New Haven, Conn., May 11, 1915.

Professor James R. Angell,
The University of Chicago,
Chicago, Ill.

Dear Sir:

For the past eight years I have been a student of Far Eastern questions. I have devoted a great deal of time to the study of America's political and commercial interests on the Pacific. My object in so doing was to prepare myself for a university position. I am writing to enquire whether there is an opening at the University of Chicago for a man prepared to give courses on the political, economic, and social conditions of the Far East. The enclosed memorandum will give you the essential facts relative to my training and experience for such work.

I am sure you realize the growing importance of our relations with the countries across the Pacific. The opening of the Panama Canal will afford our country wonderful opportunities for trans-Pacific trade. These opportunities, however, will be of no significance unless the American people can be led to take an interest in foreign trade and its problems. Pacific Asia undoubtedly offers the greatest market in the world for the sale of manufactured goods but the American people will have no share in this market unless they diligently study its requirements. Unless
Dear Sir:

For the past eight years I have devoted a great deal of
my time to the study of American's Politics and Economics.
In my interest in the Politics which we have been seeing at
the University of Chicago, I have written a book on
Private Money for a University Press and am about to
write for a University Press an another book on the
Economics and Social History of the United States.

I am sure you will find the University Press and
the University Press an opportunity for an economic
scholar of your caliber. The University Press is
able to publish books of the highest quality and
is able to give the author a chance to
write for an audience of the highest caliber.

I would be very happy to have you contact
me for more information.

Sincerely,

[Signature]

New Haven, Conn. May 12, 1912
we devote a great deal of attention to the study of trans-Pacific trade the Panama Canal will become an asset to our commercial rivals only and will work us more harm than good. It will become a commercial highway for Europe to the west coast of South America and the Orient and will enable Japan to compete with us for the trade of Atlantic South America.

There is a disposition on the part of several American Universities to rely on Japanese professors for the instruction of their students in matters relating to our interests on the Pacific. This is like entrusting the education of Protestant children to Jesuits. The Japanese professors are undoubtedly very efficient in presenting Japan's views of Oriental questions but they can certainly not be relied upon to show the American people how to compete with Japan for the trade of the Pacific. Neither can they be expected to further America's political and cultural interests in Pacific Asia. It seems to me that the task of moulding public opinion on America's interests on the Pacific should be entrusted to Americans and not Japanese.

I am sending you under separate cover an article which I wrote for the World Outlook on American commercial interests in China. In this article I have given some statistics which show how other nations are forging ahead in the China market while we are lagging behind. The space accorded did not permit of a full treatment of the subject but I believe I was able to show that America is neglecting
one of her greatest commercial opportunities.

The chief requisites for the development of foreign trade are merchandise in excess of the amount needed for home consumption, transportation facilities, credit, and markets. The first three of these will not cause the American people any great difficulty. American factories could easily produce goods in excess of the requirements of America and they must do so if our laborers are to be employed and our prosperity maintained. The American people will have a well-developed merchant marine as soon as they appreciate its benefits. With gold coming into the country as a result of the war the problem of foreign credits will be simplified. The problem of acquiring markets abroad in competition with manufacturing Europe will present greater difficulties. Only by displaying the same energy and initiative abroad as they do at home can our manufacturers hope to gain a foothold in non-manufacturing countries. Our universities have a great opportunity to take the lead in gathering and disseminating information on conditions in countries that offer a market for American manufactures. When the Germans began to interest themselves in foreign trade they established courses in their universities dealing with economic and social conditions in foreign countries. Their marvelous commercial advance has been largely due to the work of the men trained for foreign commerce by their universities.
The key importance for the development of a market for American products and services lies in the recognition of the unique characteristics and advantages of American products. The United States has a long tradition of innovation and excellence in various sectors, including technology, entertainment, and consumer goods. This unique combination of quality and innovation is what sets American products apart in international markets.

In today's global economy, companies in the United States must develop strategies to ensure their competitiveness. This includes understanding the needs and preferences of international consumers, investing in research and development, and creating strong partnerships with other countries. By focusing on these areas, American companies can maintain their position as leaders in their respective industries.

The importance of marketing and advertising cannot be overstated. Effective marketing strategies can help companies reach new markets and increase their sales. This involves understanding the cultural values and preferences of different countries and tailoring marketing messages to resonate with local audiences.

Overall, the United States has a strong foundation for continued success in international markets. By leveraging its strengths and addressing the challenges of a competitive global landscape, the country can continue to be a leader in the global economy.
In the future foreign trade will be a larger factor in our national economy than the tariff. Even now the laborers in our cotton mills would have to lower their standard of living if the Chinese and the Filipinos should no longer make clothes of American cloth. If American illuminating oil should be shut out of the China market by the competition of English or Russian interests Wall Street and our whole financial system would feel the effects of such a setback to a single item of our foreign trade. It does make a difference to the average American whether the Chinese use American rolling stock on their railroads or not.

