

Jaycees to Conduct Discussion Tonight on World Trade

As the opening gun of Birmingham's World Trade Week and a free rehearsal for the Community Council World Trade Institute on Jan. 28, the Junior Chamber of Commerce will "take a new look" at world trade in a discussion meeting at the Baldwin Public Library at 8:20 tonight. The meeting is open to the public. Speakers representing the Junior Chamber of Commerce will be John Gilsey, Jr., moderator, John Stevenson, William N. Allen, John Kennedy, Herman Erbe and Lawrence E. Nelson.

Value of Exports

United States exports, swollen by large lend-lease shipments for the years 1941-46 and including some UNRRA shipments for the year 1945-46, were as follows in the 46-year period 1937-46.

1937	billions	\$2,349
1938		3,094
1939		3,177
1940		4,021
1941		5,147
1942		5,079
1943		2,265
1944		14,259
1945		8,806
1946		37,742

Lower Duties Result in More Michigan Goods Going Abroad

Four countries, including the United Kingdom and Canada, reduced or bound duties on sporting and athletic goods under trade agreements with the result that U. S. exports of those articles rose from less than \$600,000 in 1933 to more than two million dollars in 1938, a year when Michigan produced approximately \$12 million worth of sporting and athletic goods.

Heads Committee

Frank Query, sophomore of Bradley University, son of Mr. and Mrs. F. C. Query, has been named head of the social committee of the Bradley Engineering Club. Query graduated from Royal Oak High School in 1942 and entered military service before enrolling at Bradley. He is a member of Phi Delta and is majoring in mechanical engineering.

The results of a recent survey show that over 3,000 alloys in current use contain from a fraction to something less than 100 per cent of nickel.

State Farmers Can Continue Prosperity Thru World Trade

Farmers of the United States are still profiting from wartime demand for foodstuffs, since European needs have to be met largely by the United States but have increased their production to historical levels in order to keep Europeans from starving to death. Patriotic as the motive has been, the result has been phenomenal prosperity for the American farmer.

Eventually, however, European grain fields, gardens and orchards will again be productive and American farmers, including those in Michigan, will be looking for outlets for their crops so that farming may remain a profitable business. Then the before-war experiences with Reciprocal Trade Agreements will have real interest and significance for them and more farmers will become well informed on agreements as instruments to maintain prices.

Products of State
Michigan produces quantities of wheat for an even smaller share of the total domestic market, or four-tenths of one percent in 1938. On these imports less than half were products on which duty reductions were applicable. Tariff reductions have been made on fresh, prepared or preserved tomatoes, but the effect has been slight in Michigan because fresh tomatoes from Cuba and Mexico are available only during winter months when the major portion of Michigan's annual production is unavailable.

Trade in foreign fresh strawberries is limited to Canada with which there is a seasonal ex-

change. Early berries are exported to Canada and late berries are imported from the same place. Therefore, Canadian berries enter in July when the local season is almost over. Before the war exports of early berries were eight times as great as imports of late berries.

Opposition to Program
Dairy farmers and those who raise tomatoes, strawberries, celery, beans and sugar in commercial quantities sometimes express fear of the trade agreements program.

Under the Trade Agreements Act, there was a small increase in the importation of dairy products. But it has been so small that it has had no appreciable effect on either domestic production or prices. Before the act was passed total imports were only six-tenths of one per cent of domestic production. Under the trade agreements program there was a small increase in imports; but because domestic production increased so extensively in that period, the imports accounted for an even smaller share of the total domestic market, or four-tenths of one percent in 1938.

Steady Trade
In discussions thus obtained from 18 countries for meat and meat products, 15 governments reduced duties or agreed to larger quotas on pork and pork products, including frozen or cured ham and bacon, lard and sausage casings. It should be remembered that in 1939 55,000 Michigan farms marketed 884,000 hogs if the importance to Michigan of this trade agreement is to be appreciated.

Benefit Wheat Farmers
Seven foreign countries have made trade concessions which benefited wheat farmers of the United States. The United Kingdom placed wheat on the free list. Dutch imports increased more than ninefold. Switzerland raised its quota from zero to more than four million bushels and Mexico and Canada reduced their duties substantially. U. S. exports of wheat, which were around eight million bushels in 1933, went up to 36 million bushels by 1938. Wheat is

16 Times Greater

Five years after a trade agreement was reached between the U. S. and Cuba on raisins, prunes and pigments, Cuban imports of these commodities was 16 times greater than before the concessions were made.

Because World War II created vast changes in Michigan's productive facilities and changed the character of the United States trade with many countries, figures and statistics used on these World Trade pages have been taken for the most part from the pre-war period 1938-39. Sources used are the Census of Manufacturers and Census of Agriculture, the U. S. Department of Commerce and the U. S. Department of State.

