

**HOW GERMANY DOES
BUSINESS:
CHAPTERS ON EXPORT
AND FINANCE METHODS**

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How Germany Does Business: Chapters on Export and Finance Methods by Dr. Paul Pensac
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DR. PAUL PENSAC GOURVITCH & DR. B. E. SHATSKY

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*CHAPTERS ON EXPORT
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BY

DR. PAUL PENSAC GOURVITCH

WITH A PREFACE BY
DR. B. E. SHATSKY



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To Miss Adelaide R. Hasse, Chief of the Economics Division of the New York Public Library, the author wishes to express his appreciation and thanks for the kind supervision of the style of the book.

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PREFACE

As I attribute great importance to the question of the most expeditious development of Russia's industrial forces and the establishment of close economic bonds between the United States and Russia, it affords me great pleasure to write the preface to this book.

The author, among other things, deals with and reveals the interesting and up to the present little known activities and methods of Germany in her economic relations with Russia and other foreign countries.

The time has come for Russia to rid herself of German economic influences, which aim at the exploitation of her markets. But at present our Free Fatherland is still far from being what the Greeks called "autarchy." Russia cannot yet be self-supporting, she has need of foreign capital to help her to realize her great economic development.

PREFACE

The economic situation in Russia today closely resembles that of the United States at the end of the Civil War. Conditions were then tragic, the United States' credit was tottering, and there appeared on the horizon a threatening spectre of a heavy National Debt and exhaustion of the States' finances. The outlook seemed desperate and, to many, her economic basis apparently hopelessly shaken. Yet, within a few years the United States entered an era of prosperity; her population had increased, and a period of economic success had dawned.

At this critical time in her history, foreign capital flowed into the country to assist her in the work of reconstruction.

Free Russia,—doubly free—free from the oppression of autocracy, free from the control of Germany's despotic economic guardianship,—now faces the same problems as did the United States.

American capital, united with Russian Democracy, will be called upon to furnish the constructive forces of New Russia.

For American capital the field of activity is