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EXECUTIVE SUMMARY

The current state of the trading house sector in Canada is being examined in this report. The report is intended to provide a comprehensive overview of the sector and to identify the key issues facing it. The report is organized into seven chapters, each of which addresses a different aspect of the sector. Chapter I provides an overview of the sector and identifies the key issues facing it. Chapter II examines trading house activities in other industrialized countries. Chapter III provides a detailed overview of the trading house sector in Canada. Chapter IV examines views of and about the trading house sector in Canada. Chapter V examines the relationship between trading houses and the government. Chapter VI examines countertrade and the role of Canadian trading houses. Chapter VII examines the trading house option and identifies the key issues facing it. Appendix I provides a detailed overview of the survey methodology and supporting tables. Appendix II provides a detailed overview of the corporate trading company model.