

1. Record Nr.	UNINA9910460679003321
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Titolo	Practical exporting and importing in Canada // J. R. Arnold ; foreword by William O. Perkett
Pubbl/distr/stampa	[Toronto, Ontario] : , : University of Toronto Press, , 1961 ©1961
ISBN	1-4426-5636-0 1-4426-3306-9
Descrizione fisica	1 online resource (135 p.)
Collana	Heritage
Disciplina	650.0202
Soggetti	Canada - Commerce BUSINESS & ECONOMICS / Exports & Imports Electronic books. Canada Commerce Handbooks, manuals, etc
Lingua di pubblicazione	Inglese
Formato	Materiale a stampa
Livello bibliografico	Monografia
Note generali	Includes index.
Nota di bibliografia	Includes index.
Nota di contenuto	Frontmatter -- Foreword -- Contents -- 1. The Business of Exporting -- 2. Your Business Relations -- 3. Costs and Quotations -- 4. Handling Some Shipments -- 5. The Business of Importing -- Appendixes -- Index
Sommario/riassunto	As every schoolboy knows, Canada is one of the larger trading countries of the world but, from the point of view of balancing her international merchandise trade payments, she does not export enough. The purpose of this book is to describe, not in broad economic terms, but in daily practical detail, the work of the exporter and importer. Pitfalls abound for the unwary trader, and Mr. Arnold knows them all. His book is written about the activities of an export merchant, since he, unlike his confrères in a larger type of organization, deals directly himself with banks, brokers, suppliers, shippers, buyers, insurance agents, freight forwarders, and the other agencies serving the exporter and importer. Thus the reader acquires an all-round understanding of the trader's business world. The book is written with admirable directness and clarity, with an astute and alert business sense underlying the writing. The book will also make useful reading

for any student of international trade theory and would be especially helpful to commerce classes and to trainees in business firms of all kinds associated with Canadian trade.
