



Special Agents Series Volume 209 (Paperback)

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...



Reviews

It is great and fantastic. Yes, it really is engage in, nevertheless an amazing and interesting literature. You can expect to like how the author write this pdf.

-- Roma Prohaska MD

Very good electronic book and useful one. it absolutely was writtern extremely completely and useful. You will not feel monotony at at any moment of your respective time (that's what catalogs are for relating to when you question me). -- **Prof. Noah Zemlak DDS**