

NAME	LOCATION	PRINCIPAL OFFICERS	SIZE	FUNCTIONAL SPECIALIZATION	PRODUCT SPECIALIZATION	GEOGRAPHIC SPECIALIZATION	GENERAL INFORMATION
MG Services Inc.	250 Madison Ave New York, N.Y. U.S.A. 10022 Tel: (212) 715-5200	George S. Horton	Not available	Comprehensive countertrade services, including structuring approaches, negotiating contracts, preparing documentation and purchasing products	All products	All countries	Member of the Metallgesellschaft Group. In addition to New York head office, MG services maintains regional headquarters in London and Hong Kong. Also Toronto Office: (416) 665-2328
Mueller International BV	Startbann 5 NL-1185 XP Amstelveen Netherlands Tel: (020) 470-481	G.B.J. Mueller F.C. van de Graff J.P. Moolenbeek H. Patijn	Employees: 80	International commodity trade, including barter, countertrade, buyback, triangular and switch transactions; import and export pre-financing. Acts as principal or agent.	Agricultural goods, metal and steel products, chemicals, fertilizers, crude oil and products, textiles, machinery and equipment, minerals, phosphates, cement	World-wide	Affiliated companies in London, Paris, Baar (Switzerland), Lisbon and New York Countertrade International Inc., 575 Madison Ave., Suite 1006, New York, N.Y. U.S.A. 10022 Tel: (212) 605-0295 Managing Director: G. de la Roche
Noble Trading Co. Ltd.	809 Cameron St., Alexandria, Virginia U.S.A. 22314 Tel: (703) 549-5966	Ms. Ruth Noble Groom, President	Not available	Liquidation of countertrade goods, purchase of goods for trade credits granted to client company, expertise in selection of marketable products.	All products, but especially consumer goods	Eastern Europe	
Noranda Sales Corporation Ltd.	P.O. Box 45 Commerce Court West, Toronto, Ont. Canada M5L 1B6 Tel: (416) 869-7000	Richard Lote	Not available	Assists clients in selling to countries where non-traditional forms of payment are required; will participate as agent or principal in countertrade transactions; also offers marketing consulting services	Forest products, minerals and metals, bulk commodities used industrially (e.g. coal, sulphur, phosphates)	No territorial limitation	Trading subsidiary of Noranda Mines. No eligibility requirements for external clients
Philipp Brothers (Canada) Ltd.	181 University Avenue Suite 1822 Toronto, Ontario M5H 3M7 Tel: (416) 363-9226	Anthony D. Frizelle President	\$26 billion (US) annual sales	Will structure and perform barter, countertrade, clearing and other types of "alternative financing"	All products considered	Operates world-wide, with offices in 52 countries	East European transactions can also be arranged through PHIBRO subsidiary; Philipp Brothers (Holland) NV, Prinses Irenestraat 39 NL-1011 Amsterdam Netherlands
The Royal Bank of Canada, International Trade Division	Royal Bank Plaza 13th Floor South Tower Toronto, Ont. Canada M5J 2J5 Tel: (416) 865-4310	Dr. Aldo Nicolai Frank Priyatel	Not available	Advisory and financial services; introductions, co-ordination of arrangements	None	World-wide, but European expertise	Bank offers services to clients on fee basis
Satra Limited	15-21 Praed Street, London W2 1WJ, U.K. Tel: (01) 402-5151	N.N. Bronstein	Not available	Countertrade purchases on own account	Machinery and equipment, especially automotive products, metals, minerals, chemicals, textiles, pharmaceuticals, canned goods	Czechoslovakia, Hungary, U.S.S.R., Yugoslavia	Long-established trading company with East European specialization. British importer of Soviet Lada automobile
Secopa SA	22, rue d'Aguesseau F-75008 Paris France Tel: 723-5577	Not available	Not available	Direct countertrade operations, switch, specialized financing	Chemicals, fertilizers, foodstuffs, metals, agricultural products, textile raw materials	World-wide	Subsidiary of Schnedier et Cie-Le Creusot (France) Major shareholder: Banque Française du Commerce Extérieure (France)