Countertrade: A Reading List

This bibliography focuses upon articles dealing directly with the legal issues involved with countertrade. Short articles describing particular transactions have been omitted in the interest of brevity.

I. Monographs

BUSINESS STRATEGIES FOR THE PEOPLE'S REPUBLIC OF CHINA (Hong-Kong: Business International Asia/Pacific, 1980)

CHECKLISTS, 101, FOR SUCCESS IN EASTERN EUROPEAN MARKETS (Geneva: Business International S.A., 1984)


COPING WITH COUNTERPURCHASE IN INDONESIA (Hong Kong: Business International Asia/Pacific, 1983)


EXPLORING COUNTERTRADE OPPORTUNITIES IN AFRICA (Geneva: Business International, 1984)

J. FORRY, A PRACTICAL GUIDE TO FOREIGN INVESTMENT IN THE UNITED STATES, 2D ED. (Washington: BNA International, 1982)

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INTERFACE TWO: CONFERENCE PROCEEDINGS ON THE LEGAL FRAMEWORK OF EAST-WEST TRADE (D. WALLACE & D. FLORES EDs.) (Washington: International Law Institute, Georgetown University Law Center, 1982)

S. JONES, NORTH-SOUTH COUNTERTRADE: BARTER AND RECIPROCAL TRADE WITH DEVELOPING COUNTRIES (London: Economist Intelligence Unit, 1984)

A. LOWENFELD, THE INTERNATIONAL MONETARY SYSTEM, 2D ED. (Part IV of INTERNATIONAL ECONOMIC LAW) (New York: Matthew Bender, 1984)

A. LOWENFELD, PUBLIC REGULATION OF INTERNATIONAL TRADE, 2D ED. (Part VI of INTERNATIONAL ECONOMIC LAW) (New York: Matthew Bender, 1983)

A. LOWENFELD, TRADE CONTROL FOR POLITICAL ENDS, 2D ED. (Part III of INTERNATIONAL ECONOMIC LAW) (New York: Matthew Bender, 1983)

C. MAYNARD, INDONESIA'S COUNTERTRADE EXPERIENCE (New York: Indonesian Chamber of Commerce, 1984)

J. NELSON, COUNTERTRADE—THE RETURN OF BARTER (Menlo Park, Calif.: SRI International, Business Intelligence Program, 1977)

ORGANIZATION FOR ECONOMIC CO-OPERATION AND DEVELOPMENT, COUNTERTRADE PRACTICES IN EAST–WEST ECONOMIC RELATIONS (Paris: OECD, 1979)


I. OUTTER-JAEGER, THE DEVELOPMENT IMPACT OF BARTER IN DEVELOPING COUNTRIES (Paris: OECD, 1979)


THREATS AND OPPORTUNITIES OF GLOBAL COUNTERTRADE; MARKETING, FINANCING AND ORGANIZATIONAL IMPLICATIONS (New York: Business International Corp., 1984)

UNITED KINGDOM, DEPARTMENT OF TRADE AND INDUSTRY, COUNTERTRADE: SOME GUIDANCE FOR EXPORTERS (London, 1984)


UNITED STATES DEPARTMENT OF COMMERCE, INTERNATIONAL TRADE ADMINISTRATION, DOING BUSINESS WITH CHINA (Washington: U.S.G.P.O., 1983)


UNITED STATES GENERAL ACCOUNTING OFFICE, CONDITIONS THAT LIMIT USING BARTER AND EXCHANGE TO ACQUIRE NATIONAL DEFENSE STOCKPILE MATERIALS, Report to the Chairman, Subcommittee on Preparedness, Committee on Armed Services, United States Senate (GAO/RCED 884-24, October 19, 1983)

II. ARTICLES


Bruno, Countertrade in the Middle East, MIDDLE E. EXECUTIVE REP., NOV. 1984, at 18.

Captina, Consultation on Counter-Purchase Operations in Romanian Foreign Trade Law, 8 INT'L TRADE L. & PRAC. 175 (1982).


de Miramon, Advantages and Disadvantages of Countertrade, at 347; de Miramon, Statement (OECD report), at 367; Mohrmann, Statement (GATT), at 373; Park, Countertrade Requirements in East-West Transactions, at 335; Reinsch, Statement (status of S.958), at 395; Romoli, Statement (Countertrade in Chemical Industry), at 353; Soltysinski, Statement: In Defense of Countertrade, at 341.


Matthews, U.S. Banks Take Different, Serious Approaches to the Spread of Countertrade, AM. BANKER, Sept. 21, 1984, at 17.


Parrish, Offset/Barter Trading, ECONOMY, Mar. 1979, at 8.

Parry, GATT Weighs the Evidence of Discrimination In the Growing Practice of Global Bartering, AM. BANKER, Sept. 21, 1984, at 39, col. 2.


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**III. CURRENT DEVELOPMENTS**

*In addition to the New York Times the Wall St. Journal, Business Week and Fortune, there are a few specialized sources for current information on countertrade transactions:*

**BUSINESS ASIA: WEEKLY REPORT TO MANAGERS OF ASIA/PACIFIC OPERATIONS** (Hong Kong, New York: Business International, 1970—).

**BUSINESS CHINA: FORTNIGHTLY REPORT ON CHINA AND ASIA’S COMMUNIST MARKETS** (Hong Kong, New York: Business International Corp., 1975—).

**BUSINESS EASTERN EUROPE** (New York: Business International Corp., 1972—).

**BUSINESS INTERNATIONAL: WEEKLY REPORT TO MANAGEMENT ON INTERNATIONAL TRADE AND INVESTMENT DEVELOPMENTS** (New York: Business International Corp., 1954—).
