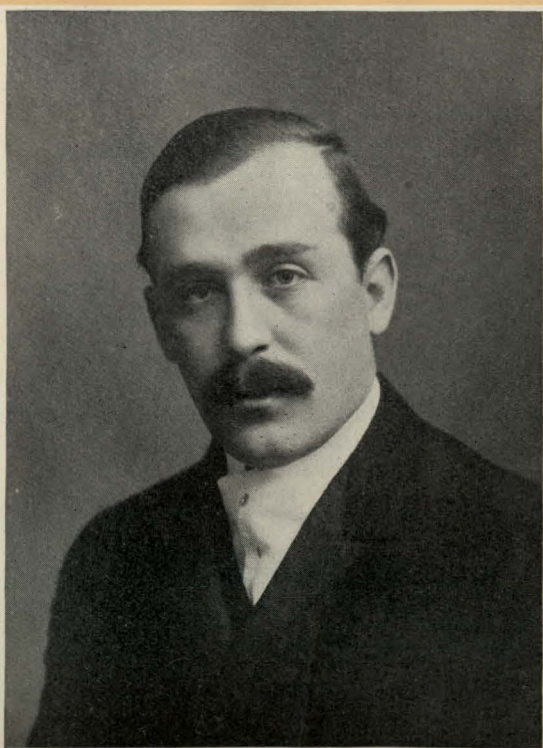
American Imports.

It would be very difficult to give a fair estimate of what our imports to this

country amount to per year, owing to the fact that a very large part of these imports are carried in foreign bottoms and are given in the customs statistics as being from the countries to



Central police station, Shanghai.



Mr. T. C. White, of American Consulate, Shanghai, and Mrs. White, formerly Lady Yu, First Lady-in-Waiting to the late Empress Dowager.

which the ships carrying the cargo belong. Suffice it to say that at the present time, American goods imported into China are as nothing compared with those from other countries, and it is of the utmost importance that our business men and manufacturers should spend time and money to ascertain why this is, and what methods other countries have adopted in order to get the trade of China. Germany is an excellent sample of what can be done by studying a situation thoroughly, spending plenty of time and money, and pursuing trade systematically and persistently. They are undoubtedly in the lead at the present time, and their trade is steadily increasing. They are gradually forging ahead of the British and getting their trade. How is this being done?

First, because of the fact that Emperor Wilhelm and the German Government have considered trade prospects very carefully and used every effort possible to induce their merchants and manufacturers to send competent representatives to China and other countries to study carefully the situation and business methods and to familiarize themselves thoroughly with conditions existing in the countries where they wish to do business. The methods for extending their trade and enlarging their business in China which have been adopted are quite evident to any one who may care to look into the subject, and the systematic way in which they have organized their campaign is most praiseworthy and sure to bring success. In each of the consulates in China they have one or more men who do nothing but look after trade prospects and give all assistance possible to their merchants on the spot.

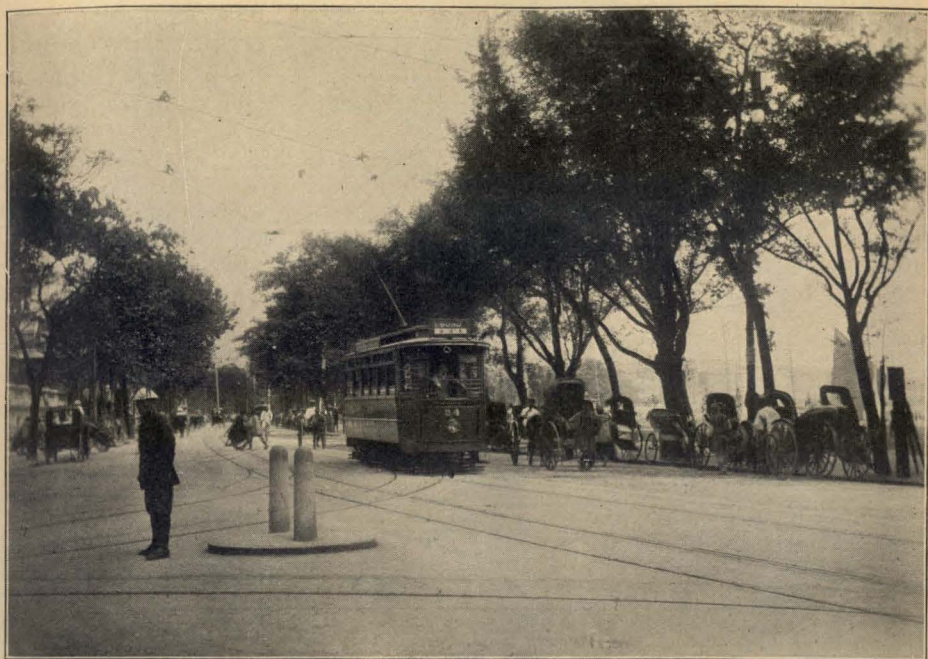
Germany has been the most successful of any of the countries represented in China in securing Government contracts. This has been accomplished through the efforts and assistance of their Minister in Peking and their consular service. They have established a reputation for being very painstaking in the execution of their

