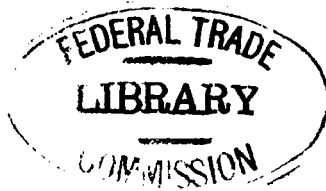


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HON. JAMES A. GALLIVAN, of Massachusetts.

ADDRESS

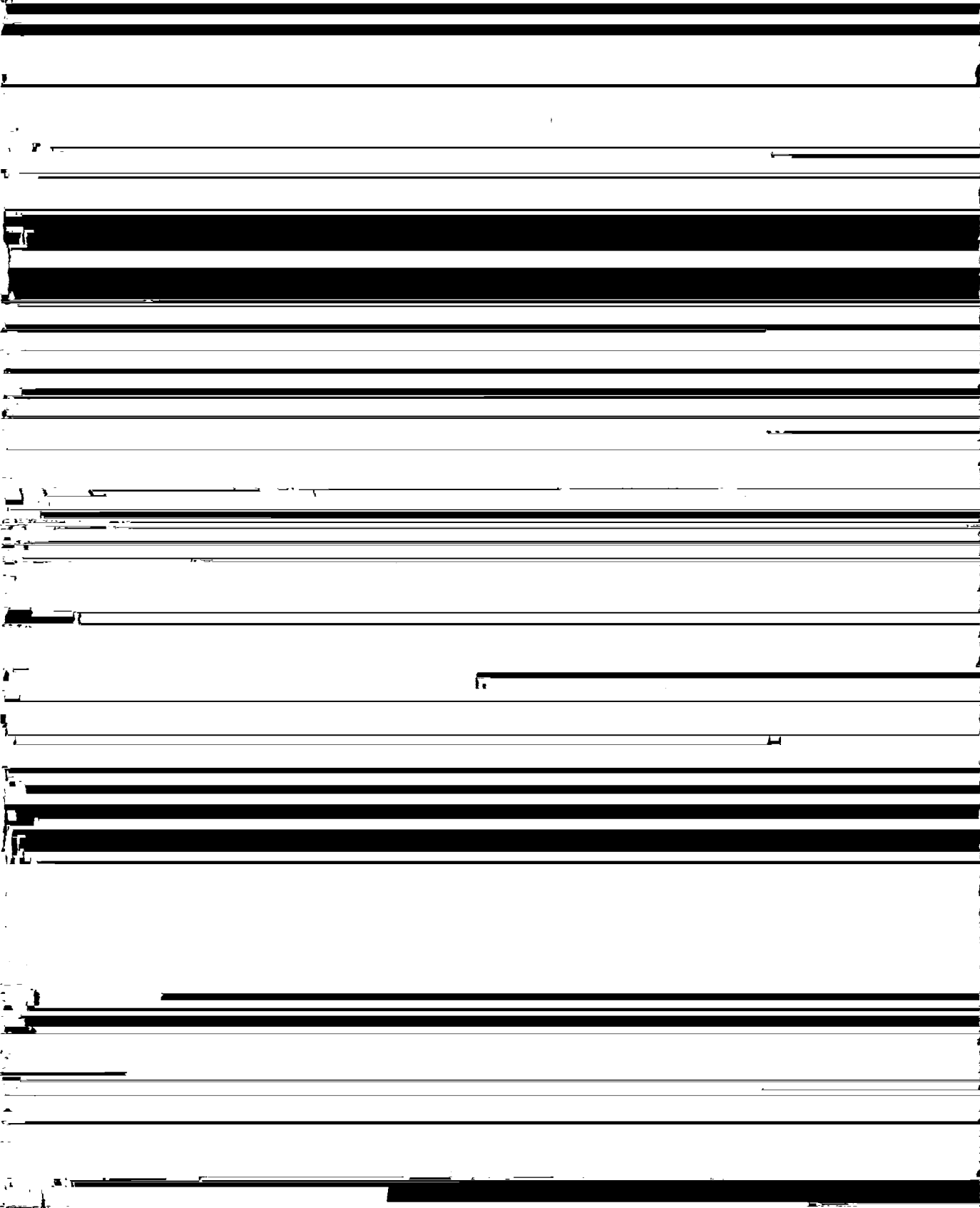
of

EDWARD N. HURLEY,

BEFORE THE BOSTON COMMERCIAL CLUB,

BUSINESS, TOO, REQUIRES ASSISTANCE


Made for general business that which these other agencies do not



LACK OF ADEQUATE INFORMATION.

The Federal Trade Commission, no matter how anxious it is to be helpful to those laboring under these industrial disadvantages, is confronted at the outset with a lack of adequate information regarding industry.

With all the attention that has been given to business the past 15 years it is a remarkable fact that today there are no comprehensive data available, no constructive material at hand to furnish to a manufacturer, merchant, or trade association desiring to improve the unsatisfactory con-



BUSINESS COOPERATING WITH COMMISSION.

During the next year business was processed before the Federal Trade

[REDACTED]

General that no proceeding is ever instituted until after the usual

taking and exhaustive investigation, in the course of which the person or corporation against whom complaint is made is given full opportunity to submit its defense before any action is taken.

The Illinois Manufacturers' Association, the National Foreign Trade Council, and many similar organizations have committees of business men who stand ready and willing to cooperate with the Federal Trade Commission.

QUESTIONS BEFORE THE AMERICAN PEOPLE

It is necessary for the smaller manufacturer to know

It is necessary for his success that he know on what particular article
he is making a fair profit and on what he is making only a nominal profit

of profit or losing money. If he has this information, he can concentrate
on the manufacture and sale of the product on which the profits are satis-
factory.

It is necessary for the smaller manufacturer to know

TRADE ASSOCIATIONS.

Commercial clubs, boards of trade, trade associations, manufacturing associations, and similar organizations constitute a most potent influence for accomplishing the ends for which they have been organized.

There are about 6,500 commercial, industrial, and trading organizations

boards of trade, and similar promotive business organizations; a thousand manufacturing and mercantile associations of a general character,

business concerns in a number of different industries, such as State manufacturers' associations, credit associations, and so forth, and about 3,000 trade associations -- groups of business men in particular manufacturing, mining or mercantile industries.

The Federal Trade Commission's report on industries will be most helpful to associations, since it will furnish facts and figures not now available which will enable them to perform their proper function.

lating cooperative effort and improvement.

Industrial preparedness and the mobilizing of our industries in case of war can be accomplished and developed more rapidly through trade associations than by any other method. It is recognized that the foreign trade of Germany, France, and England could not have been developed so thoroughly if it were not for the trade associations. If we are to be important factors

in the world's commerce, the trade association must be encouraged.

The questions of giving to our workmen continuous employment so that they may average longer periods of prosperity can be solved through the trade association. With its knowledge of labor requirements in the whole industry it can assist its members obtaining unemployed men from other parts

More than 600 independent associations of manufacturers, producers

and merchants exist in Geneva, Italy, and besides the various

system of that country is hampered with about 5,000 subside