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INFORMATION FOR CANADIAN BUSINESSMEN

ROMANIA

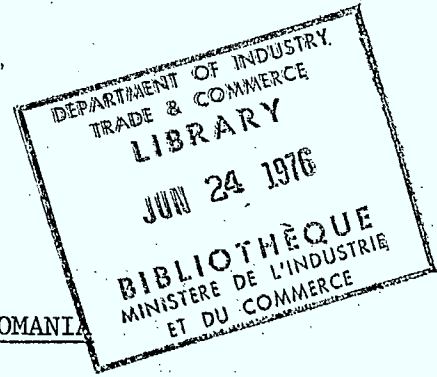
ROMANIA

INFORMATION FOR CANADIAN BUSINESSMEN

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Eastern Europe Division
European Bureau
Industry Trade and Commerce

August 1975



SOCIALIST REPUBLIC OF ROMANIA

Canadian businessmen contemplating approaching Foreign Trade Organizations or visiting Romania, are invited to contact the Trade Commissioner at the address below for guidance:

Commercial Counsellor
Canadian Embassy
Dr. Karl Luegerring 10
1010 Vienna, Austria

Telephone: 63-36-91

Telex: DOMCAN A 075320

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from Canada Commerce, April, 1975
- APPENDIX B: "Your Commercial Partners in Romania"
(A list of foreign trade companies,
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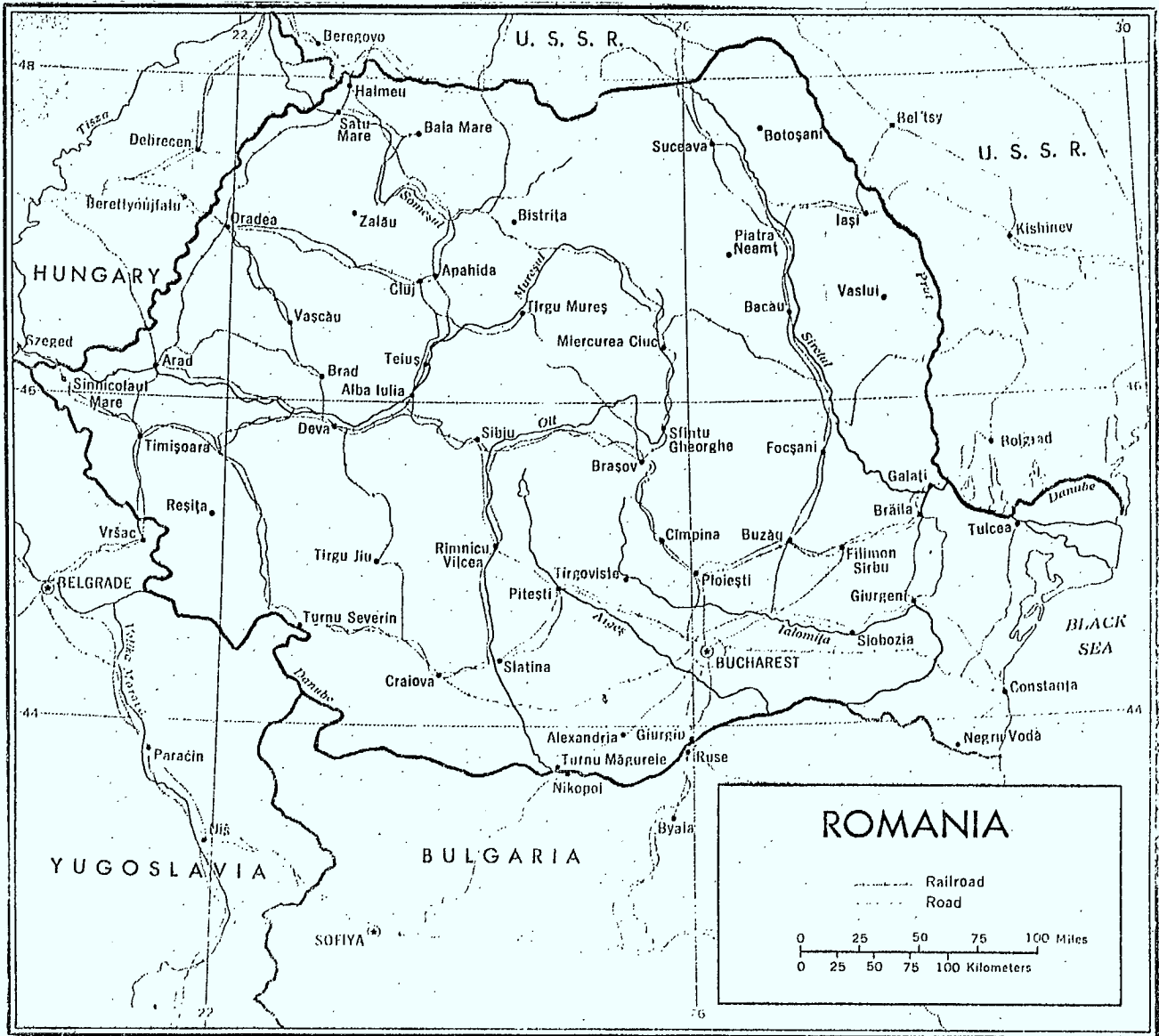
ROMANIA

A. GENERAL INFORMATION

Brief History

Romania has had 23 centuries of violent and dramatic history. From about 400 B.C., when it was first colonized by the Dacians (a Thracian tribe), to the present day, this territory has been the scene of repeated invasions and migrations. It has been conquered and ruled by various races and people who have left their mark on the country and its inhabitants. Today, Romania forms an island between the Slavic peoples and the Hungarians.

Of all the Balkan countries, Romania was prior to World War II the most Gallicized; the French language, along with Romanian, was compulsory in the schools. Romania became an independent state under the 1878 Treaty of Berlin, which united the principalities of Wallachia and Moldavia with part of southern Bessarabia and northern Dobrudja. Following the First World War, Romania gained the rest of Bessarabia from the USSR; Transylvania and the Bukovina from the Austro-Hungarian Empire; and southern Dobrudja from Bulgaria. After the Second World War, Bessarabia and northern Bukovina were ceded to the USSR and southern Dobrudja was returned to Bulgaria. In 1946, after the Russian Army reached Romania, King Michael was compelled to abdicate and a "People's Republic" was proclaimed on 30 December 1947. Romania remained a Communist People's Republic until August 1965 when the official name was changed to the Socialist Republic of



HUNGARY

U. S. S. R.

U. S. S. R.

RELGRADE

YUGOSLAVIA

BULGARIA

ROMANIA

Railroad

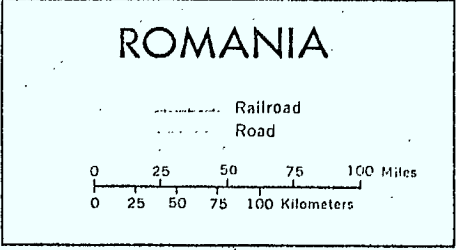
Road

0 25 50 75 100 Miles
0 25 50 75 100 Kilometers

BLACK SEA

SOFIYA

Alexandria Giurgiu
Turnu Măgurele Pitesti



Romania. Its President, Nicolae Ceaucescu, is concurrently Secretary General of the Central Committee of the Communist Party, President of the State Council, and Chairman of the National Defence Council and the Supreme Council on Socioeconomic Development.

Geography

Romania covers an area of 237,427 square kilometers and is bounded on the north and north-east by the USSR (1,300 kilometers); on the east by the Black Sea (245 kilometers); on the south by Bulgaria (590 kilometers); on the south-west by Yugoslavia (550 kilometers), and on the north-west by Hungary (440 kilometers). It is predominantly hilly and in places mountainous (Carpathians), but in the south there are large flat and fertile Danube meadows.

Demography

Romania has a population of 21 million, with an annual growth rate estimated at 1.5 percent. Population density for the country as a whole is about 225 persons per square mile.

Some 85 percent of the people are ethnically Romanian, a stock which, in contrast to that of Slav or Magyar (Hungarian) neighbors, is traced back to ancestors closely related to those of the French, Italians, Spanish, and other Romance peoples.

Most of the minority population resides in Transylvania or areas to the north and west of Transylvania. Among the principal minorities are the Hungarians (1.7 million), Germans (400,000), and Jews (some 100,000), with smaller numbers of Serbo-Croats, Ukrainians, Greeks and Turks.

Bucharest, the capital, has an estimated population of 1.6 million. Other towns with a population of over 200,000 are Constanta, Ploesti, Timisoara, Iasi, Cluj and Craiova.

Climate

Romania's location gives it a continental climate particularly south of the Transylvanian Alps, where temperatures approximate the extremes of the Russian climate, and to a lesser degree in Transylvania, where the climate is more moderate. A long and at times severe winter (December-March), a hot summer (April-July), and a prolonged autumn (August to November) - these are the three principal seasons of the year. The change from winter to summer is so rapid that there is very little springtime. At Bucharest, the average daily minimum temperature in January is -7°C and the daily maximum in July 30°C .

Clothing

Normal Canadian clothing is appropriate for use in Romania, both winter and summer. Evening dress is never worn, even at official functions. Dry cleaning services are available at the major hotels.

Health

No special precautions are necessary, nor are inoculations required. Water in the main towns is safe to drink, although many travellers find bottled mineral water more satisfactory.

Principal Religions

Religious allegiances generally follow ethnic lines with about 80 percent of all Romanians nominally belonging to the Romanian Orthodox Church. The Greek Catholic or Uniate Church, to which about 10 percent of the populace belonged, was incorporated into the Romanian Orthodox Church by fiat in 1948. Romanian Catholics, largely Magyar, constitute about 9 percent of the population; Calvinists, Jews and Lutherans are the most numerous of the remaining 11 percent of the population.

Language

Romanian is spoken throughout the country, and German and Hungarian in some areas. Most senior officials and businessmen speak French, English or German in that order. Hotel staff in Bucharest and other major centres also have knowledge of these languages.

Official Public Holidays

January 1 - 2	New Year
March 31	Easter Monday (semi-official)
May 1	Labour Day
May 2	Youth Day
August 23 - 24	Liberation Day
December 25	Christmas
December 30	Republic Day.

The above double-holidays depend on weekends. This additional day may sometimes be taken immediately before the official holiday instead of the day following.

Most Romanian officials take summer holidays during July and August. Business visitors are advised to ensure in advance that their contacts

will be in their offices during this period.

Hours of Business

Commercial offices and ministries	8 a.m. to 4 p.m. Monday-Friday 8 a.m. to 12:30 p.m. Saturday
National Bank and Foreign Trade Bank	9 a.m. to 12 noon; 1 p.m. to 3 p.m. Monday - Friday 9 a.m. to 12 noon Saturday.

Interpreter Service

Interpreters for businessmen are made available at no cost by all the larger State Trading Enterprises, provided it is known beforehand that they will be needed. Interpreters can also be hired through the National Tourist Offices ONT--CARPATI at 7 Bd. Mahgeru in Bucharest.

Weights & Measures

The metric system is in use.

Electricity Supply

The voltage is 220 volts AC (50 cycles). Plug fittings are of the round 2 pin continental type; lamp fittings are of the screw type.

Local Time

Romanian time is GMT plus 2. Daylight saving time is not used.

B. TRAVEL

Passports and Visas

All visitors require a valid passport and business visitors require, in addition, a visa at Can. \$5.00, which can be obtained at the airport on arrival or at border check-points (not on trains). Visa extensions are

granted, where needed, without difficulty by the Militia.

Despite the availability of visas on arrival, it will speed entrance formalities if they are obtained in advance of travel from the Romanian Embassy, 473-475 Wilbrod Street, Ottawa.

Health Regulations

Visitors do not require an international certificate of vaccination against smallpox or cholera unless travelling from an infected area.