contracts and delivering goods as ordered, and seeing that they are up to standard in material and finish. In the past few years, Germany has cut into the English trade to a very great extent by these thorough methods, and owing to the lax way in which the English merchants are attending to their trade. The fact of the matter is, that all of the countries doing business in China will have to wake up, or their trade will be cut into more and more every year by the Germans.

America is and has been doing absolutely nothing to get into this market, notwithstanding the fact that the most friendly feelings are entertained toward us by the Chinese people. The students who have been sent to America are returning with glowing accounts of our country and people, and are asking why it is that our merchants do not make some effort to do business with this part of the world, and well they might, for the prospects for America in China were never so bright as just now.

Business Methods.

It is absolutely foolish for our business men and manufacturers to think that they can send a man out to China with his gripsack and samples, as we do at home, for such a thing would be an utter impossibility. American ideas of business and its methods are as different from the Chinese as day is from night, and in order for us to trade with this country, it will be absolutely necessary for us to organize a campaign similar to that of Germany, spend time and money in sending out bright, wideawake men to study the situation thoroughly, and to adopt the methods of trade obtaining out here. It is, of course, very difficult for our people who have never been in China to appreciate the true situation, and it will only be by actual experience in the field that the proper knowledge will be gained. There never was a time in the history of China when her people were so much interested in foreign goods, and the time is now ripe



The Bund, Shanghai.



Bubbling Well road, Shanghai.

for a very large trade with this country, and American manufacturers with little trouble will find that the Chinese are willing to meet us more than half-way. It is only within the last few years that China has come to realize that America is purely and simply a commercial nation, seeking trade only, and not, like the other first-class powers, all of whom have a slice of China's territory. They now know that any dealings they may have with

establish a permanent exhibit of their goods, preferably in Shanghai, which is the entry port for all imports supplied to the northern part of China and the Yangtse Valley, where Chinese merchants could come and see what they are buying. The Chinaman is like the man from Missouri: he thoroughly believes what he sees. This would cost quite a considerable amount of money, but distributed between a number, would make the cost

