

Michigan Leather Exports Aided by Trade Agreements

Michigan is a center for the tanning, currying and finishing of leather. The industry provided a payroll in the state of more than three million dollars and produced almost \$18 million worth of leather in 1939, a year when U. S. leather exports, amounting to over \$12, million, were stimulated by trade concessions made by 20 countries under reciprocal trade agreements. The American leather manufacturing industry draws approximately half of its raw materials from other countries.

Pennington

(Continued from Page 4, Part 3) is merely barrier between governments accomplishes nothing toward unifying and pacifying the world. In fact, trade of that sort merely builds up those concentrations of political power which are themselves threats to world peace. Only producers and consumers who deal with each other directly across borders acquire that understanding of each other's problems and aims which makes them realize their community of interest. Every bureaucratic interference with free commerce tends to keep peoples apart. Foreign trade must lead peoples to deal intimately

with peoples—not governments with governments. Thus, and thus only, can international trade stimulate the demands for that freedom of movement of peoples which, in turn, is essential to enduring peace. The business men who are going to discuss for us some "economic aspects of world peace" on the evening of January 28 at the Community House in Birmingham, will naturally talk principally of their individual commercial experiences in connection with world trade. They will speak to us on the economic plane. However, they and we, must realize that the dominant problem of humanity is no longer purely economic but has become, in this atomic age, one of survival.

Michigan Wages Go Up or Down Depending on Trade With Nations of World

The state of Michigan is affected directly, as an industrial exporting state, by the foreign trade policy of the United States and the capacity of other countries to buy American products. Every Michigan voter should be aware of the issues involved in trade, since a major portion of the payrolls of the state expand or

shrink as world trade waxes or wanes. At least ten of the economic enterprises of top rank in Michigan produce goods of the kind exported from the United States. The first, of course, is the automobile industry which, before the war, regularly sent to foreign markets one of every ten cars produced. Other major industries turn out exportable products of iron and steel, machinery, food, wood and paper, chemicals, non-ferrous metals, and refined petroleum. Finished leather and sporting and athletic goods, among Michigan's important enterprises, were exported before the war. And approximately 16 million bushels of threshed wheat from 69,000 Michigan farms had a farm value in 1939 of more than 12 million dollars.

Can't Estimate Total Value
In addition to the enterprises which produce the goods that move into foreign trade, a large number of people in the state make their living from business concerned with moving, storing, and financing such goods. The total value of products moving through the Detroit Customs District in 1938 was estimated at \$215,745,000.

While it is not possible to estimate the total value of Michigan products exported during the year, we do know from the Biennial Census of Manufacturers, which is taken in even-numbered years, that in 1938, the last year before the war brought vast changes in production. Eleven important enterprises in the state, whose operations were affected by exports, produced goods valued at \$1,217,974,000 and that salaries paid by them amounted to more than \$300,000,000.

But imports, as well as exports, are particularly important in this state. Before the war many Michigan industries or branches of industry located here, depended in some degree, if not entirely, upon imported raw materials. Among them were the automobile industry, steel, non-ferrous metal products, certain parts of the chemical industry producing drugs, medicines, paints and varnishes, and the leather industry.

Michigan industries need nickel or chrome, manganese and tungsten, bauxite, copper, lead, tin and zinc. In pre-war years the American chemical industry imported one-third of the raw materials it used.

Looks to Foreign Trade
It is clear that a state with so many great manufacturing enterprises which formerly exported looks forward to a resumption of foreign trade and should be interested in doing everything possible to increase the volume of international business. The war-expanded or created industrial plants of Michigan, if they are to be utilized, require a world trade greater than that of pre-war years. After domestic requirements are met, there will be a surplus of Michigan products which can only be sold profitably in foreign markets

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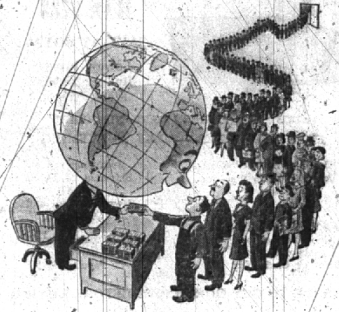
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The "Eifel" Gets An Eye-Full When a Sleek New Buick Spins By

"What grace! What symmetry! What nobility of carriage!" So say Parisians, long dedicated to the appreciation of the fine things in life. Naturally they're thrilled by the sweeping lines of the sleek, smooth Buick car.

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Sounds like a far cry from Wong Fu's job in China to Jim Smith's job in Grand Rapids. Actually, there's a close connection.

The seeds from the tung nuts that Wong gathers go into the making of tung oil. This oil is used in the paint that Jim sprays on new furniture.

This simple deal is good business for both Wong and Jim. Wong gets money to pay for the things he needs from us, machines and foodstuffs. The people he buys from, then have money to buy furniture from Jim's company. This means steady work, better wages for Jim and a higher standard of living.

World Trade is directly responsible for part of every dollar that Jim earns. And that goes for you, too. For instance, if you're an auto worker, you should know that 300 materials from 55 different countries go into your new cars.

In normal times, the sale of new cars to foreign markets accounts for a big share of your paycheck.

The medicines you get at your corner drugstore come from 102 countries. Your telephone, radio, refrigerator and many other modern comforts include many materials from other countries.

This friendly swapping of goods among nations is the same thing as doing business on Main Street... and it's just as important. We couldn't possibly have attained our present high standard of living without World Trade. We can't possibly keep it unless we're willing to swap goods... in increasing volume... with other countries.

World Trade helps everyone. Let's all help it along for more business and jobs.

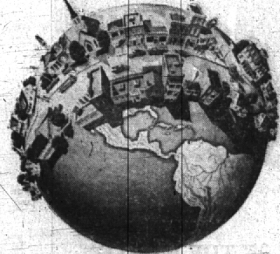
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