Special Regulations

On arrival visitors must register with the local Militia and surrender their passports which are normally returned within a few hours. These formalities are carried out by the reception clerk at the hotel. A similar procedure is necessary should a visitor change his address.

Currency Regulations

The unit of currency is the Leu (plural: Lei) divided into 100 Bani. There are two rates of exchange, the official rate, used for foreign trade and statistical purposes, and a more advantageous rate for businessmen and visitors. The following denominations are in circulation:

Notes: 1 Leu, 5, 10, 25 and 100 Lei

Coins: 1 Leu and 3 Lei; 5, 10, 15, and 25 Bani.

The present rate of exchange is approximately Lei 12 equals Canadian \$1.00.

It is forbidden to enter or leave Romania with Romanian currency. There are no restrictions on the amount of foreign currency which may be taken in or out of the country. Travellers' cheques can be changed at the National Bank of Romania and at the ONT - CARPATI offices at most hotels.

Remaining Lei can be exchanged back again before departure at the airport or border, on presentation of the original receipts for foreign currency or cheques. A passport must be presented when negotiating travellers' cheques but not for currency.

All visitors from "Non-Socialist Countries" must exchange into Romanian currency a minimum of US \$10.00 or the equivalent of other hard Western currency for every day of their stay in Romania. Western travellers in transit through Romania must exchange the same amount per day.

Credit Cards

Credit cards issued by DINERS CLUB, AMERICAN EXPRESS, BARCLAY CARD, CARTE BLANCHE, EUROCARD may be used at some hotels in Romania.

Customs and Other Formalities

Personal baggage and articles for personal use such as a camera or typewriter may be taken in free of duty, but must be declared on entry. All visitors are subject to Customs control.

Clearance Formalities on Travellers' Samples

All samples should be declared to the Customs at the point of entry, where they will be listed and the list stamped by the Customs. The list should be produced to the Customs at the point of exit and serves as an export permit. If any samples are sold to the foreign trade organizations while the visitor is in Bucharest, the latter's receipt should be attached to the Customs list and produced for Customs at the point of exit.

Romania acknowledges international carnets ATA for temporary importation of samples and exhibition material issued by Chambers of Commerce which are members of the International Chambers of Commerce.

Transportation Services

Air The following airlines provide services to Bucharest:
TAROM (Romanian), AEROFLOT (USSR), AIR FRANCE (France),
AUA (Austria), ALITALIA (Italy), BALKAN (Bulgaria), BA
(Great Britain), CSA (Czechoslovakia), EL AL (Israel),
INTERFLUG (German Democratic Republic), KLM (Dutch), LOT
(Poland), LUFTHANSA (Federal Republic of Germany), MALEV
(Hungary), PAN AMERICAN (USA), SABENA (Belgium), SAS
(Scandinavia), SWISSAIR (Switzerland), AIR ALGERIE (Algeria),
CAAC (China), JAT (Yugoslavia).

An airport tax of Lei 20.00 is payable by all passengers on
departure from Romania.

Rail International trains link Bucharest to most European towns.
They are: BALT ORIENT EXPRESS to East Berlin (connections with
Malmö, Oslo, Göteborg), BUCHAREST-BELGRADE (connections with
Milan, Lausanne, Paris, Rome, Naples, Athens), BUCHAREST-ZAGREB-
RIJEKA; SIMPLON EXPRESS to Venice (connections with Rome, Milan,
Lausanne, Paris), CARPATI EXPRESS to Warsaw; DANUBIUS EXPRESS to
Moscow; ORIENT EXPRESS to Paris (connections with London); WIENER
WALZER to Basel via Vienna (connections with Bonn, Brussels,
London, Amsterdam, The Hague, Venice, Paris); NORD-ORIENT EXPRESS
to Warsaw via Budapest.

Dining car facilities are not available on all routes. First class
travel is strongly recommended. Clean sleeping compartments are
available.

Sea There are no direct shipping services to the Romanian Black Sea
port of Constanta, although Russian vessels travelling from
Montreal to Odessa will make calls as appropriate.

Road Visitors entering Romania by road from Western Europe should travel via Budapest or Belgrade. Roads are good although heavily travelled during the summer tourist season.

Romania is traversed by the international routes E-15, E-20, E-94, and E-95. Here are some distances from Bucharest:

Athens - 1,232 kms;
Belgrade - 720 kms;
Budapest - 893 kms;
Istanbul - 704 kms;
Prague - 1,465 kms;
Sofia - 407 kms;
Vienna - 1,110 kms.

Travel in Romania

Air: TAROM, the Romanian Airlines, operates a network of services within Romania connecting Bucharest with Arad, Cluj, Constanta, Craiova, Oradea, Sibiu, Timisoara, Tirgu, Mures and Tulcea. Fares are not expensive compared with first-class rail travel.

Rail: There are rail connections between the principal towns. First-class carriages on the fast trains are reasonably comfortable.

Road: Roads linking the main centres, both industrial and tourist, are generally good and hard surfaced. International road signs are used.

Speed limits as follows: cars with engines over 2,000 c.c. - 100 Km/h; cars with engines of 1,500 to 2,000 c.c. - 90 Km/h, and cars with engines below 1,500 c.c. - 80 Km/h. Maximum speed in built-up areas is 60 Km/h. Seat belts are compulsory only if they are compulsory in the country in which the car is registered.

Driving when blood alcohol is over .001% is forbidden and severely punishable. A valid international driving license is required. The Carnet de Passage en Douane, issued by the international federations (FIA and AIT) and the green insurance card are recognized.

Petrol (some of it up to 98 octane) is available and there are petrol stations at regular intervals on main roads. It may be purchased for cash.

Visitors travelling by road or rail to Romania via Hungary should ensure that they have a valid transit visa obtained either from the Hungarian Embassy in Ottawa or alternatively at the Hungarian Embassy in Vienna. Travellers by road (but not by rail) can obtain visas at the road frontier crossing point. They must present 2 passport-size photographs.

Car hire and taxis

Taxis are available in the principal towns, and cars with drivers and guides can be hired by the day through the National Tourist Office ONT - CARPATI. Cars of Western design are available for self-drive (rates approximate \$30/day). Taxi drivers tip is about 10% of the fare.

In Bucharest, it is frequently difficult to obtain taxis at outlying points for a return journey to a central hotel; visitors should attempt to persuade drivers to wait for them (for an expanded tip, of course).

C. MAIL, CABLES, TELEXES

The General Post Office at Calea Victoriei, Bucharest is open 24 hours. Only airmail should be used and all outgoing envelopes should be clearly marked "By Air Mail". Telegrams and telex messages can be sent from any post office, usually open from 0700 to 2100 hours and from the main hotels.

D. HOTEL, RESTAURANT AND TIPPING

Accommodation should be booked well in advance, particularly during the tourist or trade fair seasons, either direct or through ONT-CARPATI.

Bucharest hotels classified as luxury or first-class are:

Intercontinental

Bd. N. Balcescu Nr. 4

Telephone: 13-70-40, 14-04-00

Telex: 541 and 542

Dorobanti

Str. Dorobanti Nr. 1

Telephone: 16-00-30

Athenee Palace

Str. Episcopiei Nr. 1

Telephone: 14-08-99

Telex: 162

Lido

Bd. Magheru Nr. 5

Telephone: 14-49-30

Reception: 14-57-53

Telex: 161

Ambassador

Bd. Magheru Nr. 10

Telephone: 11-04-40

Telex: 160

Nord

Calea Grivitei Nr. 143

Telephone: 16-41-40

Telex: 164

In addition, there are the UNION and VICTORIA hotels of a lesser category.

Union

Str. Aristide Briand Nr. 6

Telephone: 13-26-40

Victoria

Calea Victoriei Nr. 15

Telephone: 16-41-00.

When all hotels including second-class are full, private accommodation which varies in quality can be arranged by the National Tourist Office, ONT - CARPATI. There are good or adequate hotels in all the principal towns, but the standard is generally lower and the charges are less than in Bucharest.

The current price for a single room with bath at the Intercontinental Hotel is LEI 524.40 per night including tax. A further Lei 350/400 should be added for meals. These are the latest available rates, but visitors are reminded that hotel tariffs are subject to alteration at any time. A service charge of 15% is added to hotel bills and meals taken in hotel restaurants.

Restaurants

In Bucharest adequate meals are served at all the main hotels and also at a number of quite reasonable restaurants, including Doi Cocos, Baneasa, Bucharest, Berlin (DDR), Bucur, Bucuresti, Caraiman, Carul cu Bere, Cina (Chinese), Cismigiu, Doina, Hanul Lui Manuc, Ovidiu, Peria, Pescarus, Mignon.

Tipping

Tips are officially discouraged but in practice waiters, porters,

chambermaids, barbers, and taxi drivers expect them. The usual level is about 10%.

E. TRADE AND ECONOMIC INFORMATION

General

Romania has a planned and centrally directed economy. Production, organizations and trading companies are state owned, operate under appropriate ministries, and generally have a monopoly in their own area. Economic development is based on a general Five Year Plan and more detailed one year plans.

Foreign Trade

In 1972 the USSR was the leading trade partner followed by West Germany, East Germany, Czechoslovakia, Italy, France, China, Great Britain, Poland, and Hungary. About 50% of total trade is with the Socialist countries and 40% with industrialized West economy countries. Total Romanian imports in 1972, according to UN Statistics, reached US\$ 2,616 million and exports in the same year totalled \$ 2,599 million. The IMF reports 1973 levels at US\$ 3,199 million and US\$ 3,112 million respectively. Trade with Canada in 1974 is summarized in the following table:

Canadian Exports to Romania - 1974: \$ 4.9 Million

Asbestos	1.9
Measuring, laboratory, medical equipment	1.3
Pulp and paper industry machinery	0.5
Organic chemicals	0.5
Special industry machinery	0.4

N.B. Goods sold through European branch offices or transshipped at European ports, e.g. molybdenum, do not show in Canadian statistics.

Canadian Imports from Romania - 1974: \$25.7 Million

Fuel oil	6.2
Outerwear	5.8
Footwear	3.2
Furniture, fixtures	1.4
House furnishings	1.1

Banks and Banking

Banking is nationalized. The Romanian National Bank is the bank of issue with overall responsibility for currency and monetary policy. The Foreign Trade Bank handles all foreign trade transactions such as Letters of Credit, provision of guarantees and discounting of bills of exchange. It is also concerned with the financing of imports. Other internal banks are: The Savings Bank with branches throughout the country; the Bank for Agriculture and Food Industry; the Investment Bank; and the Consignment Bank. Quotations for the purchase of equipment from Western countries are expected in hard currency terms, usually in dollars.

Exchange Control

Foreign currency for import transactions is provided exclusively by the Foreign Trade Bank under the direction of the Romanian National Bank. It is implicit that an import organization must obtain the prior approval of the Foreign Trade Bank before entering into a contract with an overseas supplier. Exchange control difficulties are, therefore, not encountered.

Customs Tariff

A one-column tariff schedule was introduced in January 1974 based on the Brussels Tariff Nomenclature. Duty-free quotas can be established, and exemptions or reductions of customs duties may be granted tempo-

rarily on imports of certain goods.

Customs duties are applied and valorem, which under the Customs Law, corresponds to the free-at-Romanian-frontier import price, converted into lei.

Customs duties need not, however, concern the Canadian exporter as they are the responsibility of the importing foreign trade organization and do not directly influence the buyer's interest in the product or the resale price within Romania.

Import Licensing

Exporters should check that, for every order, the importing enterprise has obtained any import license which may be necessary. There is usually no problem.

