

Contacts: Julia Ann Easley  
WLU Information Officer  
(519) 884-1970 ext. 2070

Rosemary Pell  
Assistant Director  
Laurier Trade Development Centre  
(519) 884-1970 ext. 2871

Nov. 3, 1989  
077-1989

## **Trade centre releases lexicon of specialized terms**

A lexicon of words critical to countertrade and offset trading practices has recently been released by the Laurier Trade Development Centre in Waterloo.

The dictionary, which defines almost 500 words used in these non-conventional trade arrangements, is the first step in developing a common understanding of specialized trading terms used around the world.

Rosemary Pell, assistant director of the centre and the compiler of the lexicon, said it will be crucial for contract negotiations, which often involve different languages and possibly different understandings of the same word.

"Considering the magnitude of some of these contracts, it's essential that all parties know they're on the same track and that there is no room for confusion," she said.

Edited by Frank Horwitz, the material was scrutinized by an 11-member review board of countertrade practitioners from North America, Europe and Australia.

The main body of the lexicon explains such jargon as "aval," "scrip," "BOT" and "BOOT." Subsequent chapters provide the addresses of countertrade associations, government offices and other organizations that are relevant to countertrade.

The centre is inviting feedback from users of the lexicon in order to build a universally accepted body of countertrade terms.

Available from the centre for \$10, the lexicon has already been distributed at the recent World Countertrade Conference in Washington, D.C. and will be given to participants at a workshop sponsored by the centre in Toronto Nov. 12 to 15.

Located at Wilfrid Laurier University, the Laurier Trade Development Centre is one of three partners in the Ontario Centre for International Business. Laurier's branch focuses on the import/export sector and provides advisory services to government and business.