OPTIONS FOR EXPORTERS

(17) Export Markets: The Trading House Connection

Trading houses act as commercial intermediaries between Canadian producers and foreign purchasers or consumers. This booklet describes types of trading houses (merchants who buy and sell for profit, agents who receive commissions or fees), explains when trading houses should be used, lists considerations when selecting a trading house, and provides references for further information. Source: Export and Transportation Services Division (TPS) (English, French, 1989)

(18) Countertrade Primer for Canadian Exporters

Countertrade transactions involve goods sold to an importer conditional upon a reciprocal purchase or undertaking. This primer describes forms of countertrade, suggests ways of dealing with countertrade demands, lists countertrade houses and their areas of specialization, and describes countertrade practices of 44 countries. Source: Export Finance and Capital Projects Division (TCF) (English, French, 1985)

(19) Winning Asian Development Bank Contracts

The Asian Development Bank, of which Canada is a member, lends money to various developing countries to undertake specific projects. This pamphlet outlines how Canadian companies can obtain information and bid on those bank-financed projects and provides a list of useful contacts. Source: Asia Pacific South Trade Development Division (PST) (English, French, 1987)