In the case of sugar the duty has been reduced 50 per cent. But special sugar legislation has controlled imports which have been regulated by quota provisions during most of the period during which the trade agreements program has been in effect, although they were suspended during the world-wide sugar shortage. Legislation will continue to determine the extent and point of origin of our sugar imports, rather than any action taken in the trade agreement program.

Two-Way Program
The Reciprocal Trade Agreements constitute a two-way program. They not only supply new outlets for farm commodities, but by opening new markets for foreign goods within the United States, increase the dollar supply abroad which makes more purchases from the United States possible for countries which need and want our products.

Foreign purchasing power is reflected directly in the Detroit market. According to a survey in 1940, published by the United States Department of Commerce, 81 of every 87 spent in this area was derived from foreign trade. The prosperity of the area is of

Export Market for Canned Produce Vastly Improved

Trade agreement concessions reached with many countries have improved the export market for the canned fruits and vegetables which Michigan produces. Twenty-four countries have agreements with the U. S. which permit more canned or preserved fruits to enter and 20 others now permit more canned vegetables to be imported.

Many More Exports

U. S. purchases from foreign countries increased during the trade agreement period 1934-39 but in every year the United States exports greatly exceeded imports.

Excess of Exports over Imports:

1934	\$ 477,700,000
1935	235,400,000
1936	35,400,000
1937	265,500,000
1938	1,134,000,000
1939	858,100,000

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John Ingleson, proprietor
WOODWARD AT LONG LAKE ROAD, BLOOMFIELD HILLS

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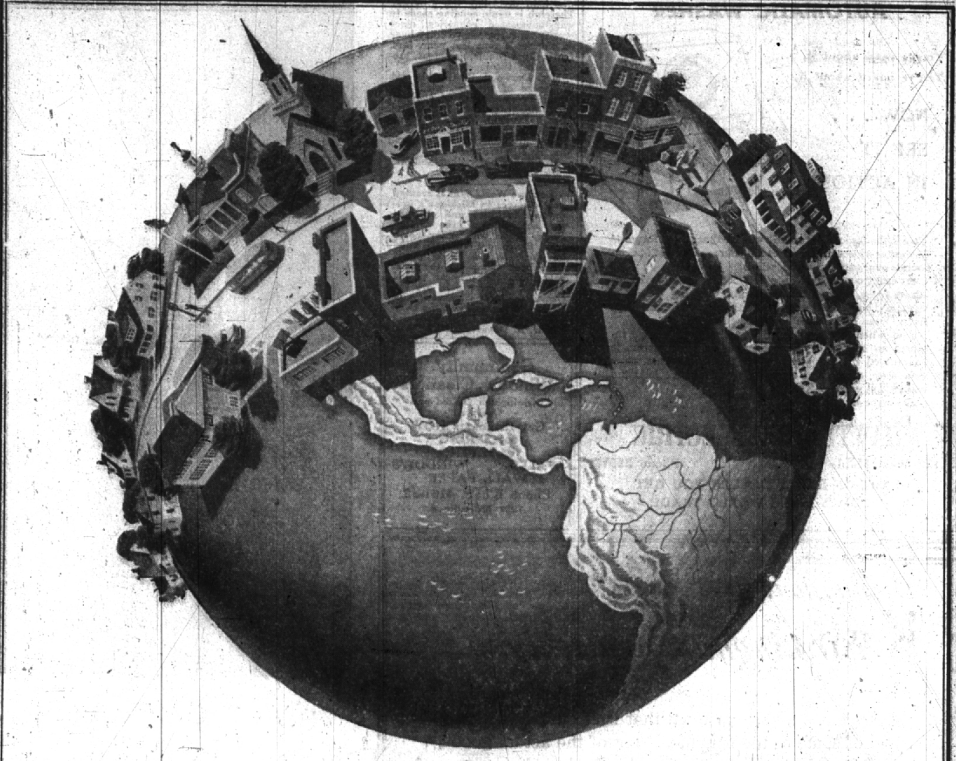
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The merchants on Main Street and the people who shop there are better off because of World Trade.
In fact, part of every dollar they earn (and you earn) comes from World Trade.
You know that Main Street is prosperous when the baker has extra money so he can buy from the butcher, who in turn has extra money

to spend at the garage and grocery and the local theater. Those people, in their turn, have more money to spend at the bakery and other places.
That's the way it is with World Trade, too. When we buy tea, China has money to buy things we want to sell. When we buy perfumes, the French can buy large equipment from us.
So World Trade isn't just a mysterious something-or-other. It's Main Street trading on a bigger scale.
It helps everybody. We ought to do all we can to make it prosper, because we build our own prosperity by doing it. If we want more prosperity, we want more World Trade.
Remember, Main Street is a two-way street; if we want to sell, we have to buy.