Commercial Samples and Temporary Imports

Goods and articles, the importation of which is permitted, may be temporarily imported under Customs supervision. The importer is normally required to furnish cash deposit in respect of import duties and, in certain cases, may have to guarantee the full value of the goods. A discharge of the refund of the cash deposit is made when the goods are removed from the Customs territory. All papers relating to the temporary importation must be presented at this time to the Customs authorities.

Goods temporarily imported as samples or for international fairs, exhibitions, sports events may be cleared without payment of customs duties providing a letter of guarantee is submitted to the Customs by a Romanian Foreign Trade Organization. Alternatively, samples may be imported under an ATA Carnet. This is an International Customs clearance document obtained from the exporter's Chamber of Commerce

which allows samples to be temporarily imported without the need to pay duty, raise bonds or deposit duty with Customs Posts in different countries. Under this procedure a deposit of a percentage of the total value of the goods, or a guarantee for the amount of the deposit must first be lodged with the issuing Chamber of Commerce. An ATA Carnet cannot be used for goods being despatched by mail.

Documentation

The requirement in each case will be specified by the importing enterprise.

In general, international practice is followed for commercial invoices. Certificates of origin may sometimes be requested.

Veterinary certificates are required for the importation of livestock and products of animal origin and phytopathological certificates for the importation of plants.

Safety and Technical Regulations

Foreign Trade Organizations are responsible for ensuring that imported machinery and equipment comply with Romanian safety and technical regulations and any requirements will normally be specified in the sales contract.

F. DOING BUSINESS

Organization of Industry and Foreign Trade

Foreign trade is a State monopoly supervised by the Ministry of Foreign Trade and International Economic Cooperation. Transactions are carried out by certain industrial centrals as well by specialized foreign trade companies on the basis of procurement requirements of user organizations. The Foreign Trade Ministry guides and controls all foreign trade activities, and is answerable for the effectiveness of Romania's economic exchanges

with other countries. It issues export or import licences and ensures a fair balance of foreign payments and receipts. It negotiates and concludes agreements, conventions and protocols and obtains facilities and preferential treatment from other States. Romania has a network of over 80 economic agencies abroad, as well as technical and commercial offices, banks, joint production and sale companies, commercial representatives, etc.

Foreign Trade Organizations are registered with the Romanian Chamber of Commerce whose purpose it is to assist in promoting Romania's foreign trade relations. It is primarily an information centre and publishes material about Romanian trade in foreign languages, including English and French and answers enquiries. The Chamber organizes Romanian exhibits at trade fairs abroad, issues certificates of origin and certifies documents.

A list of Foreign Trade Organizations and other bodies associated with foreign trade, their addresses, and where appropriate an outline of their functions is contained in Appendix B.

Representation

The Romanian Foreign Trade Law authorized foreign commercial firms and economic organizations to set up agencies in Romania, staffed by either Romanian personnel or resident foreigners. Foreign agencies in Romania are entitled to carry out trade operations, advertising activities, technical assistance and services of various kinds, as well as other activities related to the promotion of their business relations with Romanian economic organizations.

Applications for foreign agencies must be submitted to the Romanian Ministry of Foreign Trade. If an application is approved, the foreign company is granted an authorization for a two-year period which can be

renewed by the Ministry of Foreign Trade on the basis of a recommendation by the Romanian Chamber of Commerce. Taxation of the foreign agencies opened in Bucharest may be effected either by the commission system or at a fixed rate based on the number of employees. The cost of this method of approaching the market can be high.

As an alternative to setting up its own agency in Bucharest, a foreign firm can secure local representation through the Representation and Commission Office "ARGUS" within the Chamber of Commerce. The formalities are the same as for opening an agency in Romania. But in the latter case the foreign firms represented by ARGUS do not pay any income tax or rent. ARGUS may not sign contracts. Each Western firm represented by ARGUS pays the salary of a full-time employee of the office.

Buying Patterns

Almost all imports are in respect of projects approved or allocations made under yearly Plans drawn up within the framework of the current Five Year Plan. Allocations are not generally finalized until the end of the preceding year or early in the current year. It follows that many negotiations, therefore, tend to take place during this period, particularly in the case of supplies for local industry. There is, however, no hard and fast rule.

First Contact with Buyers

Firms new to the market should first write to whichever Foreign Trade Organization appears most likely to have an interest in the purchase of their products. Usually any one product will be imported only by one trading enterprise: it may help to copy such letters to the Commercial Division of the Canadian Embassy in Vienna for follow-up on a personal visit by the Trade Commissioner.

Many business letters and trade brochures are received at Romanian enterprises. The chances of getting a reply are increased if the correspondence has been addressed to the right contact. The Canadian Trade Commissioner may be able to help identify the right official, and ascertain the degree of interest the Romanians have in a product or proposal.

Correspondence

As a general rule it is acceptable to use French or English. However, if it is known that a particular contact prefers the medium of another foreign language, firms may like to conduct correspondence in this way. A formal proposal should be presented in an agreed Western language.

Price Quotations

CIF, FOB, or franco border quotations are equally acceptable. Prices are generally quoted in US dollars (sometimes in other hard Western currencies, notably D-Marks).

Visits

While it is desirable for firms to send information about their products to Foreign Trade Organizations it is important to ensure that technical salesmen visit the market as soon as interest is expressed by the Romanians. Such visits will almost certainly be necessary before orders can be obtained. Breaking into the market for the first time requires a continuous effort; perhaps over a period of as much as two years, and the cost of such travel should be foreseen as part of the pricing exercise.

Contact with End Users and Project and Production Planners

It is possible to visit factories which are consumers of imported products; but more likely contact will be established by meeting factory

or Corporation representatives at their respective commercial offices in Bucharest. Business correspondence and trade literature may be sent direct by air mail to individual factories and Corporations in addition to Foreign Trade Organizations.

Appointments

Romanian officials are reluctant to consider appointments for meetings more than 2 or 3 weeks ahead; ideally they like appointments to be confirmed 3 or 4 days in advance so that proper arrangements can be made for interpreters who they usually provide themselves. The standard of English and French interpretation offered by Romanian organizations is usually high. The Romanian Chamber of Commerce can be helpful with the making and confirming of appointments. The address is: Boulevard N. Balescu 22, Bucharest.

Advertising

PUBLICOM, a department of the Romanian Chamber of Commerce, is authorized to assist foreign firms with advertising and trade promotion generally. However, it should be recognized that the value of advertising is limited in a directed economy.

Facilities for advertising through the Press, radio, television, the cinema and by illuminated signs, in the main cities, are all available.

PUBLICOM can supply details, together with respective charges.

Fairs and Exhibitions

In 1970, the first Bucharest International Fair was held. This Fair takes place every two years, the next one in October 1976. It emphasizes the main sub-branches of the machine-building industry with 70,000 square metres of exhibition space. The number of participating foreign firms increased from 735 in 1970 to about 950 in 1972, of which some 200 are from Socialist countries. In alternating years Specialized exhibitions are organized.

Industrial Cooperation

Laws and decrees passed in 1971 and 1972 have made it possible for western firms to embark on economic arrangements with Romania which deviate from the classical import/export transaction. They may be broadly grouped as joint ventures and economic cooperation agreements.

Romanian law on joint ventures limits foreign participation to 49% although a stronger voice in management is possible.

Regulations concerning distribution of profits, salaries, and social benefits, including the currency of payment are complex. To-date (September 1975) five western companies have formed joint ventures in Romania: Romalfa (Italy); Control Data Corporation (USA); Renk A.G. (West Germany); Dai Nippon (Japan); L'Electronique Appliquée (France). Other arrangements are thought to be in the mill.

The more general term - economic cooperation agreements - embraces arrangements for:

- i) cooperation and specialisation in production
- ii) joint production companies
- iii) licensing
- iv) joint commercial companies for third markets

and others. Some 250 such agreements have been made to-date.

All arrangements for industrial cooperation require the most detailed study and consideration by both sides before they are accepted as an alternative to traditional trading methods.

Counter Purchase and Compensation Trading

Because of a shortage of hard currency, the Romanian importer may seek to negotiate compensating purchases of Romanian goods (not necessarily to the full value of the imported goods), and willingness to negotiate on this basis can sometimes help an exporter to get his order. There are specialist firms in Austria and other parts of Europe experienced in this type of business which can help to arrange such deals. "Buy back" arrangements may result from the sale of production goods and may occur under the general umbrella of "industrial cooperation".

General

Manufacturers and traders are advised to patent their inventions and register their trade marks in Romania. Applications should be made through a patent or trade mark agent in Canada, but may also be filed direct with the Romanian Chamber of Commerce in Bucharest.

Romania subscribes to the International Convention for the Protection of Industrial Property and to the Madrid arrangement for the registration of trade marks.

Patents

These are granted for a term of 15 years from the date of application, subject to the payment of annual renewal fees. An application for a patent may be made by the inventor, his heirs or assignee. Prior to the filing date (or the Convention date) of the application, the invention must not have been published or become known in Romania or elsewhere. If a patented invention is not worked in Romania 3 years after publication of the patent or 4 years after filing the

application, whichever period is the longer, compulsory licenses may be granted.

Trade Marks

A new law, reducing the term of trade marks from 15 to 10 years, and introducing compulsory registration of marks, came into operation on 30 June 1968. Registrations and renewals effected before that date are protected until the period of protection originally granted expires.

DEPARTMENT
of
INDUSTRY, TRADE AND COMMERCE

REGIONAL OFFICES BRANCH

REGIONAL OFFICES

Address

Téléphone
Telex

ST. JOHN'S, Newfoundland

F.A.D. (Dale) Blair
Director
Newfoundland Region
210 Water Street
St. John's, Newfoundland
A1C 1A9

(709) 722-6074

016-4749

HALIFAX, Nova Scotia

C.P. (Cliff) McPherson
Director
Nova Scotia Region
Suite 1124, Duke Tower
5251 Duke Street, Scotia Square
Halifax, Nova Scotia
B3J 1N9

(902) 426-3851

019-21829

FREDERICTON, New Brunswick

F.D. (Fred) Grimmer
Director
New Brunswick and
Prince Edward Island Regions
Suite 642
440 King Street
Fredericton, New Brunswick
E3B 5H8

(506) 454-9707

014-46140

QUEBEC, Quebec

G. (Gilles) Morin
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Suite 620
2 Place Quebec
Quebec, Quebec
G1R 2B5

(418) 694-4726

011-3312

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P.M. (Paul) Audette
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Room 2124, Place Victoria
P.O. Box 257, Tour de la Bourse
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H4Z 1J5

(514) 283-6254

012-0280

MINISTÈRE
de
L'INDUSTRIE ET DU COMMERCE

DIRECTION DES BUREAUX RÉGIONAUX

BUREAUX RÉGIONAUX

Adresses

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Saint-Jean (Terre-Neuve)
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Manitoba Region (204) 985-2381
Suite 1104, Royal Bank Building
220 Portage Avenue 075-7624
Winnipeg, Manitoba
R3C 0A5

REGINA, Saskatchewan

G.A. (Glenn) Cooper
Director
Saskatchewan Region (306) 525-9814
Room 980
2002 Victoria Avenue 071-2745
Regina, Saskatchewan
S4P 0R7

EDMONTON, Alberta

W. Mackenzie (Mac) Hall
Director
Alberta and Northwest Territories Regions (403) 425-6330
500 Macdonald Place 037-2762
9939 Jasper Avenue
Edmonton, Alberta
T5J 2W8

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British Columbia and Yukon Regions (604) 666-1434
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Bentall Centre, Tower "III" 04-51191
595 Burrard Street
Vancouver, British Columbia
V7X 1K8

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Maison du Commerce (ouest) 51e étage
Case postale 325
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S4P 0R7

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9939, avenue Jasper
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595, rue Burrard
Vancouver (Colombie-Britannique)
V7X 1K8

