

on that position which is a very incentive oriented business what is very often quite different from the rest of the corporations. The guy has a great deal of experience in the trading business in the world which means he has a network of contacts with other traders. Extremely important because that's how he gets his understandings of what world markets are and what cost sources are and that's how he allows himself to basically develop judgment and gives him the view of taking position. So you have that on one hand you need those kind of skills but you also need in a corporate trading company someone who is just as much what you would define an innovative international businessman who essentially is the idea guy that can go back to a company's divisions and work effectively with those divisions who first of all understands the company's structure and all its policies and values, who understand how the divisions operate, what they produce, how effective they are, and understands how to work with people in the divisions to essentially get cooperation in the use of their products or the consumption of products that the traders would bring to their divisions through sourcing. And that's done through the ability not to be just a great judge of what a business is but to be a bit of a diplomat to essentially convince those divisions that you are the catalyst and that you're stimulating business and enhancing business, making it take place that they otherwise could not do. And essentially, that's the way successful trading companies in corporations have been built, it has been built with a fairly small numbers of people. And by building with a small numbers of people, you inherently avoid a lot of the analysis, you don't