

NAME	LOCATION	PRINCIPAL OFFICERS	SIZE	FUNCTIONAL SPECIALIZATION	PRODUCT SPECIALIZATION	GEOGRAPHIC SPECIALIZATION	GENERAL INFORMATION
M. Golodetz (Overseas Ltd.)	Aldwych House 71/91 Aldwych London WC2B 4HN U.K. Tel: (01) 242-8888	L.J.A. Simmons	Not available	Acts as principal or agent in countertrade transactions; also arranges exhibitions, symposia, technical visits	Mainly chemicals, plastics, machine tools, electric motors, steel, foodstuffs	U.S.S.R.	Member of large, international Golodetz trading group; maintains representative office in Moscow
Greficomex	27, rue de Lisbonne F-75008 Paris France Tel: 359-0453	Not available	Not available	Disposal of countertrade goods	Foodstuffs, but no product limitation	Eastern Europe, especially GDR, Poland and Romania	Backed by Credit Lyonnais (France) and Lissauer Group (USA)
Honeywell High-Tech Trading	Honeywell Plaza Minneapolis, Minn. U.S.A. 55408 Tel: (612) 870-5066	Loring B. Lyons	Not available	Full lines of international trading services, including countertrade and offset brokering management	Services to high-tech companies	None specified	Subsidiary of Honeywell Corp.
Cie Interagra	152-156, avenue de Malakoff F-75016 Paris France Tel: 502-1373	P. Doument, President	Est. value of sales (1983) in excess of Ffr. 5B	Trade on own account, including countertrade	Agricultural produce and foodstuffs	Bulgaria, Hungary, Romania, U.S.S.R.	Maintains representative offices in Budapest and Bucharest
International Commodities Export Co.	717 Westchester Avenue, White Plains, N.Y. U.S.A. 10604 Tel: (914) 683-8300	John Carpenter, Senior Vice-President Bruce Mumford	Not available	Countertrade on own or client account, also provides specialized financial services	Wide range of commodities, raw materials and finished goods	World-wide network	Division of ACLI International and subsidiary of Donaldson, Lufkin & Jenrette
A. Johnson & Co. GmbH	Taborstrasse 13 A-1020 Vienna Austria Tel: (0222) 266-556	Sven Gustavsson	Sales: Schillings 280M (1983) Employees: 22	Advice, representation and trade on own account	Chemicals, ores and metals, steel, oil and coal, foodstuffs	Deals with all countries where countertrade demands are raised, but special experience in Poland	Part of the Axel Johnson Group (Sweden)
Kaiser International Corp.	300 Lakeside Drive, KB 2643 Oakland, California U.S.A. 94643 Tel: (415) 271-5793	Paul Kim	Not available	Acts as principal or agent for liquidation of countertrade obligations	All products	World-wide coverage through network of own offices and agents in 40 countries	International trading subsidiary of Kaiser Corp. Specializes in providing countertrade services to manufacturers, engineering and construction firms, service companies
Kaukomarkkinat OY	Kutojantie 4 SF-02611 Espoo 61, Finland Tel: 523-711	Not available	Not available	Countertrade products sold mainly in Finland	Chemicals, machinery, textiles, timber, foodstuffs, other consumer goods, shipping services	U.S.S.R. especially, but also Bulgaria, Poland, Romania	Maintains representative office in Moscow
Leopold Lazarus	Gotch House 20-34 St. Bridge St. London EC4A 4DL, U.K. Tel: (01) 583-8060	Not available	Not available	Countertrade operations on own account	Ores and metals	Eastern Europe	Owned by the Lissauer Group (U.S.A.)
Manufacturers Hannover Export Finance Ltd.	7 Princess Street London DC2P 2LR U.K. Tel: (01) 600-5666	R.N. Bracher	Not available	Handles countertrade operations for clients	All commodities considered	Romania	Subsidiary of Manufacturers Hannover Bank, which maintains a branch in Bucharest
Massey-Ferguson Trading (NY) Ltd. S.A.	400 Madison Ave Suite 701 New York, N.Y. U.S.A. 10017 Tel: (212) 319-8770	Neil H. Caplan, President	Not available	Assistance in negotiation and structuring of countertrade transactions, acting as principals, partners or agents	Agricultural and petroleum products, metals, bulk commodities, machinery	World-wide	Trading subsidiary of Massey-Ferguson, but accepts external clients
Morgan Grenfell & Co. Ltd.	23 Great Winchester St. London EC2P 2AX U.K. Tel: (01) 588-4545	Dr. A. Prince I. Meek	Not available	Comprehensive advisory services on countertrade operations, structuring of transactions, associated financing	No limitation	Eastern Europe, South America, ASEAN countries, certain African countries	Countertrade division of major British merchant bank