GOVERNMENT MINISTRIES AND OTHER KEY BODIES

Government Ministries

Addresses

Agriculture, Food Industry & Water

Bd. Republicii 24
Bucharest
Tel: 14-40-20, 14-06-80

Chemical Industry

Splaiul Independentei 20A
Bucharest
Tel: 15-50-00, 14-98-60

Electric Power

Bd. Magheru 33
Bucharest
Tel: 15-44-70

Finance

Str. Doamnei 8
Bucharest
Tel: 16-20-00, 14-00-40

Foreign Affairs

Bd. Republicii 33
Bucharest
Tel: 16-68-50

Foreign Trade & International
Cooperation

Str. Gheorghe Asan 1
Bucharest
Tel: 33-40-50, 33-41-51

Forestry & Construction Materials

Str. Bibliotecci 2
Bucharest
Tel: 15-64-90, 13-01-10

Health

Str. Locotenent Lemnea 2
Bucharest
Tel: 11-03-30, 12-31-78

Heavy Machine Building

See details under
"Industrial Centrals"

APPENDIX C

Useful Addresses in Canada

1. Chief, Eastern Europe Division
European Bureau
Department of Industry, Trade and Commerce
Ottawa, Ontario K1A 0H5
2. Industry, Trade and Commerce - Regional Offices in Canada

See attached list.
3. Export Development Corporation
110 O'Connor Street
Ottawa, Ontario
(613) 237-2570
4. Romanian Offices in Canada
 - (a) Embassy of Romania
473-475 Wilbrod Street
Ottawa, Ontario K1N 6N1
(613) 232-5345
 - (b) Romanian Economic Representation
3664 Mountain Street
Montreal, Quebec H3G 2A8
(514) 842-1779
 - (c) Romanian Economic Representation
114 Madison Avenue
Toronto, Ontario M5R 2S5
(416) 922-9012

ROMANIA

vigorous growth

GEORGE HAZEN

Probably nowhere in Eastern Europe is an economy more closely linked with the West than that of Romania. The period of the present Five Year Plan 1971-75 has seen a substantial growth in trade with the market economies of the industrialized countries to its present level of 41 per cent of Romania's total. And the economy has grown with equal vigor — most targets set under the Plan will be exceeded, many attained in 4½ years.

Clearly Romania has benefitted from the acquisition of Western technology and some investment, achieving a GNP estimated at lei 1500 billion (US \$1.00 = lei 4.97) in 1974. And it is estimated that individual incomes will rise to more than lei 12,500 by 1980. The price for this link with the West is an exposure to the effects of inflation that has important consequences for a planned economy and

it means that either prices will rise or material shortages will become inevitable, and it appears that Romania faces some of both.

Goals for future growth remain ambitious, despite the unsettled economic climate and, if targets in the new Five Year Plan are realized, Romania will no longer be identifiable as a "developing country" in the traditional sense.

Relatively unchanged for the past few years are patterns of land use in a rich countryside dominated by the horseshoe of the Carpathian mountains. Some 58 per cent of the population of 21 million remains rural, and agriculture, although increasingly mechanized, has been the sector of the economy slowest to take advantage of modern methods and equipment. It is a countryside to attract tourists and the government has taken measures to accommodate them not only on the Black Sea coast but more recently in ski areas inland and in other regions.

But the Canadian exporter will be concerned mainly with Bucharest, a city of 1.6 million, where all major political and economic decisions are made. It is here that 20 ministries control the affairs of 60 foreign trade organizations and more than 100 associated industrial centrals. It is here that the salesman must vie with his counterparts from the rest of the world for a piece of the action. It is here that he must cope with the impersonal foreign trade organization and find the patience to negotiate increasingly tough contracts.

In today's world, traditional trade is not the only means of doing business. In Romania, the word co-operation has found currency and is generally acknowledged to describe an arrangement with foreigners that transfers technology or economic benefits to Romania by means of investment in a joint venture, licensing, a marketing agreement in a third country, or something similar. Progress has been made in establishing in Romania joint venture companies with up to 49 per cent foreign equity; there are now five, of which Control Data of the United States is one. Despite encouragement from all sides to enter such arrangements, it seems logical that co-operation should flow as a natural consequence from normal trade where

mutual confidence has been established and mutual advantage demonstrated.

What do the next five years hold in the way of opportunities for the Canadian businessman in Romania? Information now available about the general features of the 1976-80 Plan indicates that the rate of investment will be maintained at about one third of GNP. Absolute targets are astonishing; some lei 900,000 million will be invested between 1976 and 1980, compared to a total of lei 550,000 million for the 1971-75 Plan. Of new equipment required, 70 per cent will be made locally and 30 per cent imported or result from co-operation projects. Foreign trade will continue its growth to become seven to nine times greater by 1990 than in 1974 and, by 1980, products of the machine building industry will comprise 40 per cent of exports compared with 27 per cent today.

Top-priority industries will be machine building and chemicals. In the first, stress will be laid on automation electronics, electro-technical goods, fine mechanical products, optics, ship building, and a continuation of the machine tool program. The chemical industry will concentrate on production of synthetic fibres, plastics, and synthetic rubber. High priority will be given to an expansion of steel production, particularly of high alloy steels, from the present level of about nine million tons a year to 18 million tons. The main increase will result from enlargement of existing plants. Support for this program will come from the one-third of Romanian researchers who are in the machine building and chemical fields, and a policy of co-operation with other economies.

Products to be introduced under the 1976/80 plan will include: miniaturized components and related equipment; computer technology, emphasizing peripherals; telecommunication vacuum techniques; measurement and control devices; machine tools, incorporating numerical controls; mining equipment; drilling machinery; petrochemical installations; heavy trucks and buses; diesel-electric locomotives; ships, especially ore carriers and tankers up to 150,000 DWT; aeronautical products; petroleum-based chemicals; salt; wood,

including fertilizers, resins, and pharmaceuticals.

Major projects under the new Plan will include resumption of work on the Danube/Black Sea canal to connect Calarasi with Mangalia. The latter includes two long breakwaters, a shipyard, and a railway; the former will be the site of a large (8 million tons) iron and steel plant, including a new cokery, and specifications should be available by July 1975. The canal will incorporate hydroelectric and irrigation schemes. Expansions will be undertaken at older steel installations. Current aluminum production of 200,000 tons will be boosted by 50,000 tons by 1980. The first of several planned nuclear power stations will be built and the first stage of the Bucharest subway will be constructed. An irrigation system will be built to include a navigable link between Bucharest and the Danube.

Many new and exciting developments will occur in the next five years, but a number of more immediate activities should also attract Canadian exporters. There will be continued expansion of pulp and paper facilities to utilize Romania's 6.3 million hectares of mixed conifer and beech forests. Asbestos fibre is needed for the construction industry. Long range contracts are sought for iron ore and coking coal. Import requirements will continue for non-ferrous concentrates and for copper, nickel, and tin.

Agricultural production targets are ambitious, particularly when viewed against recent performance, but planned investment is actually less than for the period 1971/75. Considerable mechanization is envisaged in light of the government's intention to reduce the agricultural labor force from 42 per cent in 1974 to only 27 per cent by 1980. Irrigation projects now on the drawing boards will assist in achieving targets. There will be some shift in balance away from cereals, with animal husbandry accounting for almost 50 per cent of farm output by 1990.

The exporter should not overlook projects being financed by the World Bank and for which foreign procurement is open to bidding on a non-discriminatory basis. Three loans have already been signed for a chemical fertilizer plant, a

special steel plant, a thermal power project and others are in the works — such as an irrigation scheme with an accompanying agricultural credit, and an integrated pulp and paper facility. Although much of the equipment for these undertakings will come from Romanian factories, there will be opportunities for foreigners. Detailed information is available from our International Financing Branch in Ottawa.

Now, how does a Canadian exporter go about getting a handle on specific possibilities? The first thing to do is to write to us in Vienna, enclosing three complete sets of literature and an indication of c.i.f. North European port prices and delivery times. We will do two things with this material: first, send it under cover of an appropriate letter to the correct foreign trading organization, with a

copy to the Canada Desk officer at the Ministry of Foreign Trade; second, on our next personal visit to Bucharest, hand-carry the third copy to an interview with the officer at the foreign trading organization. If there is interest, the ball will then be in the exporter's court to correspond directly and, eventually, to plan a personal visit. A Romanian trading company will not normally sign a contract without face-to-face negotiation, and so businessmen should be prepared to visit this country. Those interested in entering the Romanian market should contact both the Eastern Europe Division of the Department of Industry, Trade, and Commerce and the Commercial Division of the Canadian Embassy, Vienna, for advice and assistance.

Canadian exports to Romania . . .

Jan-Sept 74

(\$'000)

Asbestos	1,951
Hydrocarbons	292
Machinery	261
Laboratory equipment	1,310
Others	308
Total	4,122

. . . And our imports

Food products	866
Synthetic fibres	225
Fabric and yarns	832
Fuel oil	6,253
Steel	594
Glass and glass products	280
Vehicles	871
Furniture	962
Garments	6,064
Footwear	1,652
Household textile products	876
Other	911
Total	20,386

**Your
Commercial
Partners
in Romania**

1975

YOUR COMMERCIAL PARTNERS IN ROMANIA

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FOREWORD

At the beginning of this year, by a decision of the Council of Ministers, the structure was modified of specialist companies and departments of foreign trade and international economic cooperation.

In order to cope with the numerous demands of the foreign firms that are business partners of the Romanian foreign trade companies, the editorial staff of the foreign trade publications issues the present booklet containing: the denomination, address, object of activity by main groups of products, services and works of the specialist companies and departments of foreign trade and international economic cooperation. Following the aforementioned decision certain foreign trade companies ceased their activity merging with other companies.

The companies in the first column merged with those in the second one:

NAVIMPEX	UZINEXPORTIMPORT
IMECO	CHIMIMPORTEXPORT
FIBREX	DANUBIANA
AZOEXPORT	DANUBIANA
PETROM	INDUSTRIALEXPORT
TRICOEXPORT	ROMANOEXPORT
CENTRALIMPEX	ROMANOEXPORT
IPIU	ROMSIT
STIREX	ROMSIT
LACTEXPORT	PRODEXPORT
EXPORTLEMN	TEHNOFORESTEXPORT
ROMPRESFILATELIA	ILEXIM
THE PRINTING INDUSTRY CENTRAL	ILEXIM
ROMLIBRI	ILEXIM

The relevant foreign trade companies have taken over from the former ones the obligations, the contracts concluded and those under way as well as the assets and liabilities of the dissolved companies.