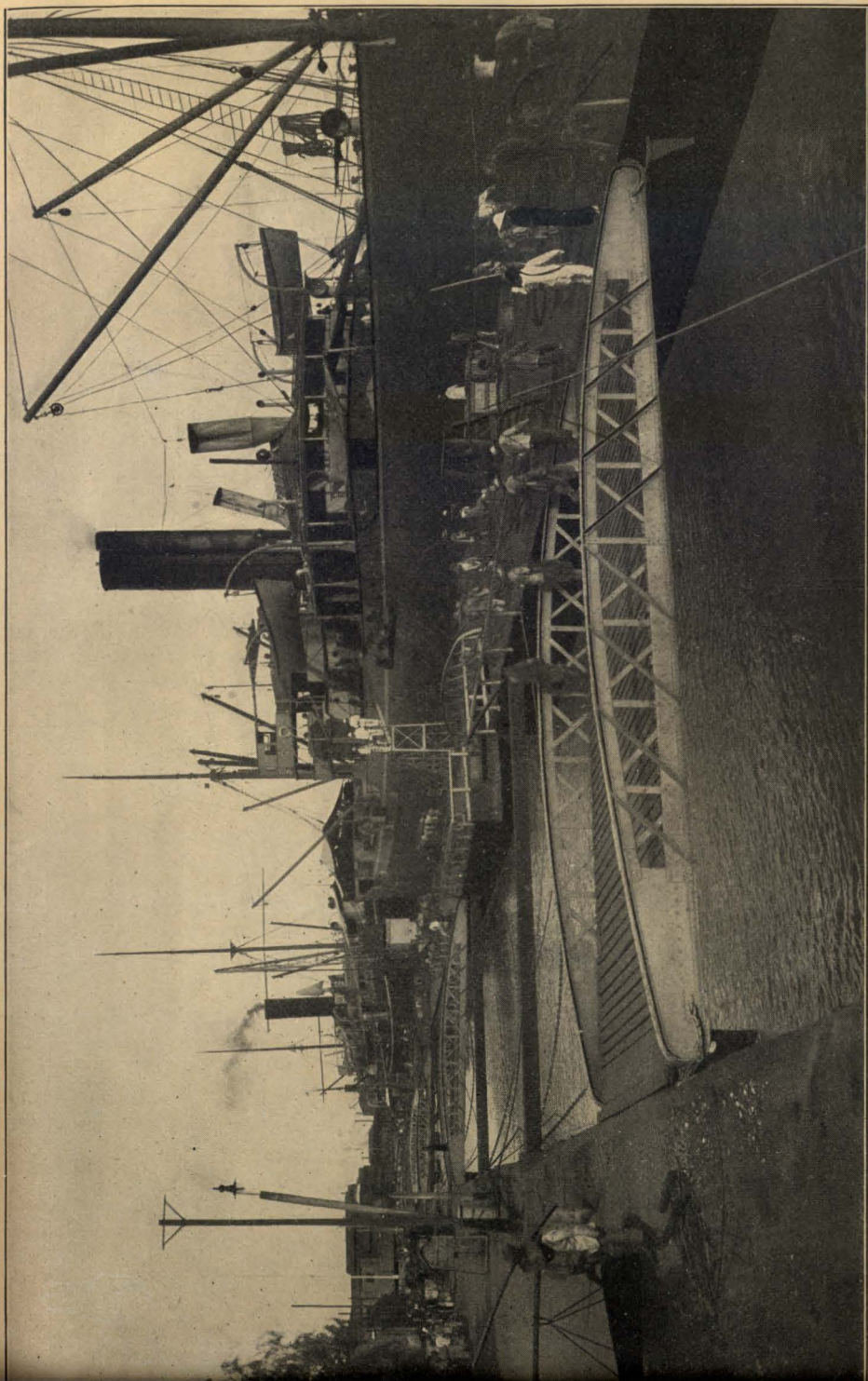


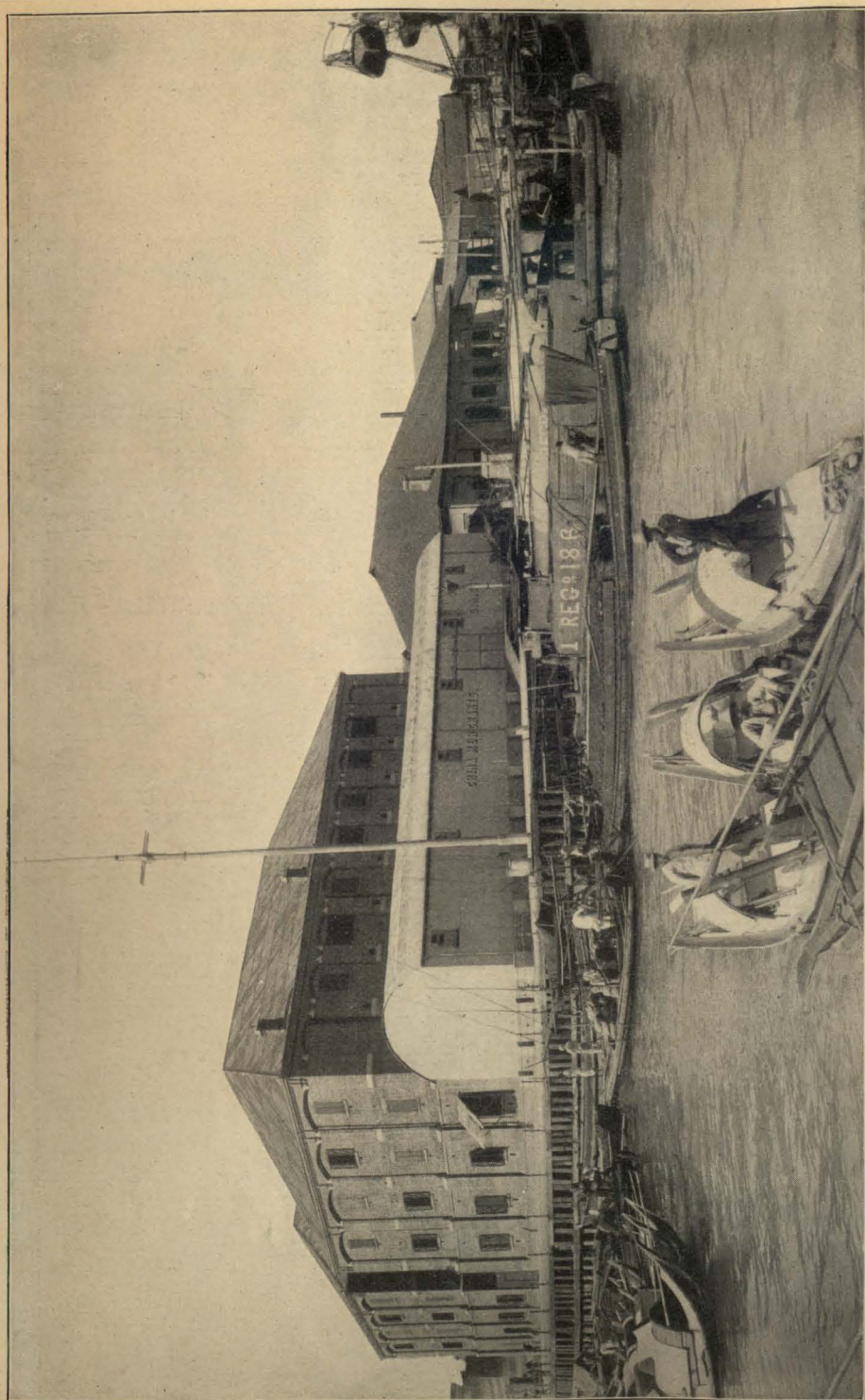
Wall of the Chinese city, Shanghai.

