

4. Functions: Evidenzburo operates in a number of differing ways:
- a. participates in official negotiations between Austrian authorities and the various East European governments, particularly in the establishment of agreements and cooperation
  - b. serves as an intermediary between its members and East European FTO's; in particular, it advises member firms on the product choices when they are presented with lists of products for CT by FTO's and with the disposal of these goods either in Austria or in other countries
  - c. may transact countertrade business on behalf of its due-paying members, whether Austrian or foreign firms
5. Specialization: Due to its strong links with the Association of Austrian Industrialists, Evidenzburo at its inception tended to concentrate on the disposal of capital equipment, i.e., machine tools and other metal-working equipment. It has now, however, diversified its product interests into consumer goods fields.
- Despite its strong interests in capital equipment goods, Evidenzburo will consider a CT proposal by any of its members outside of its product interests. In such a case, it will rely on its network of contacts in Asia, Latin America, and the Middle East to find markets for these products.
6. Membership: All organizations dealing with export, import or transit trade can become members after paying an annual membership due: Austrian firms pay 15,000 Austrian schillings, non-Austrian firms, 25,000 Austrian schillings.
7. Record: Since its foundation in 1968, Evidenzburo has negotiated (as of 1979) CT obligations worth US\$270 million on behalf of its members.

G. France: Association for Compensation of Commercial Exchanges (ACECO)

1. Origin: The French organization ACECO was established to overcome the relative weakness in numbers and economic power of the trading house sector to engage in countertrade. This semi-official, non-profit advisory body, established by four national trade and industry groups and five banks, was designed expressly to assist its members in transactions involving some form of countertrade:

- National Council of French Employers
- National Federation of Foreign Trade Associations
- Chamber of Commerce and Industry of Paris
- Federation of Mechanical & Metalworking Industries
- Banque Nationale de Paris
- Crédit Lyonnais
- Société Générale
- Banque Française du Commerce Extérieur
- Banque de Paris et des Pays-Bas