111 Broadway
New York

COPY

Private - Not For Publication

September 15, 1927.

My dear Mr. Pierson:-

When your letter of July 23rd reached me I was in Hawaii, which accounts for the delay in my response.

I am in such hearty accord with the fundamental purposes of the Chamber of Commerce of the United States, and have such respect for its work as well as such high regard for you personally and for the many of its officers whom it is my privilege to know, that I shall not attempt any controversy with it or its membership. If, therefore, I write you now it is primarily to clear away certain misapprehensions under which you apparently labored when you wrote me.

In order that there may be no possible misunderstanding, let me say that: (1) I do NOT advocate the recognition of Soviet Russia unless Russia subscribes to terms which the United States Government has already laid down as conditions which would be satisfactory to it; and (2) I have no business or professional interest, directly or indirectly, in behalf of clients or personally, in the Russian situation. My sole interest in the subject grows out of the desire of a private citizen to be informed regarding subjects of importance.

On the same day (July 5th) on which I wrote to you, I addressed a letter to the Secretary of State, Mr. Kellogg, and in that letter I said:

> "Recognition at the moment is out of the question, and I am convinced that the policy of the American Government in this respect has been wise."

In order that you may understand my purpose in going to Russia, I should state that it is part of my business to study public opinion, and as radical thought is influenced by the Communist movement I desired to find out at its source, if I could, just what Communism means, what Bolshevism means and what are the nature and technique of Bolshevik propaganda.

As every belief and interest in my life is, of course, heartily opposed to Socialism, Communism and Bolshevism in any form, my ultimate hope was to be able to assist more intelligently in meeting the Bolshevik menace.

The suggestion which I made - that the Chamber of Commerce of the United States establish in Moscow an office manned by experts, who would advise American business as a whole on how to obtain the best results in doing business with Russia - was, as stated in my letter to you, NOT ORIGINAL but merely grew out of the procedure already adopted by the American-Russian Chamber of Commerce, which is now on the ground in Moscow doing business for its own membership along the lines I suggested your Chamber might do on behalf of American business as a whole.

For your information, I am enclosing herewith extracts from the Constitution and By-Laws of the American-Russian Chamber of Commerce, which will show its purposes and also a partial list of its membership and Board of Directors.

Possibly, you may also be interested in copies which I am enclosing: (1) An inter-office communication of the Department of Commerce; and (2) A statement by Sir William Joynson-Hicks setting forth the official British attitude toward trade with Russia.

With high personal regard and best wishes, believe me,

Sincerely yours,

IVY LEE

Mr. Lewis E. Pierson,
P r e s i d e n t,
United States Chamber of Commerce,
Washington, D. C.

Enclosure.

EXHIBIT "A"

Extract

From the CONSTITUTION OF

THE AMERICAN-RUSSIAN CHAMBER OF COMMERCE

In the City of New York

(Incorporated)

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Article I

The purpose and object of The American-Russian Chamber of Commerce in the City of New York, Incorporated, are to encourage and promote the economic, commercial and industrial relations between the United States of America and Russia.

Article II.

For the attainment and accomplishment of the objects stated in Article I, the Chamber will:

(1) Cooperate with all influential and responsible Russian or Russian-American organizations which may exist in Russia for the purpose of an interchange of such information as may be useful in the establishment of mutually beneficial and friendly relationships between the two countries.

(2) Render assistance, with all the means at its disposal, and within the limits of the stated purposes of the organization, to all its members and to all who may require and be entitled to its cooperation.

(3) Give assistance in the organization of Russian-American agencies for the purpose of assisting and financing direct business negotiations between the United States and Russia.

(4) Protect, as far as practicable, the interests of the United States and Russia in all matters commercial and industrial.

(5) Collect, issue and distribute, for the benefit of its members, statistical reports and other information relating to trade, industry and finance.

