

#### Trading

- Agricultural products
- Industrial goods
- Foodstuffs
- Chemicals
- Minerals
- Metals
- Switch transaction

Similar organizations are predominantly centered in various countries in Western Europe - sometimes, but not always having particular specialties as to type of transaction, product range, and/or market penetration. Canadian Posts in each country can advise which organization should be approached under varying circumstances.

The assistance provided by public authorities, export promotion organizations, national chambers of commerce, national banks and manufacturing associations has taken a variety of forms with different degrees of public involvement, scope and organizational structure: advisory services in the U.K., France and Sweden, and commercial-type trading companies in Austria and Finland. The principal characteristic of these countertrade services is their non-profit, public service orientation.

#### A. Federal Republic of Germany (F.R.G.)

In the F.R.G., the Working Group for Trade with the German Democratic Republic (G.D.R.) issues periodically to its member associations a catalogue of West European trading houses which specialize in CT transactions -- particularly their product specialties.

#### B. Sweden

Sweden's Export Council is in the process of organizing a special CT department to provide advisory and intermediary services for its smaller members. The new body will be jointly funded by the public and private sectors. Operating funds will be raised by regular membership dues and charging members for specific costs incurred for them by the organization.

#### C. Finland

Finland's export sales organization, Metex, was established in 1948 to represent both private and public-sector engineering firms on a world-wide basis. The organization, through a specialized trading subsidiary, handles members' and other firms' CT transactions.

#### D. United Kingdom

The Export Policy Branch of the U.K. Department of Trade provides assistance in the form of publications and advisory services. This branch has published an information package which summarizes the various forms of CT, provides guidance for exporters and summarizes government regulations that may apply in regard to certain types of CT. Furthermore, the branch counsels firms concerning problems arising in CT negotiations and issues lists of trading firms in the U.K. that are known to handle CT transactions.

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\* The material is a summary of a note by the Secretariat of the Committee on the Development of Trade, UN Economic and Social Council, "Institutional Arrangements at the National Level for Counter-Trade in Selected Western Countries".