

NAME	LOCATION	PRINCIPAL OFFICERS	SIZE	FUNCTIONAL SPECIALIZATION	PRODUCT SPECIALIZATION	GEOGRAPHIC SPECIALIZATION	GENERAL INFORMATION
Seiter-Group Außenhandels- gesellschaft mbH	Postfach 201609 Fischertal 4 5600 Wuppertal FRG	Dr. Klaus Tacke	Turnover: \$10M plus	Countertrading company founded in 1977 as part of a textile manufacturing firm	No restrictions: have handled numerous products	Poland and Czecho- slovakia	Prefers deals of \$1M or less. Good relationships with Polish and Czecho- slovakian Foreign Trade Organizations
Siber Hegner Holding Limited	Bellerivestrasse 17, CH-8034 Zurich, Switzerland Tel: 478-990	Not available	Not available	International trade services, including countertrade	See "general information"	Eastern Europe and Far East	Parent company of group of firms engaged in interna- tional trade; Siber Hegner Machinery Ltd. for machinery; Siber Hegner Textiles Ltd. for textiles; Siber Hegner Raw Materials Ltd. for chemicals and agri- cultural products; Handelsverkehr (Zurich) for watches, other consumer goods; Handelsverkehr (Frankfurt) for agricultural products
Sears World Trade: Countertrade Unit	450 Fifth Street NW, Washington D.C. U.S.A. 20003 Tel: (202) 626-1960 Sears Tower Chicago, Ill. U.S.A. 60684 Tel: (312) 875-5801	Phil Rowberg Jack Wainwright David Schaffer	Not available	All aspects of countertrade trans- actions; compre- hensive package of services	Consumer durables and other consumer products; aerospace industry products, high-technology products	None	Well established, active unit of Sears World Trade Inc.
Societa per l'Incremento dei Rapporti Commerciali con l'Estero (SIRCE)	Via Larga 23 I-20122 Milan Italy Tel: (02) 861-451/2/3	Dr. Alberto Levi	Capital: 400M Lira	Representation and trade on own account	Consumer goods, specialized machin- ery, chemicals, raw materials for the textile, steel and chemical industries	Primarily U.S.S.R. but also Bulgaria, Poland, Romania	Permanent representation in Moscow through affiliated Swiss company
Sorice	79-81, avenue Danielle Casanova, F-94200 Ivry-sur- Seine, France Tel: 670-1182	Not available	Not available	Direct countertrade operations for clients	Machinery and equipment	Eastern Europe, especially Bulgaria, GDR, Hungary, Romania and U.S.S.R.	
Transmedia BV	Bur. v. Nispen- straat 33, NL-1251 KG Laren, Netherlands Tel: (020) 79-99-74	Not available	Not available	Countertrade operations	Deals chiefly in engi- neering products, motors, chemicals; occasionally in equipment for the wood-working and paper industry	U.S.S.R., Bulgaria and Romania; occa- sionally Czecho-slova- kia and Poland	
The Trade Exchange Group	2490 Bloor St. Suite 400 Toronto, Ontario Canada M6S 1R4 Tel: (416) 763-3541	D. Butcher, President C. Sharp	Not available	International trade and countertrade consultants and advisors	Sales of non- competitive goods on Canadian market	World-wide	
Unico Trading Handelsgesellschaft mbH	Jasomirgottstrasse 3/6 A-1010 Vienna Austria Tel: (0222) 633-241	Dr. H. Stepic	Employees: 6	Agency and counter- trade services. Also engages in forfeiting, loan syndication, leasing and factoring	Timber and other raw materials, consumer goods, foodstuffs, agricultural products, textiles, chemicals	No territorial limitation, but especially U.S.S.R. and Eastern Europe	Trading unit of the European co- operative banking group Unico
VOEST-Alpine Intertrading GmbH	Schmiedegasse 14 A-4040 Linz Austria Tel: (0732) 3-83-31/49	Dr. C. Preschern	Sales: Schillings 31B (1983) Employees: 164	Representation and countertrade	Metallurgical products, raw mate- rials, crude oil, petrochemicals, agricultural products, machinery, textiles	No territorial limitation, but experienced in East- ern Europe	Member of the VOEST-Alpine Group (Austria)
Welt International	1413 K Street NW, Suite 800 Washington, D.C. U.S.A. 20005 Tel: (202) 371-1344/3	Leo G.B. Welt, President M.C. Listerud	Employees: 6	Consulting, represen- tation, assistance in arranging trade finance and exhibitions	No limitation	U.S.S.R., Eastern Europe, China	Affiliate publishes East-West trade newsletters: Soviet Business and Trade, China Business and Trade