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Forgotten Books, United States, 2015. Paperback. Condition: New. Language: English . Brand New Book ***** Print on Demand *****. Excerpt from Export Merchandising The author wishes to express to the export fraternity his great indebtedness to those who by years of exchange of information and fact, precept and principle, have made this volume possible. Specific acknowledgment is due to the Boston Export Round Table, the Export Managers Club of New York, and the Bureau of Foreign and Domestic Commerce for their investigations and improvements in the field of export trade, from which many examples have been selected. The constant counsel of Henry H. Morse, Chairman of the Boston Export Round Table, has been that of a collaborator in the entire text, rather than that of a critic. Mr. Morse is all but entirely responsible for the important description of methods of pricing of goods for export and for certain paragraphs relating to indirect exporting. Professor Harry R. Tosdal of Harvard University has kindly made many and valuable suggestions which have led to improvements in the text itself and in the arrangement of the text. Acknowledgment is also made to Professor Tosdal for his earlier laying out of several chapters of this book. Formal appreciation is here expressed of the courtesy of the publishers of Advertising and Selling, American Academy of Political and Social Science Quarterly, Business, Current Affairs, Export American Industries, Export Trade, Leslie s, Modern Methods, Printers Ink, System, The World s Markets, The World s Work, and of the Business Training Corporation for permission to use material prepared for their publications by the author. About the Publisher Forgotten Books uses state-of-the-art technology to digitally reconstruct...

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