

APPENDIX I

LIST OF TRADING HOUSES

NAME	LOCATION	PRINCIPAL OFFICERS	SIZE	FUNCTIONAL SPECIALIZATION	PRODUCT SPECIALIZATION	GEOGRAPHIC SPECIALIZATION	GENERAL INFORMATION
Alcon (Compensation Trading) Ltd.	4 Audley Square London SW1Y 5DR U.K. Tel: (01) 499-2591/2	P. Jankovic	Not available	Countertrade operations on behalf of client	All products considered	World-wide	
Allgemeine Finanz-udd-Waren-Treuhand AG	Schottenring 12 A-1013 Vienna Austria Tel: (0222) 633-6060	Dr. A. Waldstein	Capital: Schillings 50M Employees: 40	Intermediary services in international trade, including countertrade, turnkey projects, forfeiting, switch transactions, export leasing	Chemicals, metals, ores, wood, pulp, paper, cardboard, food products, oil. Other products also considered	No territorial limitation, but special links to Romania through joint ownership with Terra (Bucharest) of Trawe S.A. (Geneva), a firm providing specialized financial services	Wholly owned subsidiary of Creditanstalt-Bankverein of Vienna Representative office in Cairo
Andre & CIE SA	7, ch. Messidor CH-1000 Lausanne Switzerland Tel: 201-111	Not available	Not available	International trade services, including promotion of industrial projects, joint trading operations, short and long-term financing, switch and barter operations	Agricultural products: grain, vegetable oils, soya and sunflower seeds, coffee, tea, rice, processed foods, fodder; textiles; industrial products; machine tools	All parts of Europe and many other areas of the world	Privately owned trading house. Branch office in FRG (Bad Soden)
Anglo-Austrian Trading Co. Ltd.	10, Haymarket London SW1Y 4BG U.K. Tel: (01) 839-4161	K. Stern J.G. Baer	Value of turnover: £34M (1984) Employees: 25	Countertrade operations	Chiefly chemicals, but other products (except machinery) accepted	GDR, U.S.S.R.	Company established in 1946
Arcode Ltd.	City Gate House 39/45 Finsbury Sq., London EC2A 1PX U.K. Tel: (01) 638-8585	A.J. Andrews	1980 sales turnover in excess of 3M pounds	Consultation services, liquidation of countertrade goods	Chemicals and other industrial products	Romania	Subsidiary of Chimipor-export (Bucharest) Markets Romanian industrial goods in U.S. and Ireland
Bafag AG	Lindwurmstrasse 11, D-8000 Munich 2, FRG Tel: 236-051	Dr. Peter Alojov	Not available	International trade services, including countertrade, switch operations, financing	Imports of foodstuffs, cotton, yarns, raw textiles, electric motors, transformers, other industrial goods wood products, glassware	All countries of Eastern Europe	Privately owned trading house Subsidiaries in Luxembourg, Munich
Bank of Boston International	767 Fifth Ave New York, N.Y. U.S.A. 10153 Tel: (212) 350-0785	David S. Cookson	Not available	Countertrade consultancy and advisory services	All products	World-wide	Backed by First National Bank of Boston. Has initiated system of generalized countertrade credits
Berliner Absatz Organisation (BAO)	Hardenbergstrasse 16/18, D-1000 Berlin 12 West Berlin FRG Tel: 30 31801	Not available	Not available	Promotion of East-West trade, including countertrade advisory services; maintains active list of several hundred Berlin firms providing some form of countertrade service	Not applicable	All Eastern European countries	BAO operates under the aegis of West Berlin Chamber of Commerce
The Bowater International Trading Co.	14 Grosvenor Place, London SW1 7HH, U.K. Tel: (01) 235-0111	T.G. Antipas	Not available	All forms of countertrade	Wide range of products covered (industrial products, consumer goods, foodstuffs, ships)	In Eastern Europe: Bulgaria, USSR, Hungary, Romania, Yugoslavia	Wholly-owned subsidiary of Ralli Brothers Ltd., a member of the Bowater Group
Centro Internazionale Handelsbank AG	Tegetthofstrasse 1, A-1015 Vienna, Austria Tel: (0222) 524-5100	Dr. G. Vogt	Capital: Schillings 168M Employees: 64	Banking and commercial, including countertrade. Also project tracing, switch transactions, forfeiting, syndication. Trades on own account	Chemicals, metals, ores, crude oil, phosphates, food products. All products considered	No territorial limitation, but has concluded an evidence account agreement with the Romanian Ministry of Foreign Trade and International Economic Cooperation	Owned by Bank Handlowy w Warszawie (Poland) in partnership with Austrian and other Western banks