

SUGGESTED RESEARCH BUREAU FOR FOREIGN TRADE CLUBS.

It is suggested that with the organization of a foreign trade club in any community, a research bureau be established. The object of this bureau will be to make a survey of the manufactured and other products of the district concerned which lend themselves to foreign trade possibilities, as also the raw materials used and the goods imported from abroad which may enter into the question of the community's foreign trade relations. All the details having to do with the development of import and export trade in connection with the products produced and consumed in the community as they relate to foreign trade transactions should be worked out by this bureau.

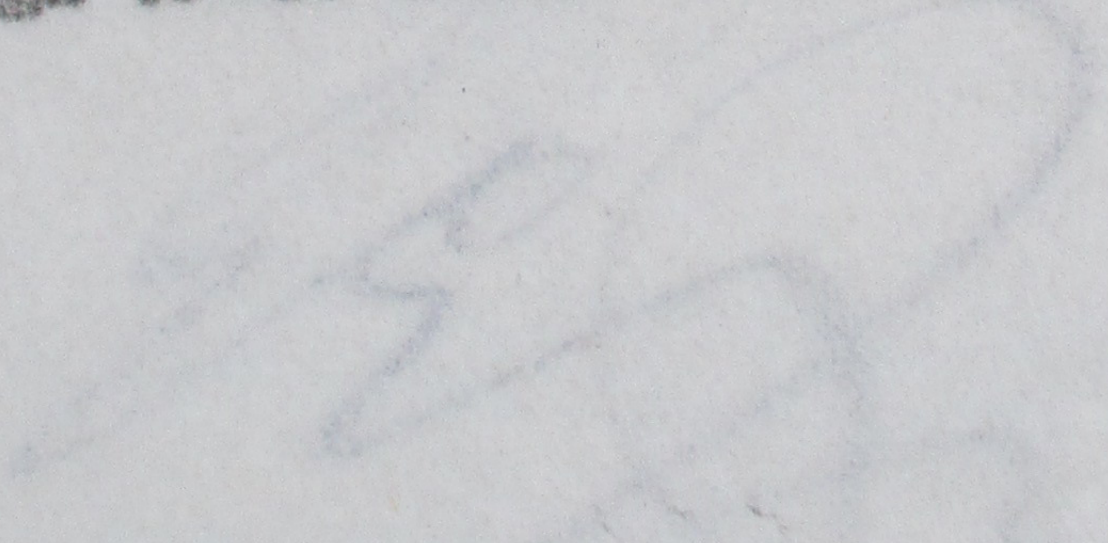
A foreign trade study club might constitute itself into a research bureau and designate certain of its members for certain phases of the research work. It might also lay out other plans, dividing the work into certain periods of activity in connection with its various phases. For instance, the research bureau might first plan a general survey for the manufacturers of a community and allot to each member of a club definite work in connection with this survey. After the survey has been completed, a second survey might be taken as to the articles imported into the community either for consumption or for use in manufactures. Following this, study might then be made as to the relations which the manufactures of the district bear to the manufacture of similar articles in other parts of the country. Similarly, the articles of

import can then be studied in relation with their significance as compared with like articles imported in other sections of the country. The question of the origin of the articles imported, and ways and means of reaching the consuming market in question would naturally come in for consideration here. In connection with the matter of exports, the question of market possibilities abroad, competing factors of this market and details of shipment, credit, etc., would then be considered.

Thus in its finality, a local foreign trade study club would resolve itself into a research bureau for the purpose of ascertaining the position and potentialities of that particular community's industries in their relations with the foreign trade. No one manufacturing plant in the community would be able to carry on this work as extensively or as thoroughly as would the research bureau, so that the manufacturers as well as the community in general would profit by the results obtained. The work should be linked up in connection with the activities of the Chamber of Commerce, if possible, and under the auspices of a club or university school of commerce if that could be arranged. It would be doing for a single community what the Bureau of Foreign and Domestic Commerce attempts to do for the country at large. In other words, it would be translating foreign trade into terms of a local community. Gradually the bureau would accumulate a considerable library and a fund of information which would be of great service to the various interests in the community and at the disposition of the community's Chamber of Commerce for furthering the general trade interests of a community.

In order to secure the best results in connection with the work of the proposed research bureau, each member of a foreign trade study club should have a definite task in connection with the bureau, planned in such a way that through the cooperation of all of the members, the work as outlined will be carried out thoroughly and effectively. Each member contributing to this work will benefit by his own contribution as well as by the advantages which will accrue to him through the labors of the other participants in this work.

Thus, a local foreign trade study club could in this way make for substantial results in connection with the development of community's, foreign trade potentialities, while at the same time, each member would secure, through the labors bestowed on this work, an education in foreign trade which would be invaluable.


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