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**Information for Canadian Businessmen**

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**POLAND**

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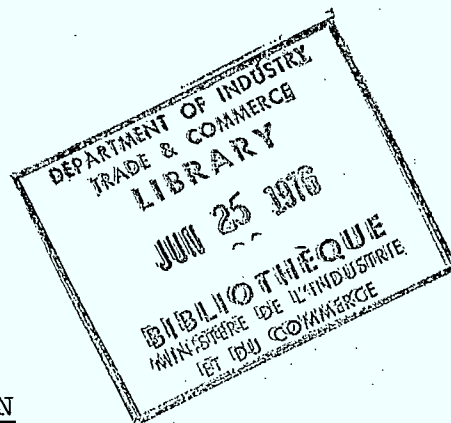
**May, 1975**



**Industry, Trade  
and Commerce**

**Industrie  
et Commerce**

POLAND



INFORMATION FOR CANADIAN BUSINESSMEN

Prepared by: *Canada Embassy (Poland)*  
Commercial Division  
Canadian Embassy  
Matejki 1/5  
Strodmiescie  
Warsaw, Poland.

Eastern Europe Division  
European Bureau  
Industry Trade and Commerce

Note: Extensive use was made  
in Sections A, B, C and D  
of this booklet of material  
contained in the U.K.  
Department of Trade and  
Industry's publication Hints  
to Businessmen - Poland.

POLISH PEOPLE'S REPUBLIC

Canadian businessmen contemplating approaching Foreign Trade Enterprises or visiting Poland, are invited to contact the Trade Commission at the address below for guidance:

Commercial Secretary  
Canadian Embassy  
Matejki 1/5  
Srodmiescie  
Warszaw, Poland.

Telephone: 29-80-51  
Telex: 813424 Cana pl  
Cables: Domcan Warszawa

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## POLAND

### A. GENERAL INFORMATION

#### Brief History

Modern Poland was reconstituted at the end of World War I and formally declared its independence in November, 1918. In 1939, the territory was broken up and again reconstituted in 1945 under a Provisional Government of National Unity.

The present government, which has its seat in Warsaw, is controlled by the Polish Communist Party, the PZPR (Polska Zjednoczona Partia Robotnicza - Polish United Worker's Party). Its structure, similar to that of the USSR, is based on a Constitution promulgated on July 22, 1952. The Sejm, or parliament, is composed of 460 members and is declared to be the supreme organ of state authority. It elects a 15-member Council of State which exercises certain legislative and executive functions. It also elects a Council of Ministers (Cabinet) which performs the principal executive functions and corresponds to "the government" as it is understood in Canada.

The policy direction of the Polish government, is furnished by the Politburo of the PZPR, headed by Edward Gierek, First Secretary of the PZPR and a member of the Council of State.

#### Area and Geographical Features

Poland has an area of about 120,725 square miles. It consists chiefly of lowlands, the land rising gradually from north to south - from the Baltic Sea towards the Tatra mountains. The highest mountain peak is Rysy - 8,200 feet above sea-level. Poland has common frontiers with the USSR, Czechoslovakia and the GDR. About one-fifth of the country is under forest.

#### Population

The present population of Poland is over 33 million, of which 55% is urbanized. The majority of the population is Roman Catholic, with small Orthodox, Protestant and Jewish Communities.



### Principal Cities and Towns

Poland is divided into 17 provinces (voivodships), 390 counties (powiats) and 2,365 rural communities (gmina) which contain about 40,000 villages.

Warsaw, population 1,356,000 is the capital and an important centre for light industry.

Other towns of importance are:

Lodz (774,000) - textile centre.

Krakow (610,000) - scientific industry, railways and steel.

Wroclaw (541,000) - engineering, railways and electrical industries.

Poznan (486,000) - engineering and railways.

Gdansk (378,000) - shipbuilding industry.

Szczecin (350,000) - shipbuilding industry.

Katowice (309,000) - heavy industrial centre: coal, steel and chemicals.

Bydgoszcz (291,000) - light engineering.

### Ports

Poland has 3 large commercial ports on the Baltic:- Gdansk, Gdynia and Szczecin. The ports of Gdansk and Gdynia are situated in the Gulf of Gdansk and are sheltered by the Hel peninsula. The port of Szczecin is located in the delta of the Odra river at a distance of about 65 km from the sea. Each of these ports have up-to-date hoisting equipment, general and special cargo warehouses, refrigerator plants, grain elevators and deepwater docks and quays ensuring efficient servicing of ocean-going and coastal vessels.