THE EDITORIAL STAFF

CHAPTER I

**Foreign trade
companies and boards
grouped by ministries
and central economic
organizations**

HEAVY MACHINE-BUILDING INDUSTRY MINISTRY

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- UNIVERSAL TRACTOR, Foreign Trade Company subordinated to the Industrial Central for Tractors and Farming Machinery — Braşov .. 9
- INDUSTRIALEXPORT, Foreign Trade Company subordinated to the Industrial Central for Technological, Chemical, Oilfield and Mining Equipment — Bucharest 10
- UZINEXPORTIMPORT, Foreign Trade Company subordinated to the Heavy Machine Building Ministry 10
- MECANOEXPORTIMPORT, Foreign Trade Company subordinated to the Ministry 10

MACHINE-TOOLS BUILDING INDUSTRY AND ELECTRICAL ENGINEERING MINISTRY

- MASINEXPORTIMPORT, Foreign Trade Company subordinated to the Ministry 11
- ELECTRONUM, Foreign Trade Company subordinated to the Ministry 12
- ELECTROEXPORTIMPORT, Foreign Trade Company subordinated to the Ministry 12

CHEMICAL INDUSTRY MINISTRY

- DANUBIANA, Foreign Trade Company subordinated to the Ministry 13
- CHIMIMPORTEEXPORT, Foreign Trade Company subordinated to the Ministry 13
- PETROLEXPORT, Foreign Trade Company subordinated to the Ministry 13
- ROMCHIM, Foreign Trade Company subordinated to the Ministry 14

METALWORKING INDUSTRY MINISTRY

- METALIMPORTEEXPORT, Foreign Trade Company subordinated to the Ministry 14
- METAROM, Foreign Trade Company subordinated to the Ministry 14

LIGHT INDUSTRY MINISTRY

- ARPIMEX, Foreign Trade Company subordinated to the Leather, Rubber and Footwear Industry Central 15
- CONFEX, Foreign Trade Company subordinated to the Garments Industry Central — Bucharest 15
- ROMANOEXPORT, Foreign Trade Company subordinated to the Ministry 15
- ROMSIT, Foreign Trade Company subordinated to the Ministry 16

AGRICULTURE, FOOD INDUSTRY AND WATER MANAGEMENT MINISTRY

- PROEXPORT, Foreign Trade Company subordinated to the Ministry 16
- FRUCTEXPORT, Foreign Trade Company subordinated to the Ministry 16
- VINEXPORT, Foreign Trade Company subordinated to the Wine and Vineyard Central — Bucharest 17
- ROMAGRIMEX, Foreign Trade Company subordinated to the Ministry 17

MINING, PETROLEUM AND GEOLOGY MINISTRY

- GEOMIN, Company for Foreign Economic Cooperation in the Field of Mining Industry and Geology, subordinated to the Ministry 17
- IMPEXMIN, Foreign Trade Company subordinated to the Ministry 18
- ROMPETROL, Company for Foreign Economic Cooperation in the Petroleum and Natural Gases Field, subordinated to the Ministry 18

FOREST ECONOMY AND BUILDING MATERIALS MINISTRY

- TEHNOFORESTEXPORT, Foreign Trade Company subordinated to the Ministry 18
- FOREXIM, Foreign Trade Company subordinated to the Ministry 19
- VITROCIM, Foreign Trade Company subordinated to the Ministry 19

ELECTRIC POWER MINISTRY

- ROMENERGO, Foreign Trade Company subordinated to the Ministry 20

TRANSPORTS AND TELECOMMUNICATIONS MINISTRY

- CONTRANSIMEX, Foreign Trade Company subordinated to the Ministry 20

DOMESTIC TRADE MINISTRY

- MERCUR, Foreign Trade Company subordinated to the Ministry 20

THE MINISTRY OF FOREIGN TRADE AND INTERNATIONAL ECONOMIC COOPERATION

● AGROEXPORT, Foreign Trade Company subordinated to the Ministry	21
● TERRA, Foreign Trade Company subordinated to the Ministry	21
● ROMCONSULT, Romanian Consulting Institute subordinated to the Ministry	21
● ILEXIM, Foreign Trade Company subordinated to the Ministry	22
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INDUSTRIAL CONSTRUCTIONS MINISTRY

● ARCOM, Romanian Construction—Mounting Enterprise subordinated to the Ministry	23
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THE CENTRAL UNION OF HANDICRAFT COOPERATIVES— UCECOM

● ICECOOP, Foreign Trade Company subordinated to UCECOM	24
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THE CENTRAL UNION OF CONSUMPTION COOPERATION— CENTROCOOP

● EXIMCOOP, Export-Import Board subordinated to CENTROCOOP	24
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THE COUNCIL FOR SOCIALIST EDUCATION AND CULTURE

● ROMÂNIAFILM, Export-Import Board subordinated to the Româniacentral — Bucharest	25
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ROMANIAN RADIO AND TELEVISION

● ROMANIAN RADIO AND TELEVISION, Export-Import Board within the Planning, Organization, Development and Control Department — Bucharest	25
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CHAPTER II

**Foreign Trade Companies
and Their Object of Activity**

HEAVY MACHINE-BUILDING INDUSTRY MINISTRY

AUTO-DACIA

**BRAȘOV—ROMANIA; 2, Nicolae Iorga St.; Telephone: 20133; 20139
Telex: 012—227**

**Subsidiary in: BUCHAREST—ROMANIA; 19, Lipscani St.
Telephone: 15 86 20; 13 87 13; Telex: 011—395; 011—396**

EXPORTS:

- lorries, motor vehicle trailers, four-wheel drive cars, motor cars, buses, special purpose vehicles and utility vans, components and subassemblies
- spare parts for afore-mentioned products ● motor vehicle assembly lines ● service

IMPORTS:

- components and subassemblies for the production of lorries, utility vans, motor vehicle trailers, buses, special purpose vehicles, motor cars, motor car engines ● spare parts and specific materials for Dacia motor car production.

UNIVERSAL TRACTOR

**BUCHAREST—ROMANIA; 19, Lipscani St.; Telephone: 15 86 20
Telex: 011—395; 011—396; POB: 454**

**Subsidiary in: BRAȘOV—ROMANIA; 2, Nicolae Iorga St.
Telephone: 20133; 20139; Telex: 012—227**

EXPORTS:

- farming and industrial tractors, farming machinery, farming trailers, bulldozers, scarifiers, components, subassemblies and spare parts ● farming tractors and machinery assembly lines.

IMPORTS:

- farming and industrial tractors, farming machines, equipment and tools, farming trailers and engines for imported products ● bulldozers, scarifiers.

INDUSTRIALEXPORT

**BUCHAREST—ROMANIA; 10, Constantin Mille St.
Telephone: 15 90 00; Telex: 11.407**

EXPORTS:

- factories, complete refineries and installations, technological components for installations and lines in the domains of the chemical and crude processing industries
- drilling equipment for oil and gas, for geological investigations and water wells, outfits and drilling and extraction equipment, pumping sets, mining equipment and conveyer lines, industrial fittings
- equipment, materials and spare parts turned out by the Chemical Industry units
- pumps
- licences, Romanian inventions patents, trade-marks, surveys, designs, know-how, engineering, technology, assembling, technical assistance, schooling and other related jobs and services.

IMPORTS:

- completion outfits for complex drilling installations and equipment
- industrial fittings (stainless steel fittings excepted)
- pumps excepting those supplied by other foreign trade specialist companies.

UZINEXPORTIMPORT

**BUCHAREST—ROMANIA; 133, Calea Victoriei; Telephone: 502535
POB: 2993; Telex: 011—214**

EXPORTS:

- complex power installations, hydro- and thermopower stations
- complex installations for the metalworking, refrigeration, milling and food industries
- complex installations and main outfits for the machine building industry, the relevant components
- main outfits and equipment for the metalworking, electric power, iron and steel industries, hydromechanical equipment
- vessels, seacraft, naval equipment, naval repairs
- cement factories
- spare parts for exported products
- licences, Romanian inventions patents, trade-marks, surveys, designs, know-how, engineering, technology, assembling, technical assistance, schooling and other related jobs and services.

IMPORTS:

- complex factories and installations for the machine building industry (excepting those designed for the electronic and electrical engineering industry)
- complex installations for the food industry and other fields of activity
- vessels, seacraft, naval equipment and outfits
- shipbuilding installations
- completion equipment for shipbuilding excepting those traded by other foreign trade units
- galvanizing plants
- equipment for metal surface protection
- outfits for boilers and turbines
- subassemblies and equipment for cement factories
- licences, surveys, designs, documentation, know-how, engineering, technical assistance, schooling and other related jobs and services.

MECANOEXPORTIMPORT

**BUCHAREST—ROMANIA; 10, Mihai Eminescu St.
Telephone: 12 46 00; POB: 130; Telex: 011—269**

EXPORTS:

- freight cars and passenger railway cars, tank cars, spare parts, assembly lines for above mentioned items, relevant components and subassemblies

● building equipment, road building equipment, crushing and screening equipment ● hoisting and conveying equipment, electric chargers and stackers, metallic constructions, cast and forged parts ● Diesel hydraulic locomotives and mining locomotives, 300—1500 HP Diesel engines ● Stationary gasoline engines, compressors ● fire-fighting equipment, thermal sets for industrial and house heating, air conditioning installations, garage equipment, washing and general service installations ● technological equipment for secondary thermal treatment, foundry furnaces and installations included, fans.

IMPORTS:

● hoisting and conveying equipment (portal and semi-portal cranes, floating cranes and railway cranes excluded), motor and electric charges, motor and electric stackers ● freight cars and passenger railway cars, tank cars ● excavators ● building equipment (excepting road building and railway building equipment) ● furnaces and technological equipment for foundries, gas-heated secondary thermal treatment furnaces ● pressure casting machines (for ferrous and non-ferrous metals) ● ferrodo and asbestos sheets, railway car connections, industrial filters and filtering equipment ● compressors, blowers and fans for commercial refrigeration installations and the food industry (excepting methane gas turbo-compressors, technological process turbo-compressors in the chemical industry and technological turbo-compressors and turbo-blowers for furnace and coke gas) ● fire-fighting equipment, burners and hot air generators, air conditioning installations for computing centers included), crushing and screening equipment ● welding and oxyacetylene output stations ● food industry equipment, bottling and packing equipment ● stationary internal combustion engines and 300—6000 HP Diesel engines (excepting engines imported as spare parts for vehicles) ● general purpose equipment.

MACHINE-TOOLS BUILDING INDUSTRY AND ELECTRICAL ENGINEERING MINISTRY

MAȘINE EXPORT IMPORT

BUCHAREST—ROMANIA; 7, Matei Millo St.; Telephone: 13 75 96;
33 27 20; Telex: 011—216; 011—217

EXPORTS:

● metal-cutting machine-tools, components, accessories and spare parts ● machine-tools for metal processing by deformation, components, accessories and spare parts ● wood processing machine-tools, accessories, components and spare parts ● textile industry machinery and equipment, accessories, components and spare parts ○ weight measuring apparatus and instruments (scales, balances, weighing machines) ● length and pressure measuring tools and instruments ● gauge and control tools, apparatus and mechanical instruments ○ chipping tools.

IMPORTS:

● machine-tools for metal processing by deformation (forge-press), accessories, components, spare parts ○ metal-cutting machine tools, accessories, components, spare parts ○ appliances for machine-tools ○ mechanical and pneumatic hand tools ● chipping tools, metallic carbides, powdered metallic carbides, diamonds for grinding and chipping tools, diamond-tools ○ licences for: machine-tools, fine mechanics and tools; machines for woodprocessing, textile, machine-tools-building and electrical engineering industries.

ELECTRONUM

BUCHAREST—ROMANIA; 2, Gabriel Péri St.; Telephone: 15 16 09
POB: 105; Telex: 011—547; 011—584

EXPORTS:

● radio sets, tv sets, subassemblies, electronic components ● computing technique machines and equipment ● automation, signalling and protection systems; equipment, elements and spare parts ● automatic telephones and exchanges, low voltage apparatuses ● incandescent lamps, fluorescent lamps, mercury vapour lamps, bulbs and fittings.

IMPORTS:

● radio sets, tv sets, subassemblies, electronic components ● complex installations for the electronic and electrical engineering industry ● computing technique equipment, components and spare parts ● electronic and electrical engineering computing components ● automation, signalling and protection systems and elements (which are not included in the gauging and control tools group) ● telephone exchanges, subscriber's main stations, telephone and radiotelephone sets, low voltage equipment ● incandescent and fluorescent lamps, mercury vapour lamps, bulbs and fittings ● electro-acoustic equipment ● reporter's cars, electronic equipment and spare parts for radiotelevision production and investments ● typewriters ● licences, patents, surveys, designs, know-how, engineering, technical assistance in the the field of electronic industry.