Since the beginning of the war our exports to Europe have increased but our sales to non-manufacturing countries have fallen off greatly. This is an unhealthy sign. Even with Europe handicapped by a great war we have failed to develop our trade in non-manufacturing countries. For the sake of the immediate profits arising out of a trade in war materials and food supplies needed by the belligerent nations our exporters have neglected the greater opportunity of entering those fields where a well developed trade would bring wealth to the American people not only for the period of the war but for many years to come. They have devoted their energies to the development of a trade based on abnormal circumstances which can last only during the period of the war and have failed to grasp the opportunity of
In the future, labor issues will be larger factors in our national economy than they are now. As the world war comes to a close, the labor problem will become more acute. The Chinese and the American labor movement must work together to resolve these issues.

If American labor unions can learn to work together, the Chinese and the American workers can learn to work together.

Since the beginning of the war, our exports to non-manufacturing countries have increased, and our sales to non-manufacturing countries have fallen. This is an important sign.

Workers have worked hard advocating for a green war, we have invested in the future. We have developed our own industries.

My name is not important. The name we have invested to the future.

The war put an end to our dreams as children.

We cannot have everything that we want, but we can have something.

In the future, labor issues will be larger factors in our national economy than they are now.
building up a trade having the nature of permanency. This shows how little the fundamental principles of trade and commerce are understood in America and how we are drifting economically instead of building up a sound policy of commercial development.

Should you be interested in the idea of establishing courses in the University of Chicago dealing with America's interests on the Pacific I shall be glad to furnish you with detailed outlines of the following courses which I am prepared to give.

I. The History of Oriental Civilizations with Special reference to the Contact of the East and the West.

II. Political Problems of the Far East with Special Reference to America's Interests on the Pacific.

III. Social and Economic Conditions in China.

IV. Social and Economic Conditions in the Philippines.

V. American Commercial Interests in the Far East.

VI. The Oriental Immigration Problem. (Seminar Course.)

For information as to my knowledge of conditions in the Far East I would refer you to the following gentlemen: President Arthur T. Hadley, Yale University, President Frank Johnson Goodnow, The Johns Hopkins University, Baltimore, President Edmund J. James, The University of Illinois, Dean Kenric Charles Babcock, The University of Illinois, Professor F. W. Williams, Yale University, Professor Francis W. Shepardson, The University of Chicago, Admiral Tse Ti K'ung,
The U.S. and Japan have a long history of collaboration and cooperation in various fields, including education, research, and technology. Japan has always been a significant partner of the U.S., and the two countries have a strong economic and strategic relationship. Japan's economic development has been driven by its exports of high-tech products and services, which has led to a strong economy and a high standard of living.

The U.S. and Japan are also important partners in the Asia-Pacific region, and they work together on issues such as economic development, trade, and security. The U.S. has been involved in Japan's economic development since the post-World War II era, and it continues to support Japan's economic growth and development.

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In conclusion, the U.S. and Japan have a strong and enduring relationship that is characterized by cooperation, respect, and mutual benefit. Both countries have benefited from their economic and strategic partnership, and they continue to work together to address the challenges of the 21st century.

Furthermore, the U.S. and Japan have a strong cultural and educational relationship, with many Japanese students studying in the U.S. and many Americans studying in Japan. This exchange of ideas and knowledge is vital to the continued growth and development of both countries.

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Secretary to President Yuan Shih Kai, Office of the President, Peking, China, Mr. J. H. Brett, Manager, The International Bank, Peking, China, Mr. Frank L. Crone, Director of Education for the Philippine Islands, Manila, P. I., Professor George Burton Adams, 26 Bark Place, Baywater, London, W., and Mr. Charles H. Dennis, Managing Editor, Foreign Department, The Chicago Daily News, Chicago, Ill.

Very truly yours,

Luther Anderson.

313 Crown St., New Haven, Conn.
Secretary to President Dr. Emilio Q. Ocampo

Mr. J. H. B. Rector, Manager, The Inter
National Bank, Manila, Philippines

I am pleased to report to the Board of Directors of the

Department of the Republic of the Philippines, that the

Proceedings of the Board of Directors were completed for

the period ending March 31, 19__.

Very truly yours,

[Signature]

[Addressee]

375 O porno St., New Haven, Conn.
Memorandum.

Luther Anderson.

Korean War

July-August 1950

1. served as a member of the South Korean Army
2. participated in the Battle of Pusan
3. served as a member of the United Nations Command
4. participated in the Battle of Inchon
5. served as a member of the United States Army
6. participated in the Battle of Seoul
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100. participated in the Battle of Seoul
May 13, 1915.

Dr. Luther Anderson,
313 Crown St.
New Haven, Conn.

Dear Sir:

I beg leave to acknowledge your interesting letter of May 11th which I am forwarding to the President of the University who chances also to be the head of our Department of Political Science. I do not know that he will think it at all possible to consider such a proposal as you make, but I am sure he will be interested in your statement.

Yours very truly,

JRA-JI.
Dear Dr. Anderson,

322 Crown St.
New Haven, Conn.

Dear Sir:

I am hereby to acknowledge your

interesting letter of May 12th which I am

forwarding to the President of the University

who certainly will be the best of the advice
time at my disposal. I do not know that

we will think it of possible to complete

soon a brother as you make, but I am sure, to

will be interesting in your acquaintance.

Yours very truly,

[Signature]