### Climate

Poland has a temperate climate with hot summers and cold winters. The Baltic region has an average temperature of  $-1^{\circ}\text{C}$  ( $30^{\circ}\text{F}$ ) in January,  $18^{\circ}\text{C}$  ( $64^{\circ}\text{F}$ ) in July, and a mean annual rainfall of 23.6 inches. The lake district in the

North East has an average January temperature of  $-4^{\circ}$  to  $-2^{\circ}\text{C}$  ( $25-28^{\circ}\text{F}$ ), July temperatures of  $16-18^{\circ}\text{C}$  ( $61-64^{\circ}\text{F}$ ) and a mean annual rainfall of over 23.6 inches. The region of valleys, extending from the Baltic lake district to the Carpathian and Sudeten Mountains, has a somewhat harsher winter in the eastern part than in the west. The Sudeten, Carpathian and Tatra Mountains have a colder and longer winter, a relatively short summer and a comparatively high annual rainfall of over 59 inches.

### Clothing

Canadian winter clothing is essential for any lengthy stay during the months of December, January, February and March. From mid-June to the end of August it is often hot and quite humid and lightweight clothing is recommended.

### Language

Polish is, of course, the official language; German and Russian are widely understood. English and, to a lesser extent, French are understood by many business and professional people. Business with the State trading organisations can usually be conducted in English.

### Weights and Measures

The metric system is used and should be adopted in quoting for business.

### Electricity Supply

Domestic 220 volts AC.

Industrial 380 volts AC.

Screw type light fittings and 2-pin plugs and sockets are in general use.

### Social Customs

The main Polish meal of the day is obiad, consumed at about 15.00 hours or later, and Polish Foreign Trade Enterprises and State organisations do not close for lunch in the middle of the day as is the custom in most European countries. Canadian business visitors are therefore warned that there is a possibility they may work from 08.30 to 16.00 hours without a break for a meal.

### Official Public Holidays

New Year	1 January
Easter Monday	31 March 1975
Labour Day	1 May
Corpus Christi	29 May 1975
National Day	22 July
All Saints	1 November
1st Day of Christmas	25 December
2nd Day of Christmas	26 December

### Holidays observed by the Canadian Embassy:

New Year	1 January
Good Friday	28 March 1975
Easter Monday	31 March 1975
May Day	1 May
Canada Day	1 July
P.R.L.	22 July
Civil Holiday	4 August
Labour Day	1 September
Thanksgiving	13 October 1975
All Saints	1 November
Christmas	25 December
Boxing Day	26 December

### Hours of Business

As noted, Ministries and other Central Government offices including Foreign Trade Enterprises usually conduct business between 08.00 to 15.00 or 09.00 to 16.00.

Banks:	09.00 to 13.00
Factories:	06.00 or 07.00 to 14.00 or 15.00
Post Offices:	usually 08.00 to 18.00 or 20.00
Shops: Food stores	06.00 or 07.00 to 18.00 or 19.00; Sunday 07.00 to 13.00
Others	usually 11.00 to 19.00

Canadian Embassy: 08.30 to 17.00. In emergencies during off-hours, the duty officer may be reached through the Canadian security guard at the Embassy.

### Interpreter and Translation Services

Interpreters are seldom necessary but if required can be obtained through the Polish Travel Office ORBIS. Technical interpreters for seminar and technical presentations can also be obtained through NOT (the Chief Technical Organisation), Czackiego 3/5 Warsaw, telephone: 26-74-61.

## B. TRAVEL

### Passports and Visas

A valid passport and a visa are required for entry into Poland. Prospective visitors should note that visas are not issued at the point of entry into Poland. Visa application forms are readily available from the Polish Consulate (see Appendix C) or from appointed travel agents. Normally it requires at least 14 days notice to obtain a visa, but this time may be shortened if the applicant has first obtained the support of a State trading organisation.

A Polish transit tourist visa entitles the traveller to stop in Poland for 72 hours only. The special visa for the Poznan International Fair is not valid for travel elsewhere in Poland.