ELECTROEXPORTIMPORT

BUCHAREST—ROMANIA; 133, Calea Victoriei; Telephone: 50 28 70
POB: 17; Telex: 011—388; 011—389

EXPORTS:

● electric motors ● electric generators ● welding converters powered by electric motors or heat engines ● power capacitors ● electrical insulation materials ● galvanic cells and batteries ● electric cables and conductors ● lifts ● household electric consumer goods (refrigerators, vacuum cleaners, washing machines) ● indoor and outdoor lighting fixtures ● power and distribution transformers ● high voltage equipment (switches, separators, lightning arresters, current and voltage transformers) ● electrical handtools ● accumulators ● Diesel electric and electric locomotives.

IMPORTS:

● rotary electric machines ● electric motors ● high voltage transformers and apparatus and electrical engineering equipment ● carbon brushes for electric machines, equipment for the electric cables and conductors industry, winding benches ● electric handtools ● household electric consumer goods (refrigerators, sewing machines, washing machines) ● electrical insulation materials, insulators, accumulators ● electric welding equipment ● electric cables and conductors, accessories ● electric locomotives and streetcars ● electric furnaces (excepting those designed for steel and iron alloys production) ● licences, invention patents, surveys, designs, know-how engineering, technical assistance in the field of the electric engineering industry.

CHEMICAL INDUSTRY MINISTRY.

DANUBIANA

BUCHAREST — ROMANIA; 202 A, Splaiul Independenței
Telephone: 49 50 60; POB: 3250; Telex: 011—489; 011—748; 011—842

EXPORTS:

● tyres, rubber conveyor belts, rubber and plastic flooring and slabs; rubber and plastic hoses and tubes, plastic-made items ⊕ synthetic yarns and fibres
● chemical fertilizers (urea, ammonium nitrate; nitrolimestone, superphosphate, ammonium sulphate, complex fertilizers, urea — technical grade ● methanol, butanol, acetic acid, bakelite, vinyl polyacetate and other chemical products.

IMPORTS:

● tyres, antioxidants, antiozonants, vulcanization accelerators, cord network ⊕ rubber and plastic technical and insulating items (wide assortment) ⊕ phosphorites, sulphuric acid, formaldehyde, mining explosives, ion-exchangers, monoethanolamine, synthetic camphor, white arsenic, chemical pulp, chemicals for synthetic fibres and yarns production as well as other raw materials (which are not included in the lists of other foreign trade specialist companies).

CHIMIMPORTEXPORT

BUCHAREST—ROMANIA; 10, Republicii Blvd; Telephone: 16 06 36
POB: 525; Telex: 011—184; 011—185

EXPORTS:

● soda ash, caustic soda, chloro-sodium and petrochemical products, carbide, sodium bichromate, octanol, carbon black, polystyrene, synthetic rubber, insecticides, phenolacetone, pvc, polyethylene, acrylonitrile and other products ● medical drugs (veterinary medical drugs excluded), cosmetics, dyes, intermediaries, pharmaceuticals, lacquers and paints, detergents, plasticisers, soap, etc.

IMPORTS:

● natural and synthetic rubber, polyethylene, polypropylene, colophony, sulphur, chromium ore, ammonium chloride, fatty alcohols, chlorine hydride, soda ash, polystyrene, cellophane, expanded powder, PVC granules, reagents, adhesives, catalysts and other chemicals which are not included in the export lists of other foreign trade specialist companies ● medical drugs (veterinary drugs excluded), raw materials for cosmetics, dyestuffs (those used in the light industry are excluded), intermediaries, pharmaceuticals, boron ore, naphthalene, organic solvents, styrene, titanium dioxide, zinc oxide, glycerine, plasticizers, bone and hide glue, suet, vegetable oils (tung oil, linseed oil and coconut oil) lacquers and dyes, melamine, organic and inorganic pigments, stearine, soaps etc.

PETROLEXPORT

BUCHAREST—ROMANIA; 20, Gh. Gheorghiu-Dej Blvd.
Telephone: 15 70 17; Telex: 011—266; 011—519

EXPORTS:

● petroleum products, aromatic hydrocarbons, natural gas etc.

IMPORTS:

● crude oil, bitumen, mineral oils, special greases, additives, fluid ethyl and other petroleum products which are not included in the import lists of foreign trade specialist companies.

ROMCHIM

BUCHAREST—ROMANIA; 13, Dacia Blvd.; Telephone: 11 07 30
Telex: 011—135

IMPORTS:

● complex installations and technological completion outfits, licences, technological processes, documentation, reproduction rights, technical assistance, services for the chemical and crude processing industries; complex installations and completion equipment for the chemical yarn and fibre industry ● industrial fixtures and assembling materials (fittings, flanges) for corrosive chemical media ● compressors, blowers and fans for chemical industry technological processes (air, methane gas, commercial refrigeration plants and food industry excepted) ● pumps for corrosive chemical media ● plastic processing equipment ● oxygen, nitrogen etc., factories and plants, stocking and distribution stations.

METALWORKING INDUSTRY MINISTRY**METALIMPORTEXPORT**

BUCHAREST—ROMANIA; 8, Edgar Quinet St.; Telephone: 14 25 09
International telephone: 171; 180; Telex: 011—257; 011—258

EXPORTS:

● rolled steel, iron and other metal tubes — all types and sizes ● iron alloys, drawn bars, drag ropes, conducts, welding electrodes and other metallic products ● aluminium, lead, zinc, bronze and other non-ferrous metals.

IMPORTS:

● rolled steel, iron and other metal tubes, stainless tubes and pipes (all types and sizes) for various installations ● cast iron, iron alloys, drawn bars, drag ropes, welding electrodes and other metallic products ● aluminium, lead, zinc, nickel, platinum, tin, copper, mercury, cobalt, cadmium, magnesium, metallic silicon, antimony and other non-ferrous metals ● iron and non-ferrous metal sieves (phosphorous bronze sieves excluded) ● other ferrous and non-ferrous products, special iron alloys, tool-steel, saw-blade steel.

METAROM

BUCHAREST—ROMANIA; 42, Gh. Gheorghiu-Dej Blvd.
Telephone: 15 04 65; 15 05 43; Telex: 011—259

EXPORTS:

● technologies, licences, projects, technical assistance in the field of metal working.

IMPORTS:

● complex installations and completion equipment ● machinery, equipment for the iron-working and metal working industries and for the coke-chemical, refractory products, abrasive and carbon materials industries which are not

included in the import lists of other foreign trade specialist companies ● turbo-blowers, electric blowers, turbo-compressors and electric compressors for top gas and coke gas (oxygen installations included) ● electric furnaces for steel and iron alloys smelting ● spectrochemical analysis apparatuses for assessment of hydrogen, nitrogen, oxygen and other elements in steel ● licences, surveys, designs, technology, engineering, know-how, technical assistance for the iron and metal working industry, for the coke-chemical, the refractory, abrasive and carbon materials industries.

LIGHT INDUSTRY MINISTRY

ARPIMEX

BUCHAREST—ROMANIA; 1, Al. Postolache St.; Telephone: 313260
Telex: 011—472; 011—701; POB: 5650

EXPORTS:

● leather and leather substitutes footwear, rubber footwear, gloves, morocco goods, rubber, plastic consumer goods, shoe lasts ● leather and fur garments ● furs, dressed leather ● lohn operations.

IMPORTS:

● raw materials, materials and auxiliary materials for leather and leather-, leather substitutes-, rubber- and plastic- footwear industry ● metallic accessories and other metallic auxiliary materials for footwear, garments and morocco goods ● belts, trimmings, leather bands as well as other products for the leather and footwear sector.

CONFEX

BUCHAREST—ROMANIA; 7, Armata Poporului Blvd.
Telephone: 31 00 70; Telex: 011—195

EXPORTS:

● textile and knitwear garments ● "lohn" operations

ROMANOEXPORT

BUCHAREST—ROMANIA; 17—19, Doamnei St.; Telephone: 162310
Telex: 011—185; 011—186

EXPORTS:

● wool, linen, hemp, silk fabrics, machine-made carpets, linen and hemp bundle and waste, passementerie and trimmings, animal hair and wool, textile waste ● cotton type fabrics, cotton type yarns, thread, cotton wool ● knitwear, stockings etc. ● "lohn" operations.

IMPORTS:

● textile, animal, vegetable and chemical raw materials (yarns and fibres), dyes and chemicals for the light industry ○ domestic trade textile goods, leather goods, footwear (fabrics, ready-mades, knitwear, haberdashery trimmings) ● textile fabrics for the clothes industry, textile bags, textile and plastic sieves ● technical felts ● materials for the light industry units

and other users in the field of textiles ● compensation operations and inter-industry exchange of raw materials, semifabs and finished products, "lohn" operations, set up by agreements and protocols concluded by the Light Industry Ministry.

R O M S I T

**BUCHAREST—ROMANIA; 13, Ion Ghica St.; Telephone: 16 23 10;
16 41 10; Telex: 011—224**

EXPORTS:

● household hardware, enamelled dishes, accessories, toys ● outfits, spare parts and various metallic products ● glassware, window glass, fine ceramics, porcelain ● complex installations ● licences, Romanian inventions patents, surveys, projects, technologies, technical documentation, technical assistance.

IMPORTS:

● technological equipment and installations for cotton, wool, silk and synthetic yarns spinning-mills ● equipment for cotton, wool, silk, flax and hemp fibre dressing ● equipment and installations for the cotton, wool, silk and synthetic fibre knitwear industry ● equipment and installations for the worsted tricot and cotton, silk and synthetic fabrics garments industry ● equipment and technological installations for the chemical finishing of fabrics of all types ● technological equipment and installations for the leather industry and the leather-rubber and leather substitutes footwear industry ● technological equipment and installations for the glassware, window glass, earthenware, china and glass-fibre industry ● technological equipment and installations for the manufacture of household hardware ● sub-assemblies and components for textile machines ● accessories for all above mentioned groups ● licences, patents, surveys, projects, engineering, know-how, technical assistance.

AGRICULTURE, FOOD INDUSTRY AND WATER MANAGEMENT MINISTRY

P R O D E X P O R T

**BUCHAREST—ROMANIA; 5—9, Gabriel Péri St.
Telephone: 16 16 60; Telex: 011—212; 011—213; 011—527**

EXPORTS:

● live animals (cattle, sheep, pigs, horses) and fowls, meat and by-products, tinned meat and meat preparations, poultry and eggs, fish and fish preparations, crayfish, frogs, snails ● live and shot game ● apicultural products (state, cooperative and private apiaries) ● sugar and sugar products ● tobacco, cigarettes ● vegetable edible and technical oil, fatty acids ● dairy produce

IMPORTS:

● live and slaughtered animals and fowls ● meat and fish ● eggs ● raw materials and materials for the food industry ● molasses and sugar ● tobacco, cigarette filters and filter materials ● dairy produce.

F R U C T E X P O R T

**BUCHAREST—ROMANIA; 17, Academiei St.; Telephone: 16 10 00;
13 56 00; Telex: 011—133; 011—134**

EXPORTS:

● fresh field and hcthouse vegetables; fresh orchard, garden and forest fruits; early, summer and autumn potatoes; flowers; fresh and grown mush-

rooms; walnuts • tinned vegetables; ground paprika; tinned fruit; tomato paste and juice; pulps, orchard, forest and garden fruit juice; frozen and dehydrated fruits and vegetables; semi-industrialized preserved mushrooms, powdered onion.

VINEXPORT

BUCHAREST—ROMANIA; 19, Șoseaua Electronicii
Telephone: 35 37 76; Telex: 011—132

EXPORTS:

• natural bottled and unbottled wines; cognac-type brandy; vermouth, champagne-type wine; natural wine and fruit brandies; wine distillates; liquors; beer; starch, glucose; alcohol, concentrated must; grapes.

