

NAME	LOCATION	PRINCIPAL OFFICERS	SIZE	FUNCTIONAL SPECIALIZATION	PRODUCT SPECIALIZATION	GEOGRAPHIC SPECIALIZATION	GENERAL INFORMATION
Coe & Clerici SpA	Via Martin Piaggio 17 I-16122 Genoa Italy Tel: (010) 54-891	Jack Clerici, President, Aldo Carmiganani	Capital: 2.5B Lira	International trade, including countertrade, on own account	Raw materials of Soviet origin: coal, coke, metals, oil products; chemical products; agricultural produce	U.S.S.R.	Subsidiaries in Lausanne, Milan, New York  Maintains permanent office in Moscow
Compagnia Generale Interscambi SpA (COGIS)	Corso Venezia 54 Cas. Post. 10176 I-20121 Milan Italy Tel: (02) 7742	Dino Gentili	Capital: 1.08B Lira	Consulting services, including market research, preparation of studies; international trade, including liquidation of countertrade obligations of clients through own channels	Minerals, metals, timber, foodstuffs, textiles, chemicals, machinery and equipment	Eastern Europe (esp. GDR, Poland, U.S.S.R.) and developing countries	Backed by major Italian firms, including Fiat/RIV-SFK, Montedison/Snia Viscosa
Comex Aussenhandels-gesellschaft mgH	Immermannstrasse 40, D-4000 Dusseldorf, FRG Tel: 36-171	Not available	Not available	International trade, including conduct of countertrade operations	Iron and steel and related products, machinery and equipment for various industries	Eastern Europe, but especially Romania	Maintains representative offices in Bucharest and Sofia
Contritrade Services Corp.	One State Street Plaza, New York, N.Y. U.S.A. 10004 Tel: (212) 248-7800	Barry F. Westfall	Not available	Provides financing for countertrade and other non-traditional forms of international trade	None	None	
CSI International Corp.	800 Second Ave New York, N.Y. U.S.A. 10017 Tel: (212) 687-5600	William D. Schachter	Not available	Countertrade services, including liquidation of countertrade obligations	Consumer goods and services	None	
Deerfield Communications Corp.	210 East 39th St. New York, N.Y. U.S.A. 10016 Tel: (212) 685-0066	Fred B. Tarter, President	Average sales turnover in excess of \$100M	Liquidation of countertrade obligations	Especially consumer goods	None specified	International operations linked to large-scale domestic barter services
Dreyfus Herschtel & Cie	3, avenue du Coq F-75009 Paris France Tel: 280-6166 874-0745	Not available	Not available	Performance of countertrade operations for client firms	Chemicals, agricultural products, foodstuffs, consumer goods	Eastern Europe, but chiefly Poland, U.S.S.R.	
F.J. Elsner & Co.	Kohlmart II A-1010 Vienna Austria Tel: (0222) 526-771 111-949	Dr. W. Ambichi	Employees: 16	Agency and countertrade services	All products, but especially foodstuffs, and food raw materials, hardware, house and garden utensils	Eastern Europe	Majority interest in firm held by Genossenschaftliche Zentralbank AG (Vienna)  Branch offices in Innsbruck, Hong Kong and Singapore
Evidenzburo fur Aussenhandels-geschafter (EFAG)	Brucknerstrasse 4, A-1040 Vienna Austria Tel: (0222) 651-306 655-131	Friedrich Hartig	Not available	Provides advice, arranges contacts; pools the interests of members with respect to countertrade and switch operations	All products	Eastern Europe	Co-founded as non-profit organization by Austrian Federal Chamber of Commerce, Ministry of Trade and Industry, and Association of Industrialists
Euritrade	3, rue Montoyer B-1040 Brussels Belgium Tel: 513-6826	Not available	Not available	International trade, including countertrade on own account	Plant, equipment, other manufactured goods, technical know-how, metals, chemicals	U.S.S.R. and Poland	Jointly owned by Interocean S.A. (Belgium), an affiliate of the Banque Lambert and Commercial Metals Company (U.S.A.). Maintains representative office in Moscow
Fendrake Ltd.	P.O. Box 560 20 Fenchurch St London EC3P 3DB U.K. Tel: (01) 623-8000	J.P. Burge	Not available	Acts as principal or agent in countertrade transactions, related financing, consultation and advisory services	Wide range of commodities	Eastern Europe, Far East, Middle East and North Africa	Subsidiary of Kleinwort Benson Group, with links to Centrobank (Austria)
Frank Kirchfeld GmbH KG	Breite Strasse 3 D-4000 Dusseldorf, FRG Tel: 83-981	Not available	Not available	International trade, including countertrade on own account	Machine tools, plant construction, transport equipment, shipbuilding	Romania, Poland, Czechoslovakia, Hungary	Backed by Gutehoffnungshutte Group (FRG)