us will be on a strictly business basis of barter and sale, with no strings tied to their contracts, as is the case with many of the contracts made between China and other countries.

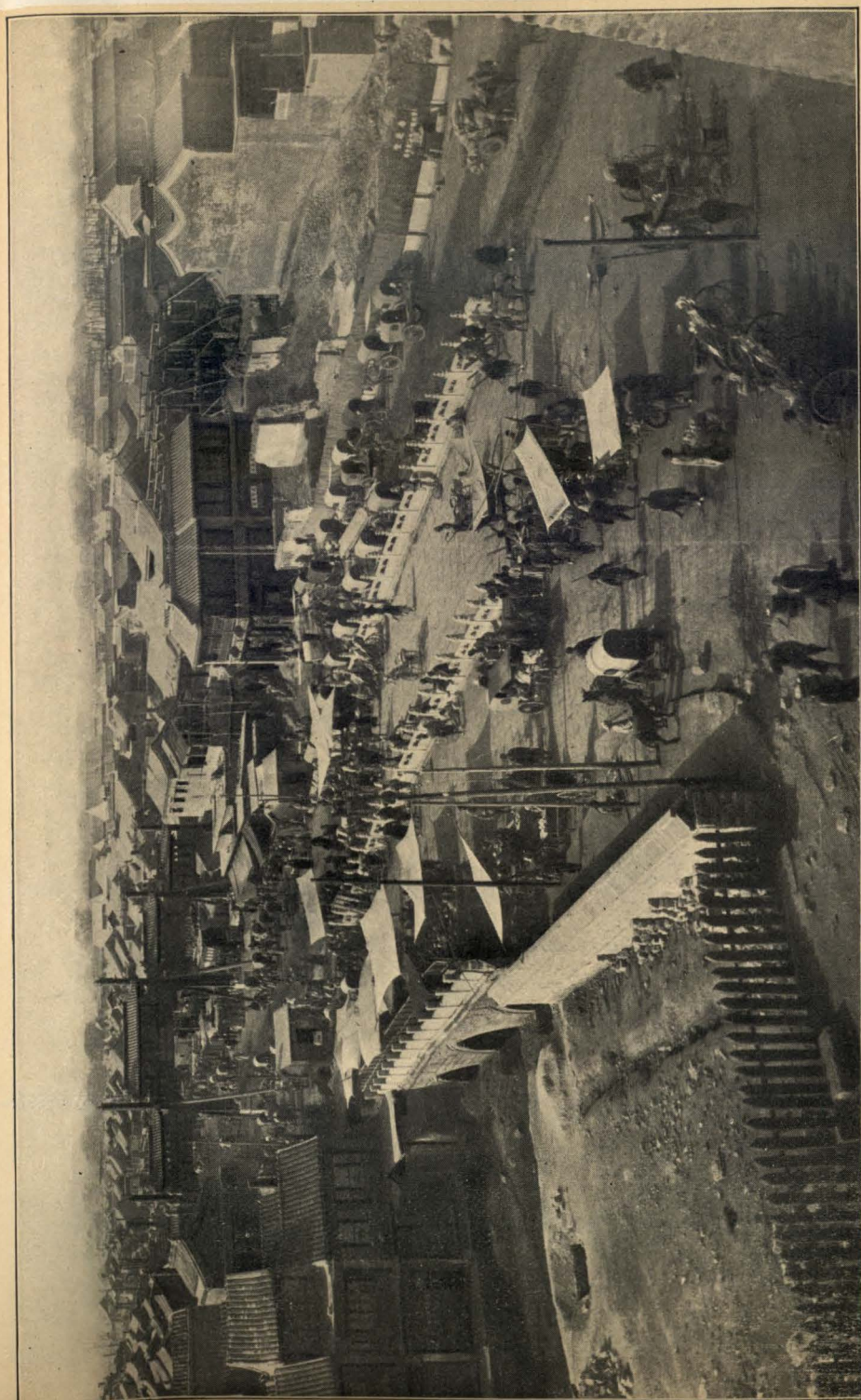
One of the quickest ways that can be suggested for our manufacturers who really desire to establish a permanent trade in this market would be for a number of them to combine and

