

One can summarize the statistical findings by stating that because all Canadian exporters and trading houses did not reply or were not questioned that the ranges given could quite possibly be minimums for the years surveyed.

Qualitative Responses

In addition to statistical information elicited from companies, the study also developed information concerning the actual experiences of Canadian companies involved in countertrade. This covered a range of issues from countries involved, to negotiating techniques used, to fees charged by trading houses. I have chosen several subject areas to review, that are of particular interest and where possible will try to illustrate them with comments from those interviewed.

Countries Involved

Twenty-one countries in which Canadian companies consummated countertrade transactions were identified in the course of the study. These included: Guatemala, Brazil, Yugoslavia, Romania, Hungary, Czechoslovakia, East Germany, Thailand, Indonesia, Malaysia, Phillipines, China, Egypt, Nigeria, Israel, Iran, Denmark, the Netherlands, Spain, Italy and Australia.

Products Involved

Canadian products exported in countertrade transactions consisted primarily of capital goods, turnkey plants and services but also sulphur, potash, potatoes and dairy products. Return goods offered in countertrade transactions included ham, jam, mangoes, fish and fishing rights, sesame seeds, rice, sugar, coconuts, edible oils, canned and frozen foods, spices, foodstuffs, sorgham, wine, beer, cotton, rubber, bauxite, shipping services salt, pulp, wood, furniture, keys, machine tools, electric motors,