

FACTORS IN TRADE-BUILDING

Published @ 2017 Trieste Publishing Pty Ltd

ISBN 9780649557103

Factors in Trade-Building by Chauncey Depew Snow

Except for use in any review, the reproduction or utilisation of this work in whole or in part in any form by any electronic, mechanical or other means, now known or hereafter invented, including xerography, photocopying and recording, or in any information storage or retrieval system, is forbidden without the permission of the publisher, Trieste Publishing Pty Ltd, PO Box 1576 Collingwood, Victoria 3066 Australia.

All rights reserved.

Edited by Trieste Publishing Pty Ltd.
Cover @ 2017

This book is sold subject to the condition that it shall not, by way of trade or otherwise, be lent, re-sold, hired out, or otherwise circulated without the publisher's prior consent in any form or binding or cover other than that in which it is published and without a similar condition including this condition being imposed on the subsequent purchaser.

www.triestepublishing.com

CHAUNCEY DEPEW SNOW

**FACTORS IN
TRADE-BUILDING**

FACTORS IN TRADE-BUILDING

By
CHAUNCEY DEPEW SNOW

*Bureau of Foreign and Domestic Commerce, United States
Department of Commerce*

Being the Twelfth
Unit of a Course
in Foreign Trade

BUSINESS TRAINING CORPORATION
NEW YORK CITY

Course in Foreign Trade

Edward Ewing Pratt - - - *Director*

Edward Leonard Bächer - *Secretary*

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

TITLE	AUTHOR
I. Economics of World Trade . . .	O. P. Austin
II. The World's Markets . . .	Edward Neville Vose
III. Export Policies	{ P. B. Kennedy E. C. Porter
IV. Export Houses	{ John F. Fowler C. A. Richards Henry A. Talbot
V. Direct Exporting	Walter F. Wyman
VI. The Export Salesman	Paul R. Mahony
VII. Shipping	{ Emory R. Johnson Grover G. Huebner
VIII. Financing	{ E. A. DeLima J. Santilhano
IX. Export Technique	Edward L. Bächer
X. Foreign and Home Law	Phanor J. Eder
XI. Importing	Carl W. Stern
XII. Factors in Trade-Building	Chauncey D. Snow

BUSINESS TRAINING CORPORATION
NEW YORK CITY

CONTENTS

- I. AGENCIES THAT PROMOTE FOREIGN TRADE** 1
The Agencies Differ in Function—Some Typical Questions—Organizations That Foster Overseas Trade.
- II. BUREAU OF FOREIGN AND DOMESTIC COMMERCE** 6
Origin of the Bureau—Organization of the Bureau—How the Information Is Distributed—The Division of Foreign Tariffs—Typical Questions on Foreign Customs Rates—Regulations Affecting Commercial Travelers—Customs Regulations Affecting Samples—Commercial Treaties and Trade-Mark and Patent Laws Are on File—Preparing Foreign Trade Statistics—Trade Opportunity Service—The Index of Exporters—List of Foreign Dealers.
- III. REPRESENTATIVES OF THE BUREAU AT HOME AND ABROAD**..... 26
The Commercial Attachés—What the Attachés Have Accomplished—Special Agents Abroad—Commercial Agents in District Offices—Prompt Service Through District Offices—Exhibits of Samples—Cooperative Branch Offices.
- IV. PUBLICATIONS OF THE BUREAU OF FOREIGN AND DOMESTIC COMMERCE**..... 41
"Commerce Reports," the Government Daily—Other Periodical Publications—Special Agents Series—Special Consular Reports—Miscellaneous Series—Tariff Series.

V. THE STATE DEPARTMENT AND ITS AIDS TO FOREIGN TRADE	49
The Office of Foreign Trade Advisers— The Geographical Divisions—The Diplomatic Service—The Consular Service—American Catalogs May Be Filed at Consulates.	
VI. OTHER GOVERNMENT OFFICES THAT HELP FOREIGN TRADE	61
The Bureau of Standards—The Bureau of Fisheries—The Bureau of the Census—The Post-Office Department—The War Department—Department of the Interior—Department of Agriculture—The Treasury Department—The Navy Department—The Labor Department—Department of Justice—Other Government Agencies.	
VII. INTERNATIONAL AND NATIONAL ORGANIZATIONS THAT ADVANCE TRADE RELATIONS	71
The Pan American Union—Chief Center for Latin-American Trade Information—The National Chamber of Commerce—Bringing Business Opinion to Bear on National Trade Problems—Philadelphia Commercial Museum—How the Museum Serves Foreign Traders.	
VIII. NATION-WIDE MOVEMENTS TO PROMOTE FOREIGN TRADE	84
National Association of Manufacturers—Publications of the N. A. M.—The American Manufacturers Export Association—In Cooperation with Government Agencies—The National Foreign Trade Council.	
IX. AMERICAN CHAMBERS OF COMMERCE....	95
Local Commercial Organizations Active in Promoting Foreign Trade—American Chambers of Commerce Abroad—Trade Organizations Representing Sections—Associations of Manufacturers—Other Movements for Trade Promotion.	

X.	FOREIGN AGENCIES IN THE UNITED STATES FOR THE PROMOTION OF OVERSEAS TRADE	112
	Nearly 1,000 Foreign Consular Officers in United States—Foreign Chambers of Commerce in the United States.	
XI.	FOREIGN TRADE PROMOTION IN OTHER COUNTRIES	116
	The Board of Trade in England—Trade Promotion in France—Foreign Trade and the German Empire—Japan Alert to Foreign Trade—Trade Promotion in Other Countries.	
XII.	TRADE-BUILDING LEGISLATION	126
	The Tariff as a Trade Factor—Com- mercial Treaties—Internal Taxation as a Trade Influence—Shipping Legislation and Foreign Trade—Federal Reserve System and the Trade Commission— The New Era of Foreign Trade.	

