



DOWNLOAD



Special Agents Series Volume 209

By United States Manufactures

Rarebooksclub.com, United States, 2012. Paperback. Book Condition: New. 246 x 189 mm. Language: English . Brand New Book ***** Print on Demand *****.This historic book may have numerous typos and missing text. Purchasers can download a free scanned copy of the original book (without typos) from the publisher. Not indexed. Not illustrated. 1921 Excerpt: . the dealers in company with the Chinese agents salesmen. Other large American houses have also relegated the comprador to a less important position and deal directly with the Chinese merchant, accepting as security, in the absence of reliable credit information, a deposit or bargain money, as it is called, to guarantee the contract. Thus we see that the importer or sales agent in China escapes from dependence on the comprador just in proportion as he learns the language and customs and consequently the sales possibilities and credit limitations of the Chinese merchants. Also, the dependence on the comprador will gradually lessen as advertising mediums such as Chinese trade journals reach out to the thousands of small merchants. But with the present development of advertising in China, that is a long look ahead. The Chinese merchant is the final channel through which all foreign merchandise reaches...



READ ONLINE
[6.68 MB]

Reviews

It becomes an incredible ebook which i have at any time go through. It normally fails to charge excessive. Your daily life period will be enhance the instant you full reading this article book.

-- **Alize Bashirian I**

This written ebook is excellent. It is amongst the most awesome ebook i have study. You will not truly feel monotony at whenever you want of the time (that's what catalogs are for regarding if you ask me).

-- **Devante Langworth IV**