Businessmen should ensure that the validity of their passport extends for at least 3 months from the date upon which application for their visa is made. Visitors whose passports are due to expire within 3 months of their departure from Canada are advised to obtain new passports.

A visitor staying in Poland more than 30 days must register at the Foreign Visitors' Registration Office (Biuro Rejestracji Cudzoziemcow) in Warsaw or the nearest Voivodship or District (Powiat) Militia Station. Normal civil registration is usually arranged by hotels. If a passport is lost, this should be reported to the Polish Police and to the Canadian Embassy immediately.

### Health Regulations

While no special health precautions are necessary, prospective visitors from Canada may be required to produce valid certificates of vaccination against infectious diseases.

### Currency

The unit of currency is the zloty, made up of 100 groszy. Notes are of 20, 50, 100, 500 and 1,000 zloty and 5, 10, 20 and 50 groszy.

There are numerous rates of exchange, including a tourist rate which is given at all official exchange stations in transportation centres, hotels, banks, etc.

### Currency Regulations

Any amount of foreign (hard) currency may be taken into Poland provided the Customs and Currency Declaration (see Customs formalities) is completed. The amount taken out must not exceed that declared on entry.

Foreign currency may be exchanged into Polish zlotys at the official exchange desks of the Polish Travel Office ORBIS (there are about 80 exchange desks in ORBIS hotels and branch offices), or the Polish National Bank.

Prospective visitors should note, in particular, that the import and export of Polish currency is prohibited and that it is a serious offence to exchange foreign currency for zlotys with private citizens.

A receipt is given at official exchange offices for each exchange transaction. This should be carefully retained for future reference. A business man is required to change into zlotys a minimum of US\$7 for every day spent in Poland. If hotel and/or travel expenses in Poland have not been paid in advance in Canada, and these receipts in the form of exchange orders and/or vouchers are not available to show the immigration officials at Warsaw airport, foreign currency in travellers cheques to the value of US\$7 for every day to be spent in Poland are usually required to be exchanged before immigration procedures are started. When such advance payments have not been made, it is usual for the visa to be endorsed by the issuing authorities with the words "obligatory money exchange has not been done".

To avoid having to wait in a queue at the money changing counter on arrival in Warsaw, visitors are advised to pay for their hotel accommodation in advance and present the vouchers to the visa issuing authorities so the visa can be appropriately endorsed.

Visitors exchanging hard currency for zlotys receive a 60% cash bonus. The bonus is received whenever and whatever the amount changed (replacing a previous system of issuing ORBIS coupons).

As previously noted, Polish currency may not be taken out of the country and visitors have the following alternative methods of disposing of any zlotys which they still have in their possession prior to departure:

- a. Re-exchanging into foreign currency, provided that the original exchange receipts have been retained and provided that the sum to be exchanged does not exceed the original amount less the equivalent of US\$7 for every day spent in Poland.
- b. Depositing with the Customs authorities in return for a deposit receipt which can be encashed within 12 months at any point of entry to Poland, or at the Customs Office in the Post Office in Warsaw, ul. Chmielna 75, by:
  - (i) the original depositor when he re-visits Poland;
  - (ii) a Polish national authorised by the depositor to collect the money. In the case of a large amount, the signature on the authority should be certified by an official organisation;
  - (iii) a foreigner similarly authorised by the depositor. In this case the collector must apply for the money on a form approved by the Narodowy Bank Polski and present the deposit receipt with the depositor's authority to collect.
- c. In the case of currency received in exchange for vouchers and exchange orders, ORBIS cashiers will issue a certificate enabling the visitor to obtain a refund from the travel agency which issued the voucher or exchange order, provided the visitor can show that his stay has been cut shorter than intended.

Visitors are advised to make sure of the latest currency regulations when changing money.

#### Customs Formalities

Before departure for Poland the Polish Embassy or Consular Office will provide the visitor with a Customs and Currency Declaration. This should be completed in type or



legible handwriting before crossing the Polish frontier and should show the amount of currency and other currency values (such as travellers' cheques) as well as articles being taken into Poland. Articles for personal use, including up to 1 litre of spirits, up to 2 litres of wine, 250 cigarettes or 50 cigars or 250 grammes of tobacco, need not be listed in the Declaration. Articles such as a typewriter, calculator or tape recorder, should be listed in the Declaration.

When crossing the frontier the visitor is required to present the completed Customs and Currency Declaration to the Customs Officials without being summoned to do so.