ROMAGRIMEX

BUCHAREST—ROMANIA; 16, Alexandru Sahia St
Telephone: 14 10 88; 13 48 29; Telex: 011—522; 011—693

EXPORTS:

• surveys, projects, licences, technical documentation, know-how, technical assistance in the field of land management and turning to account of arable areas, land reclamation, dams and river improvement projects; general supplier of complete installations • equipment and installations supplied by the farming units, the units of the food industry and water management • water well drilling • seeds and saplings, breeding and pedigree animals and fowls, in-breeding strains • veterinary medical drugs and products • flax and hemp chaff, flax and hemp chaff products • cooperation ventures, joint production companies sited in Romania or abroad and other forms of cooperation.

IMPORTS:

• proteic meal, biostimulators, inseminated eggs • breeding and pedigree animals and fowls, seeds and saplings and in-breeding strains • biological material for production of sera and vaccines for breeding and zoological purposes • veterinary medical drugs and substances • land reclamation installations and equipment which are not included in the import lists of other importing companies • equipment, installations, spare parts and accessories for preindustrialization of hemp, flax and cotton.

MINING, PETROLEUM AND GEOLOGY MINISTRY

GEOMIN

BUCHAREST—ROMANIA; 109, Calea Victoriei; Telephone: 145501
Telex: 011—242

• geological surveys and explorations in view of turning to account of mineral deposits, carried out abroad • investigation drillings and mining jobs, ore dressing plants and other building-assembling jobs in the field of mining, carried out abroad • technological research, projects, surveys, appraisals, engineering and technical assistance in the field of geology and mining • commissioned works as a preliminary stage of cooperation contracts, to be concluded with foreign partners • participations in joint prospecting,

exploitation and turning to account of mineral deposits with foreign partners
● participations in joint production ventures in the field of mining carried out abroad with foreign partners ● export of complete installations and equipment for mining jobs, ore dressing plants and leasing operations ● import of equipment for geological and mining jobs carried out abroad.

IMPEXMIN

BUCHAREST—ROMANIA; 13, C.A. Rosetti St.; Telephone: 128126
Telex: 011—588; POB: 710

EXPORTS:

● salt; manganese ore; coal and coal briquettes; natural gases; chalk; talcum; diatomite; baryte; mica and other non-metalliferous products
● machinery, tools and spare parts for mining jobs turned out by the producing units in the field of mining, petroleum and geology ● Romanian Invention patents and licences for mining, oilfield and geological activities.

IMPORTS:

● complex installations and technological completion equipment (licences, technical documentation and assistance included) for the mining, oilfield and geological units and non-ferrous heavy metal working plants ● specific reagents, for the mining industry and other mineral products ● kaolin, mica, non-ferrous ore concentrates ● import of materials, machinery, equipment for mining, oilfield and geological jobs and for heavy metal working plants which are not included in the import lists of other foreign trade companies ● methane gas turbo-compressors, sinking pumps for quarry draining, water and mud pumps ● apparatuses for methane gas concentration measurement in mines (methanometers).

ROMPETROL

BUCHAREST—ROMANIA; 109, Calea Victoriei; Telephone: 14 17 16
Telex: 011—263

● oilwell drilling jobs, derrick erection, building of petroleum pipe-lines, oil and natural gas storage installations as well as other construction-assembly works in the field of petroleum and natural gas, carried out abroad
● technological investigations, projects, surveys, appraisals, engineering and technical assistance in the field of petroleum and gas extraction ● commissioned works as a preliminary stage of cooperation contracts to be concluded with foreign partners ● participation in cooperation ventures for hydrocarbon exploitation, carried out abroad for foreign partners ● carrying out of production activities at home and abroad by participating in cooperation ventures with foreign partners in the field of petroleum and gas ● leasing operations ● import of equipment and materials for oilfield and geological jobs.

FOREST ECONOMY AND BUILDING MATERIALS MINISTRY

TEHNOFORESTEXPORT

**BUCHAREST—ROMANIA; 4, Piața Rosetti; International
telephone: 69; POB: 579**

EXPORTS:

● finished wooden products (furniture, chairs, boats, sports articles, wood containers, windows, doors, pre-fab cottages) ● softwood, beech and oak

timber, particle- and fibreboards —standard and enriched—plywood, panels, veneer, parquetry, pulptimber, charcoal, round beams, paper, pulp, paper and pulp products.

IMPORTS:

- logs, veneer, seagrass, ironmongery and other accessories for furniture; musical instruments and sports articles; specific materials for the wood processing industry (lacquers, dyestuff, adhesives, paints, polishing paste) which are not included in the import lists of other foreign trade companies
- paper pulp, pulp for the footwear industry, paper, cardboard, tegofilm, tegotex, special technical paper (electrical engineering paper and cardboard excluded) ● special chemicals for the paper and pulp industry which are not included in the import lists of other foreign trade companies.



FOREXIM

BUCHAREST—ROMANIA; 111, Calea Victoriei; Telephone: 15 32 56; 12 25 78; Telex: 011—731; 011—120; 011—706; POB: 533

EXPORTS:

- licences, surveys, technical documentation and projects worked out by own staff or the ministry institutes, engineering, technical assistance, spare parts and cooperation ventures regarding installations for silviculture, the woodprocessing industry, the pulp, paper and reed industry, the building materials industry ● equipment and spare parts turned out by the forest economy and building materials units.

IMPORTS:

- factories, complex installations, technological completion installations, completion subassemblies, documentation, projects, technical assistance and spare parts for the woodprocessing industry, the pulp and paper industry the building materials industry (cement factories excluded) ● tools, cutters and devices for woodprocessing, pulp, paper and building materials processing, phosphorous bronze sieves ○ licences, surveys, technical documentation, projects, know-how, technical assistance for factories, complex installations, technological completion installations and spare parts for the woodprocessing industry, the pulp, paper and building materials (cement factories excluded).



VITROCIM

**BUCHAREST—ROMANIA; 18, Blănari St.; Telephone: 13 16 38
Telex: 011—330**

EXPORTS:

- cement, asbestos-cement products, plaster, gypsum stone, limestone
- marble blocks and slabs, basalt.
- quarry products ● sanitary articles ● sanitary fixtures, bath tubs, pipes and radiators, sanding shot
- finishing ceramics ● sound and thermal insulation materials ○ concrete and reinforced concrete prefabs ○ other building materials

IMPORTS:

- asbestos and asbestos products, cork and cork products and other specific building materials which are not included in the import lists of other foreign trade companies.

ELECTRIC POWER MINISTRY

ROMENERGO

BUCHAREST—ROMANIA; 1, Lacul Tei Blvd.; Telephone: 12 13 26
12 05 51; Telex: 011—525; POB: 736

EXPORTS:

● high, medium and low voltage lines, transformer substations and posts, poles and fittings for the high, medium and low voltage lines ● erection and assembling of power objectives carried out abroad: dams, hydropower constructions, hydro-and power stations, transformer substations, high and low voltage lines ● apparatus, equipment and spare parts for erection-assembling and running of power objectives ● export and transport of electric power ● surveys, projects, engineering, technical assistance, expert's accounts in the field of power objectives.

IMPORTS:

● complex power installations and equipment for the electric power and atomic energy field ● equipment, technological installations, completion equipment and spare parts for the power sector which are not imported by other foreign trade companies ● equipment, apparatuses and materials for the erection — assembling jobs carried out abroad ● electric power.

TRANSPORTS AND TELECOMMUNICATIONS MINISTRY

CONTRANSIMEX

BUCHAREST—ROMANIA; 38, Dinicu Golescu Blvd.
Telephone: 17 18 80; Telex: 011—011; POB: 2006

EXPORTS:

● studies, projects, documentation, licences, technical assistance, service, expert's accounts and carrying out of erection-mounting jobs and installations in the field of transports, telecommunications abroad (highways, motorways, railways, level crossings, tunnels, channels, bridges, ports, airports, telecommunication jobs) ● box-pallets and containers and other products turned out by transport and telecommunication units.

IMPORTS:

● complex installations and technological completion equipment for the projects of the Transport and Telecommunications Ministry, licences, technical documentation and assistance included ● machinery, installations and working devices for building and repair jobs in the fields of rail, road and water transports, traffic signalling and security; electrification of railways jobs (which are not carried out by other foreign trade companies) ● ship repairs ● garage equipment ● mail and telecommunications machines and equipment which are not imported by other foreign trade companies ● portal and semi-portal, floating and railway cranes ● spare parts for maintenance and repair jobs in the field of rail, road and water transports, mail and telecommunications (spare parts for Dacia motor cars excepted) ● pit coal creosote ● fishing tools for industrial fishing jobs ● equipment and materials for erection-assembling jobs carried out abroad.

DOMESTIC TRADE MINISTRY

MERCUR

BUCHAREST—ROMANIA; 118, Calea Victoriei; Telephone: 15 66 00
Telex: 011—366; 83726

● exchange of consumer goods with similar foreign organizations and firms, exchange of goods of the cooperative units with similar foreign organizations

● exchange of commercial equipment and furniture ○ imports of goods on consignment to supply the domestic market stores ○ imports of foods
● imports of cosmetics, metal haberdashery, buttons, costume jewelry, enamelled dishes, household glassware, chinaware, pottery, crystals, cutlery, watches, petromax lamps and brackets, ironmongery, hunting arms, sports arms, precious stones, ropes of beads, statuettes, Christmas tree decoration ● record players and spare parts, sports and beach articles, toys, smokers' outfits, school and office stationery, musical articles, razor blades ● organization of sales of motor car spare parts, motor cars and other long-use goods, home-built, imported or imported on consignment and paid for in foreign currency; shipping abroad of goods purchased by tourists; export of foodstuffs, craftware, guides and propaganda materials marketable in Romanian restaurants opened abroad, at congresses, gastronomic gatherings, exhibitions, stands, etc. ○ import of amusement equipment, spare parts and similar products marketable in restaurants.

THE MINISTRY OF FOREIGN TRADE AND INTERNATIONAL ECONOMIC COOPERATION

AGROEXPORT

BUCHAREST—ROMANIA; 2, Ion Ghica St.; Telephone: 13 71 72
Telex: 011—142

EXPORTS:

● grain; oleaginous seeds; leguminous and technical plants; flour ○ grain and fodder exchanges.

IMPORTS:

● grain, oleaginous seeds, leguminous and technical plants, flour ○ grain and fodder exchanges.

TERRA

BUCHAREST—ROMANIA; 12, Republicii Blvd.; Telephone: 15 30 43
Telex: 011—571; POB: 86

● imports and exports of any kind of commodities, commercial and financial compensation operations, switch, foreign trade operations ○ carrying out of orders placed by public organizations ○ joint companies, conclusion of contracts with physical persons, services provided with payment in foreign currency ● sale of customs clearance tickets.

ROMCONSULT

BUCHAREST—ROMANIA; 25, Armenească St.; Telephone: 12 89 40;
12 15 14; Telex: 011—650; POB: 757

● contract-based consulting for domestic and foreign users: surveys, technical assistance, service for the achievement of economic objectives (pre-investment stage), development of nation-wide or regional branches; other consulting; engineering, activities not implying delivery of home-made equipment ● export of licences, invention patents, know-how, not implying delivery of home-made equipment.

I L E X I M

BUCHAREST—ROMANIA; 3,13 Decembrie St.; Telephone: 15 76 72
Telex: 011—226
AGENCY AT RĂDĂUȚI

EXPORTS:

● household utensils, craftware, ready-mades, textiles, furniture and wooden articles, basketwork, foodstuffs, various industrial and household chemicals, extraction and building materials, ceramics, rubber and plastic products, musical instruments, sports and camping articles, metallic goods and other products turned out by local industry units; exchange of goods and foreign trade operations

● books and objects of art ● “lohn” operations (printed matter, records, tapes) ● postage stamps and philatelic equipment ● dailies and periodicals.

