

The enclosed presentations from the seminar were reproduced to provide a departure point for interested parties on the subjects of corporate trading companies and countertrade and as a reference for those in attendance. Indeed, their value may exceed that of other texts in that they not only provide guidance in these two areas but also illustrate numerous experiences which are so valuable for corporate planners and exporters alike.

Where appropriate, transcribed speeches for which original texts were not available have been edited and condensed. Prepared texts of speeches provided by speakers may differ somewhat from the actual presentations.

For further information on corporate trading companies and countertrade, interested readers should contact the

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