

TABLE 2

SURVEY OF SELECTED CANADIAN EXPORTERS

FIRM	A	B	C	D	E	F
Combustion Engineering	Yes	Yes	No	No	No	No
Babcock-Wilcox Canada	Yes	Yes	No	No	No	No
Sandwell Engineering	Yes	No	No	No	No	No
G&B Automated Equipment	Yes	No	No	No	No	No
MacMillan-Bloedel Ltd.	Yes	No	No	No	No	No
Kaiser Resources Ltd.	Yes	Yes	No	No	No	No
Dilworth, Secord, Meagher & Associates (DSMA)	Yes	Yes	No	No	No	No
Denison Mines Ltd.	Yes	No	No	No	No	No
H.A. Simons	Yes	Yes	No	No	No	No
C.C. Chemicals	Yes	No	No	No	No	Yes
Jamesway Co.	Yes	No	No	No	No	No
Canadair Ltd.	Yes	Yes	No	No	No	No
GMC Canada Ltd.	Yes	Yes	No	No	Yes	No
Klockner-Stadler-Hurter	Yes	No	No	No	Yes	No
Electrovert Ltd.	Yes	No	No	No	No	No
G. Kelk Ltd.	Yes	No	No	No	No	No
Rockwell International of Canada Ltd.	Yes	Yes	No	No	Yes	No
Electrolyser Corporation	Yes	Yes	No	No	No	No
CIL Chemetics Ltd.	Yes	Yes	No	No	No	No

Legend: The following are questions posed to company officials in the telephone survey:

- A: Have you experienced countertrade demands?
- B: Have you signed any contracts with countertrade obligations?
- C: Have you deliberately avoided countries that make countertrade requests?
- D: Did you lose any contracts because of your inability or unwillingness to engage in countertrade?
- E: Do you have any specialized personnel or corporate organization to handle countertrade?
- F: Have you used Canadian or international trading houses on countertrade transactions?