IMPORTS:

● books and objects of art ● records and recorded tapes ● postage stamps and philatelic equipment ● dailies and periodicals.

M I N E R A L I M P O R T E X P O R T

BUCHAREST—ROMANIA; 3, Colanadelor St.; Telephone: 14 18 14;
Telex: 011—339; POB: 92

EXPORTS:

● carbon materials and carbon waste, carbon blocks, graphite electrodes, electrode paste, pyrites.

IMPORTS:

● iron ore, manganese ore, coke, coking coal, calcined petroleum coke, refractory bricks, anthracite, cathodic and anodic carbon blocks, calcium and aluminium fluoride, refractory clays, electrocorundum, abrasive materials, bauxite, calcined aluminium oxide, potassium and fluorine salts, pyrites ● graphite electrodes, all kind of graphite products (brushes for electric motors excluded), bituminous coal tar, cryolite, putties ● other materials for the metal working industry which are not imported by other foreign trade companies.

T E H N O I M P O R T E X P O R T

BUCHAREST—ROMANIA; 5, Doamnei St.; Telephone: 16 45 70
Telex: 011—254; POB: 24

EXPORTS:

● laboratory equipment, medical apparatus, atomic physics apparatus ● oxyacetylene welding equipment ● airplanes, helicopters, gliders, aviation equipment and materials, spare parts ● bicycles, motorcycles, motor-cycles components and spare parts ● assembling parts and elements, bear-

ing balls and rollers, bushings ⊕ optical-mechanical apparatus ⊕ teaching aid apparatus and materials ⊕ film production equipment and materials ⊕ films and recorded tapes not designed for cinematography, tv and radio.

IMPORTS:

● laboratory equipment, medical apparatus and equipment, atomic physics apparatus ● airplanes, helicopters, gliders, aviation equipment, bicycles, motorcycles, components and spare parts ○ pressure-measuring apparatus and instruments ⊕ geophysical apparatus ○ bearing balls and rollers ⊕ optical, technical and laboratory glass ⊕ fault detectors and gas analysis devices ● photo cameras and materials for film production, radio and tv. ⊕ duplication equipment ⊕ technical clocks ⊕ medical and industrial Roentgen apparatus (accessories and components used in the manufacture of Roentgen apparatus included) ⊕ industrial and laboratory apparatus and equipment used in physical-mechanical tests ⊕ optical-mechanical and photogrammetrical apparatus ⊕ laboratory furnaces ⊕ laboratory pumps ● printing materials and equipment ⊕ records and recording tapes ⊕ films and recorded tapes not designed for cinematography and radio-tv ⊕ all types of measurement and gauging apparatus (non-unified system apparatus included)—apparatus for measurement of methane gas concentration in mines, spectral analysis apparatus and apparatus for determination of hydrogen, nitrogen, oxygen and other elements in steel excluded ⊕ products, equipment, apparatus and materials for scientific research units including hiring of aforesaid ● manufacture lines, assembling parts and elements ● cooperation ventures in the field of aeronautics and imports of equipment for aforesaid (if not included in the operations of other specialist foreign trade companies) ● airport equipment and air navigation protection and control installations ● noxious gas and dust protection equipment, diving equipment ● machines and equipment for production of lenses ⊕ vibration recording and compensating machines and apparatus.



ROMTRANS

BUCHAREST—ROMANIA; 196, Calea Rahovei; Telephone: 14 61 05; 23 80 60; Telex: 011—346; 011—349

● International transport and forwarding (railway, road and air traffic) and allied foreign trade operations.



NAVLOMAR

BUCHAREST—ROMANIA; 196 Calea Rahovei; Telephone: 23 96 00; 31 79 72; Telex: 011—146; 011—390; 011—493; 011—546; POB: 1302

● chartering, shipping agency, ship Chandler services ⊕ sale of goods and services payable in currency for foreign ships in Romanian ports.

INDUSTRIAL CONSTRUCTIONS MINISTRY

ARCOM

**ROMANIAN CONSTRUCTION-MOUNTING ENTERPRISE
BUCHAREST—ROMANIA; 91—93, Calea Victoriei
Telephone: 14 98 33; Telex: 011—490**

EXPORTS:

construction-mounting works and installations carried out abroad ● surveys, projects and engineering services provided abroad ○ equipment,

outfits, prefabs, technological installations, materials, devices etc. turned out by the industrial construction units.

IMPORTS:

- projects, licences, technical assistance in the field of constructions
- products required by building-sites abroad
- tools, devices, machinery for building jobs, installations, special installations and insulations (which are not included in the objects of other specialist foreign trade companies,
- concrete and mortar pumps, concrete and mortar autopumps and accessories
- concrete vibrators (pervibration plants, concrete shuttering vibrators, surface vibrators
- special installations for strong foundations (drilling, polecasting and thrusting, watertight walls casting)
- sliding shuttering installations, hydraulic lifting devices for continuous pouring of concrete, machines and equipment for concrete shuttering cleaning
- reinforcing steel forming and straightening devices (grid and reinforcing steel cutting and forming)
- finishing machines used in construction (wall, ceiling, mosaic, pedestal, steps, polishing devices)
- floor joints cutting machines
- refractory materials (bricks included), processing machines (cutting, moulding, mortar dressing machines, cement guns)
- cement and silicon intrusion plants and equipment
- portable concrete and brick boring machines (percussion machines included)
- portable wall-dowel thrusting machines and wall dowels
- acicular filter plants
- foundation poles, watertight walls installations etc.

THE CENTRAL UNION OF HANDICRAFT COOPERATIVES — UCECOM

ICECOOP

**BUCHAREST—ROMANIA; 12, Marin Serghiescu St.
Telephone: 12 10 69; Telex: 011—460; 011—469**

EXPORTS:

- products turned out by handicraft cooperative units: furniture, wooden articles; metal and chemical articles; handicraft textiles and fabrics, basket-work, handicrafts, silverware, ceramics, ready-mades, knitwear, footwear, leather garments, fur jackets, morocco ware (lohn operations included)
- products turned out by consumption cooperation (handicraft textiles and fabrics, leather garments, basket work, wooden, metal and glass articles; lohn operations included)
- oriental- and folk type handwoven carpets, lohn operations included
- services against payment in convertible currency within the framework of the handicraft cooperation
- exchanges of goods with similar foreign organizations and firms.

IMPORTS:

- products designed to meet the needs of handicraft cooperatives (UCECOM) which are not traded by other foreign trade companies.

THE CENTRAL UNION OF CONSUMPTION COOPERATION — CENTROCOOP

EXIMCOOP

Export—Import Board

**BUCHAREST—ROMANIA; 28—30, Mendeleev St.
Telephone: 15 38 40; Telex: 011—591; 011—592**

EXPORTS:

- edible egg paste, egg powder, industrial egg paste, feathers, human hair, snails, frogs, frog legs, pigeons, rabbits, bees' honey and wax, medicinal

herbs, aromatic seeds (coriander, fennel, cumih, poppy, hiprose, linseed, mustard), essential oils, sorghum seeds, pumpkin seeds.

IMPORTS:

- products designed to meet the needs of consumption cooperatives (Centrocoop) which are not covered by other foreign trade companies.

**THE COUNCIL FOR SOCIALIST EDUCATION
AND CULTURE**

ROMÂNIAFILM

**BUCHAREST—ROMANIA; 25, Iulius Fucik St.; Telephone: 11 13 08
Telex: 011—144**

EXPORTS:

- films and tapes for cinematography.

IMPORTS:

- films and tapes for cinematography; tv films.

ROMANIAN RADIO AND TELEVISION

ROMANIAN RADIO AND TELEVISION

Export and Import Board

**BUCHAREST—ROMANIA; 60—62, Nufurilor St.; Telephone: 162080
Telex: 011—251; 011—252; POB: 111**

EXPORTS:

- tv films and tapes

IMPORTS:

- tv films and tapes ● exchange of tv films.

CHAPTER III

SERVICE-RENDERING ECONOMIC UNITS AND BOARDS AND THEIR ACTIVITIES

INTERNATIONAL FAIRS AND EXHIBITIONS STAGED IN ROMANIA

Bucharest, the capital of Romania has been playing host to important international economic events, among which the most significant is the Bucharest International Fair staged every two years. Located within a 200 ha expanse, encompassing Bucharest parks and lakes, the 80,000 sq. m. display area has been continuously widened, new buildings and facilities being added to it.

The Bucharest International Fair is concerned mainly with the basic branches of electromechanical engineering.

The 1974 display of the Bucharest International Fair gathered numerous firms from Europe, Africa, Asia and America. The next display is to take place in autumn 1976.

Between the displays of the Bucharest International Fair, international exhibitions showing consumer goods, equipment and machinery for different branches of the national economy are being organized.

The Fairs and Exhibitions Company secures, at request, the organization of general or specialist exhibitions, practical demonstrations, technical conferences and press conferences.

Services provided:

- Designs and execution of lay out, erection and mounting jobs (power plants, telephone connections, sound installations, water supply, sewerage, compressed air, etc);
- furniture and other products to hire
- deliveries of building materials and different facilities
- personnel (translators, guides, stand assistants, guards, skilled and unskilled workers etc.)
- releases of publicity, documentary and tourism films.

The Company stages Romanian exhibitions abroad.

For further information apply to:
THE FAIRS AND EXHIBITIONS COMPANY; 1, Piața Scintei
Telephone: 18.31.83; Telex: 011-108; Cables: INTERFAIR
BUCHAREST-ROMANIA

PUBLICOM

Foreign Trade Publicity Agency

22, N. Bălcescu Blvd.; Telephone: 14.75.35; Telex: 011-374
Cables: PUBLICOM; BUCHAREST-ROMANIA

Market information and advertising of goods is carried out in Romania by PUBLICOM, Foreign Trade Publicity Agency.

PUBLICOM provides the following services:

- publicity in Romanian dailies and periodicals, the specialist and foreign trade press included
- advertising over the radio and television services
- press conferences
- technical conferences with releases of films and projection of slides
- staging of specialized and branch exhibitions with preliminary studies of offers and selection of end-users (invitation to conferences and exhibitions of the people concerned); providing interpreters and demonstrators, etc.
- bill posting in the streets and on the roads, in health and holiday resorts, in stadiums and transport vehicles, illuminated signs
- translations from and into Romanian, duplication of texts, printed matter
- other specific advertising media.



O. C. M.

The Goods Control Office

22, N. Bălcescu Blvd.; Telephone: 13.06.79; Telex: 011374-
CAMROM; Cables: OCEME; BUCHAREST-ROMANIA

- carries out quantity and quality control in loading, unloading, storing etc. of export, import and transit goods
- carries out at the customer's request: quality control piece by piece or at random; quantity, dimensional and specification control, total or at random; control of perishables; sampling, laboratory analyses, control of means of transport
- grants assistance in sorting out, taring, equalizing as also in the loading unto and stowing in wagons or in storehouses
- renders special services: tally, measuring, checking of stowing on ships, control of the cleanness of vessels effected in the ports of Constantza (Black Sea), Galatz and Brăila (Danube).

Inspection certificates are issued for all controls carried out.

The inspection certificates issued by OCM stand guarantee for the quality and quantity of the goods delivered under CIF and FOB conditions, offering possibility of recovering possible damages.

ROMINVENT

The Patents and Trade-Marks Office

22, N. Bălcescu Blvd.; Telephone: 15.47.07; Telex: 011-374
Cables: ROMINVENT; BUCHAREST-ROMANIA

In its capacity of assignee of the holders of industrial property rights, Rominvent provides the following services:

- specialist juridical and technical advice in the field of industrial property
- patenting of inventions, registration of trade-marks and service names, maintaining them in effect throughout their legal validity with observance of amendments regarding cessions, licences, mergers, etc.
- investigation of technical and legal anteriority in the domain.