(6) Appear, when invited to do so, in a representative capacity, at government, state or municipal conferences held in connection with questions of trade, commerce or transportation.

(7) Facilitate the interchange of opinions, regarding the various questions of trade and industry, that may arise between the members of the Chamber and other persons interested in the same.

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EXHIBIT "B"

Extract

From the BY-LAWS of

THE AMERICAN-RUSSIAN CHAMBER OF COMMERCE

In the City of New York

(Incorporated)

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Article I.

NAME and OBJECT

Section 1.

The name of this corporation shall be THE AMERICAN-RUSSIAN CHAMBER OF COMMERCE IN THE CITY OF NEW YORK, INCORPORATED.

Section 2.

The particular objects for which the corporation is formed are as follows:

(a) To collect, publish and disseminate the latest and best information regarding the commercial and industrial opportunities in the U. S. S. R.

(b) To put American firms in closer touch with the economic and commercial possibilities now existing and those which will develop in the future.

(c) To analyse the conditions under which mutual trade relations may exist and expand.

(d) To give concrete and succinct reports on commercial and industrial possibilities.

(e) To assist in every possible manner those Americans who may be interested in the development of the vast natural resources of the U. S. S. R.

(f) To open the field of the U. S. S. R. to American commodities, many of which are peculiarly adaptable to the uses of the U. S. S. R.

(g) To assist the citizens and companies of the U. S. S. R.; to initiate, develop and expand their commercial and industrial enterprises in the United States.

(h) To do all other lawful acts incidental to the attainment of the above objects.

* * * *

N. A. Oudin, Vice-President, International General Electric Co.
Reeve Schley, Vice- President, Chase National Bank of New York
E. P. Thomas, President, ... United States Products Company
H. H. Westinghouse, Chairman of the Board of Directors, Westinghouse Air Brake Company
B. L. Winchell, President, ... Remington Typewriter Company
W. H. Woodin, President, ... American Car & Foundry Company

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EXHIBIT "D"

C O P Y

July 27, 1927.

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To: Boston Office

From: Textile Division

Subject: Russian Syndicate Wool Buying.

On account of the severing of diplomatic relations between Russia and Great Britain, all of the Russian buying of wool and wool goods in the Bradford Market is discontinued. A press notice on this matter has been released and the information was also published in the WORLD'S WOOL DIGEST under date of July 15th, a copy of which is enclosed.

This information may be of especial interest to Boston and Philadelphia wool dealers who may have on hand large stocks of foreign wools for sale. Should they desire to participate in the Russian Business, I desire to state that the firm of AMTORG TRADING CORPORATION, of 165 Broadway, New York City, who have for sale all the Russian Syndicate products in the United States, and who do all the purchasing for the Syndicate in this country, may be addressed directly regarding further wool purchases.

Edward T. Pickard
Chief, Textile Division.

Inclosure 1583

Forwarded:

Harold Dotterer.
Chief, Division of District Offices.

FEF;kj

EXHIBIT "E"

C O P Y

(Copy of letter written on July, 29 1927, by Sir William Joynson-Hicks, Home Secretary in the British Cabinet, to Mr. W. T. Kelly, Labour M. P. for Rochdale, which is the seat of the British Cooperative Movement; all in reference to the RUSSIAN (TRADE).

"I write to express to you at once the views which are not only mine but are those of H. M. Government, that we do not desire to place any obstacle in the way of legitimate trade between the two countries. The action which we recently took in regard to certain Russians in this country -- who were carrying on propaganda of a hostile character to the nation -- did not and was not intended to apply to all Russians.

"I am quite willing to give any facilities that may be needed for Russians engaged in bona-fide trade or commerce to come over either to buy English products or to sell Russian products, and I should be glad if you would make this quite plain to the society with whom you are connected, and if they have any difficulty in regard to any particular Russians who desire to come here for trade purposes I shall be very glad to inquire further into it and give every possible facility to enable trade to continue."

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