

"We would have to have a large volume of countertrade transactions before we set up our own trading unit. It takes a certain structure and size to be effective in handling countertrade in-house."

"We weighted the costs of setting up a trading department and the difficulty in getting new people with countertrade experience. We decided that it was not workable to set up a trading department."

Future Trends:

Both Canadian exporters and trading houses felt that capital projects, followed by high tech and other manufactured goods would subject to increased countertrade demands in the future.

Conclusion: Several key points can be made to summarize Canada's past countertrade experience.

1) The frequency and volume of Canadian countertrade involvement has shown a significant increase since 1980.

2) The primary burden of countertrade demands on Canadian exporters has fallen on companies in the following sectors:

- a) transportation and related equipment
- b) telecommunications, defence and other high technology products
- c) Resource extraction and energy generation equipment
- d) Agricultural and forestry equipment
- e) Engineering and other consulting services