

(iii) DETERMINE THE LOCATION OF THE PRODUCTS AND WHAT MEANS OF TRANSPORTATION ARE AVAILABLE TO MOVE IT TO POINT OF DEPARTURE. A VISIT TO THE PLANT WILL LIKELY BE NECESSARY AT THIS POINT. (BRING A GIFT FOR THE PLANT MANAGER).

(iv) CHECK ON WHAT EXPORT LICENSES MAY BE REQUIRED AND WHAT IF ANY RESTRICTIONS APPLY TO THE EXPORT OF THE PRODUCT IN QUESTION. IDENTIFY WHAT GOVERNMENT APPROVAL IS NECESSARY. THIS COULD BE AT THE REPUBLIC, REGIONAL OR MUNICIPAL LEVEL.

(v) DETERMINE WHAT CIF LANDED PRICE IS NECESSARY IN ORDER TO SELL THE GOODS? WORK BACKWARDS TO DETERMINE THE APPROPRIATE BUYING PRICE. IF NECESSARY, BUILD INTO YOUR SELLING PRICE THE COST OF THE SUBSIDY NECESSARY TO SELL THE PRODUCT. BE THANKFUL TO BREAK EVEN ON THIS PORTION OF THE TRANSACTION.

- THE COST OF STRUCTURING DEALS IS VERY HIGH, THEREFORE LOOK FOR DEALS THAT ARE A MINIMUM VALUE OF \$250,000 (US) AND ARE REPEATABLE.
- DESIRABLE PRODUCTS HAVE BEEN KNOWN TO BE "SOLD" TO SEVERAL BUYERS AT THE SAME TIME. BE CAUTIOUS.
- IN ADDITION, MANY PLANTS AND ORGANIZATIONS HAVE ALREADY BEEN TIED UP BY FOREIGN COMPANIES, THROUGH JOINT VENTURES AND OTHER ARRANGEMENTS. THIS IS RESTRICTING THE CHOICE OF THE MOST DESIRABLE PRODUCTS MAKING SELECTION MORE DIFFICULT.
- TO DATE, THE MOST COMMON PRODUCTS TAKEN IN COUNTERTRADE STRUCTURED TRANSACTIONS INCLUDE: OIL AND NATURAL GAS (LARGELY SOLD INTO CENTRAL EUROPE), FERTILIZERS (UREA IS COMMON), TIMBER IN THE FORM OF LOGS, COTTON, SPICES, METALS AND MINERALS (MUCH TO THE DETRIMENT OF WESTERN PRODUCERS AND PRICES), CHEMICALS, SPECIALIZED ALLOYS (FROM PLANTS FORMERLY SUPPLYING THE MILITARY) AND SCRAP METALS FROM VARIOUS PRODUCTION FACILITIES.
- VARIOUS FORMS OF COMMODITIES ALLOW FOR LARGER TRANSACTIONS IN COMPARISON TO MANUFACTURED PRODUCTS.
- SOME SPECIALIZED MACHINERY AND MANUFACTURED PRODUCTS ARE BEING EXPORTED TO THE WEST BUT ARE BEING UPGRADED WITH WESTERN CONTROLS AND ELECTRONICS IN MOST CASES.
- SOME MORE UNIQUE EXAMPLES OF PRODUCTS EXPORTED FROM RUSSIA HAVE INCLUDED OLD UNIFORMS, FURNITURE, BALLET SLIPPERS, COMMUNIST ANTIQUITIES!