

couple of other corporations like those who had the very large existing international networks around the world who said, we then will build a business on representing other products. It is interesting that that business or that type of business doesn't have as much to do with relating to a company's current product lines and business and an extension of that and what's also the interesting thing about it is that at least on the conclusion that we have so far that side of the business or that side of a trading company's efforts hasn't developed well at all. Now part of the difficulties as to why it hasn't developed is that very often companies that would have products similar to the Honeywells' or other large companies have a tendency of viewing those companies more as competitors to their products, rather than complimentary to them.

Introduction of New Products:

6) And then finally there is a view that companies can make new profits through new products that are introduced that are similar to products that they currently market but that they may be able to control to markets to or to identify the products from some other manufacturers more quickly than the manufacturers themselves could move and go into the international market. And that is somewhat tied to better use of the existing network but its also tied in the company's ability to understand what else is being produced in their field and being able to identify it and either use it internally or market it to others abroad.

Those are the areas that we have found companies have looked at and to some degree particularly on those initial ones have succeeded in setting trading companies as more or less profit centres. The areas that companies have looked at setting up trading companies as service centres within their corporation had to do with another range of objectives.