

## NECESSITY FOR CREATION OF EXPORT TRADE MACHINE.

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they utilize their organization far more economically because they operate for scores of manufacturers in an endless variety of goods in several countries. All of these British agencies, however, differ basically from the export section of an American manufacturers' organization for specific exporting in being absolutely independent of importer or of exporter, and free to take and place in the best markets at choice. They offer to manufacturers the tremendous advantage of relief from the financial responsibilities for any order placed with them under the "indents" they themselves receive from foreign customers.

No consideration of Canada's future overseas trade would be complete which omitted this exporting machinery that must be built up. It is none too soon to take up the commencement now—the building of the machine—when European orders coming in are flashing before the imagination of Canadians the golden possibilities in foreign fields. It is not the purpose of this article to discuss the relative merits of British and American systems, but to point out the opportuneness for careful and perhaps collective thought being given to preparing all things which the Canadian Trade Commission trusts will make out permanent export trade run smoothly.

## INDUSTRIAL DISTURBANCES AND PRESENT SITUATION.

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mate good sense of the Canadian people will prevail, but that some preparation along this line should be made is the stern duty of the government and all those business organizations acting in co-operation for the maintenance of their industrial and business life and for the continuance of national industry during the great economic strain which we are sustaining through this trying transition period.

The Vancouver Board of Trade, the British Columbia Manufacturers' Association, the New Westminster Board of Trade, and the British Columbia branch of the Canadian Manufacturers' Association, at a joint meeting held in the Vancouver Board of Trade Rooms, decided to create a joint freight bureau with the appointment of a paid expert secretary to act in the interests of British Columbia shippers, dealers and manufacturers.

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