

**EXPORT POLICIES. PART I.  
DETERMINING EXPORT POLICIES;  
PART II. EXPORT POLICIES  
EMPLOYED IN CERTAIN LINES**

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**EDWARD EWING PRATT & E. C. PORTER & P. B. KENNEDY**

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PART II. EXPORT POLICIES  
EMPLOYED IN CERTAIN LINES**



# EXPORT POLICIES

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## PART I

### DETERMINING EXPORT POLICIES

By

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## PART II

### EXPORT POLICIES EMPLOYED IN CERTAIN LINES

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Being the Third  
Unit of a Course  
in Foreign Trade

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**BUSINESS TRAINING CORPORATION**  
**NEW YORK CITY**

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# Course in Foreign Trade

Edward Ewing Pratt - - - *Director*

Edward Leonard Bächer - *Secretary*

*The text of the course is issued in twelve units as follows:*

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## PREFACE

**A**N adequate treatment of the subject of export policies falls logically into two parts—general principles and special practises. The compilers of this Unit of the Course are indebted to Dr. Edward Ewing Pratt for his contribution on "Determining Export Policies," which clearly analyzes and states the principles applicable to foreign trade as a whole. In dealing with the methods practised in special industries, it has been obviously impossible to include all of the important lines or to give an exhaustive treatment. In the preparation of the second part of the Unit, however, the compilers have enjoyed the assistance of many men, possessing expert knowledge of the industries considered. They have included in that section what seemed to them the more salient and more important facts relating to the specific export policies.

Mr. P. C. Williams, of W. R. Grace and Company, has prepared the chapter on Iron and Steel Products; Dr. W. C. Huntington, Commercial Attaché of the United States Department of Commerce, Petrograd, Russia, the chapter on Machinery; and Mr. W. A. Graham Clark, Agent of the Bureau of Foreign and Domestic Commerce, Boston, Mass., the chapter on Cotton Goods. We take this opportunity of expressing our indebtedness not only to the gentlemen named, but also to the many others who have assisted in the compilation of facts and in the editing of this volume.

E. C. P.

P. B. K.

300578





# CONTENTS

## PART I

- I. PRELIMINARY PLANNING ..... 1  
Domestic Policies Apply to Foreign Trade—  
The Wrong Way to Develop a Foreign  
Market—Some Surface Differences—Ca-  
tering to the Foreign Buyers' Wishes.
- II. METHODS OF EXPORTING ..... 8  
Directing Exporting Through Foreign  
Branch Offices—Through Export Sales-  
men—Through Foreign Agencies—  
Through the Mail-Order—Indirect Ex-  
porting Through the Commission House—  
Through the Export Merchant—Through  
the Manufacturer's Agent—The Serv-  
ices of the Export Forwarder—Advantages  
of Indirect Exporting—Disadvantages of  
the Indirect Methods—Prevailing Export  
Methods in Europe.
- III. SELECTING THE RIGHT METHOD ..... 28  
What Entering Foreign Trade Should Mean  
—Executive Oversight—Selecting Export  
Manager and Territory—Other Execu-  
tive Problems—Problems Connected with  
Exporting Direct—Export Salesmen and  
Service—Dealing Through Commission  
Houses—The Problem of Exploiting a  
Product—Exploiting Through Manufac-  
turer's Agents—Foreign Campaign Must  
Be Systematic—Advertising an Adjunct to  
Other Methods—How Export Orders  
Are Initiated.
- IV. A DEFINITE EXPORT POLICY AT HOME..... 44  
Manufacturing for Export—Standardization  
and Large Scale Production—The Price  
Policy—Low Prices Not Essential to  
Export Success—The Credit Policy.
- V. FINAL DETERMINING FACTORS ..... 53  
Qualities Determining Exportability—Best

Markets and Their Consuming Capacity—  
Margin of Profit—The Amount of Capital Available—Brains and Organization Needed—The Preliminary Survey.

---

## PART II

- I. HOW FOODSTUFFS ARE EXPORTED ..... 65  
How Wheat Is Assembled, Graded and Transported—How Wheat Is Brought to Seaboard—Methods of Loading and Shipping—The Export of Flour—Principal Flour Markets—Other Cereals—How Meat Products Are Exported—Success in the Export of Fruits—Canned Goods.
- II. HOW RAW MATERIALS ARE EXPORTED..... 77  
How the Growing Cotton Crop Is Watched—American Cotton-Baling Methods Inefficient—The Three Classes of Cotton Buyers—Terms on Which Cotton Is Exported—How Leather Exports to Europe Are Handled—Leather Trade with Latin-America—Lumber Trade with Europe Controlled by London—Latin-American Lumber Trade through Commission Houses—Importance of Charter Boats in Lumber Trade—How Copper Exports Are Handled—Factors That Influence Export of Coal—How Petroleum Is Shipped—Economies in the Petroleum Trade.
- III. THE EXPORT OF STEEL PRODUCTS ..... 91  
How Big Steel Orders Are Secured—How Import House Assists in Financing—How Delivery Is Made—"Stock" Products Marketed from Warehouses—Smaller Agencies—Price vs. Quality in Winning Export Markets.
- IV. EXPORTING AMERICAN MACHINERY ..... 101  
Why United States Is Well-Fitted to Make Machinery—Striking Success in Farm Machinery Trade—Direct and Indirect