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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.