pro rata comparatively small. By doing this and putting the exhibits all under one roof and having competent men to look after the business, advertising, distributing literature and catalogues in both Chinese and English, success would surely follow. Up to the present time very few Chinese merchants have had a chance to see and know our goods.





Loading cargo into barges, China Merchants' Steam Navigation Company's wharves, Shanghai.



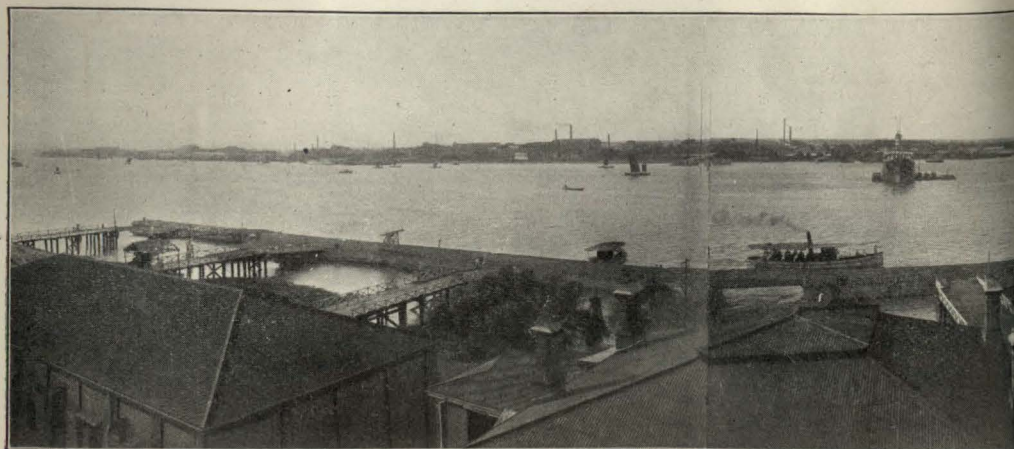
Chien Men, principal street in Peking.

The market of China, being so far from manufacturing centers, it has been found necessary to give the Chinese merchants extended credit on their purchases. These credits range from ninety days to six months, and instances are known where nine months' credit has been given, and one of the great drawbacks against buying goods from our people is that they will scarcely give credit at all. In view of the fact that France, Germany and England will and do give these extended credits, makes it absolutely necessary for us to fall into line if we desire to compete.

Numerous complaints have been made that our manufacturers seem to be so little interested in the prospects for trade out here that they have been very careless in the manufacture of articles sold to China, not using proper material up to the standard of their samples, finishing their goods very roughly, and, in the case of machinery and articles of a kindred nature, where it is necessary to ship them out here knocked down, they have not marked them properly, and in some cases not at all, so that great difficulty has been experienced in assembling. Another very important item is substitution. This is one of the greatest faults our people are guilty of, and the one thing

that the Chinese merchant will not stand for. He insists on having just what he orders, or he don't want anything, and this fact cannot be too strongly impressed on our manufacturers. It is just these things that the Germans have taken the greatest pains to guard against, and in consequence their goods are proving very satisfactory. Our manufacturers have been extremely careless about these matters, and seem to have the idea that they can ship anything out here and it will be all right. That time is now past, and the Chinese merchant, who is one of the cleverest business men in the world, has learned to know what foreign goods are, and what he wants, and how he wants it. Time was when the Chinese would buy any old thing, but competition, coupled with the fact that they are now more familiar with goods of foreign manufacture and know what they are buying, makes it absolutely necessary that the greatest care should be taken in the execution of orders and contracts. In interviews with the Chinese, the fact has come to light that our goods do not compare favorably with those of other countries for the reasons given above. These reasons are of vital importance and cannot be ignored.

There is another thing that is of



Along the waterfront, Shanghai.

just as great importance as those already mentioned, and that is packing goods properly for shipment to this market. Our manufacturers do not or will not pack their goods properly, and many, many complaints are received every year about packing. In some instances buyers have even refused to take delivery of goods from the Customs House, as they were useless. Our manufacturers have a great deal to learn on this one point, and will do well to take lessons from the manufacturers of other countries. The climate of China is quite different from that of America, and goods that would reach their destination in America in safety, would arrive in China absolutely spoiled, especially goods of a perishable nature. Another thing: all cargo upon arrival in China is carried by hand on the backs of coolies, and gets rather rough handling, and has necessarily to be packed in very strong cases to withstand this handling. Volumes have been written on this one point of packing goods for the China market, but so far our people have not seemed to grasp the idea of what is necessary.

Another item which puts us at a great disadvantage in competing with other countries is the excessive freight which we have to pay on our ship-

ments. As one of the directors of a large railroad here has said: "It costs more to carry freight over two States in America than it would cost to bring it from England to China." This, of course, adds considerably to the cost of our goods, and should not be lost sight of by our manufacturers competing for trade in China. They should take great care that their goods are a little better than those of any other country.

Too much stress cannot be laid on the several points mentioned above, and if our people will only give them the greatest attention and consideration, and go into the China market in the proper way, there is not the slightest doubt that an immense trade can be developed between China and America.

Another thing that should be strongly brought to the attention of our people is the fatal mistake of giving their agencies to merchants and traders from other countries.

It stands to reason that a merchant or trader is going to push the goods from his own country above those of any other. He understands them better, knows just where they come from and they are from the place of his birth. It is a known fact that our goods are seldom or never pushed by people



Wharves on Whangpoo River, Shanghai.

of other nationalities having our agencies, and in some cases they take these agencies in order to keep our goods out of the market. This has been the grave into which many of our manufacturers have put their goods, and it is high time that they were made to realize it and to know that this sort of half-hearted way of trying to enter a market will never take them very far.

The first Government contract which America has ever received is a central battery telephone system of the Western Electric Company, which is to be installed in Peking. The representative of this company spent seven months in Peking in order to secure this contract, which will give a fair idea of how long it takes to do business here, but it pays. The Secretary of the Board of Posts and Communications, when interviewed, said that if this system proved satisfactory, it would undoubtedly be installed in Tientsin and Canton. This contract was secured by the representative of this company through the assistance and influence of a returned American student. This is only a drop in the bucket compared to what could be done if our manufacturers were properly represented out here, and many of the officials in Peking and the Provinces have said that it would please them very much to have our people come out here and do business with them, and are offering us all kinds of encouragement. Still, America makes no move.

It seems a great pity that our peo-

ple cannot be made to realize what an immense market China would be for their products, and how favorably disposed the Chinese people are towards us. China to-day wants many things—railroads, telephone systems, electric light plants, electric cars, an army and navy, Government buildings, carriages, motor cars, and numerous other things, and if our people would only realize this they could get their share of this business if they would only take the trouble to come after it. The manufacturers of France, Germany, England, Russia and Japan have permanent headquarters in Peking, with a staff of bright, capable men continually watching the situation, standing ready at any time to go after any contracts that are likely to be given out. America is the only country not represented, and should be in the lead.

We hear this every day from the Chinese people themselves. A great many of the young men who are secretaries of the different boards in Peking are returned American students, and all stand ready and willing to do all they can to assist us. Also, many of the secretaries to the Viceroy and Taotais in the provinces are American students. All have a warm spot for their Alma Mater, as they put it themselves.

There is no doubt that if our people can have these facts brought to their attention they will become interested, and desire to get a share of the trade of one of the greatest countries in the world to-day.