The visitor should inform the Customs Officer which articles in his possession are intended to be taken away from Poland on his departure; these are then submitted to a Conditional Customs Clearance which entitles the visitor to take them out.

If the Declaration form is lost the visitor forfeits the right to take out the currency and articles.

In the event of objections raised by the visitor as to the manner in which the Customs Clearance has been carried out, he should make a note of the service number of the Customs Officer involved and apply immediately to the Senior Customs Officer in charge or to the Supervising Customs Officer.

Before leaving Poland all objects and articles purchased or received in Poland as gifts should be entered on the Declaration.

Visitors are allowed to take away from Poland, free of Customs duties, goods to a market value not exceeding 1,000 zlotys, goods, without limit, bought in Poland for foreign currency in shops entitled to carry out such transactions, and goods which have been submitted to a Conditional Customs Clearance on arrival in Poland. The value of the first category of goods, those subject to the 1,000 zlotys limit, should be proved by the visitor by reliable invoices or certificates issued by experts. In any case where these invoices or certificates are not produced, the value of goods is assessed by the Customs Office.

For goods bought with foreign currency, exemption from duties is made on presentation of an invoice, issued by the shop, with the name of the visitor mentioned on the invoice.

The exemption of exported goods from Customs duties does not apply to: food articles, alcoholic beverages, raw silver, stamp-collections, music sheet and books imported from abroad, as well as to all kinds of books edited prior to 1945.

The export of all objects representing an artistic, historical or cultural value is restricted by special regulations of the Ministry of Arts and Culture of the Polish People's Republic.

#### Unaccompanied Luggage

Forwarded luggage may be exempted from payment of Customs duties, provided that it contains only articles for personal use. It must be reported to the Customs Officer by noting the numbers of the luggage-tickets in the Customs and Currency Declaration; the articles need not be mentioned.

In order to collect the luggage from the Customs Office the visitor has to submit the Declaration certified by the Customs Office at the frontier. Concessions for goods transported in luggage forwarded separately may be cancelled if it has not been previously reported at the frontier.

#### Placing of Articles in Deposit

The Customs Office accepts articles in deposit if the visitor does not pay the Customs duties or if the import or export of the articles is prohibited.

A receipt is issued by the Customs Office and the deposited articles are kept by the Customs Office for up to 3 months, counting from the day of receipt.

Collection of articles or payments of Customs duties for deposited articles may be done by the bearer of the receipt or through C. Hartwig SA (International Forwarding Agents).

Deposited articles which are not withdrawn during the period specified on the receipt are offered for sale. The amount obtained from the auction, after deduction of costs and eventual Customs duties, is kept in deposit in the Customs Office for the visitor. This may be cashed by him at his next arrival in Poland, or he may authorise a person living in Poland to cash this amount, during a period of 3 years from the day the goods have been sold.

Money obtained from the selling of confiscated goods is not returned.



### Income Tax Clearance

There are no income tax regulations affecting business visitors.

### Travel To and Within Poland

There are regular direct air services from nearly all Western European capitals to Okecie Airport which is about 4 miles from the Warsaw Air Terminal at ul. Warynskiego 9. There is an airport tax of zl. 40 to be paid on departure.

### Road

Visitors entering Poland by private car require an International Driving Licence and International Insurance Certificate (Green card).

North German Route - by Prins ferry from Harwich to Hamburg (or Bremerhaven) then by autobahn via Hanover, Frankfurt/Oder, Helmstedt/Slubice, Poznan and Warsaw.

### Air

There are internal air services between Warsaw, Gdansk, Krakow, Poznan, Wroclaw, Szczecin, Rzeszow, Katowice, Koszalin and Bydgoszcz.

Schedules and particulars of flights on Polish and Polish and foreign routes are available at the Warsaw Office of the Polish Airlines LOT, ul. Warynskiego 9, open from 07.00 to 18.00 hours; telephone: 21-70-21; cables: Respollot, telex: 814327 and 814328. Airport telephone number is 46-96-70.

### Rail

The main towns are connected by rail services operated by the Polish State Railway (PKP).

### Taxi

Taxis are readily obtainable at stands but difficult to reserve by telephone.

### Car-hire

Services are available in the main towns through the ORBIS offices with or without a driver.

The rate of hiring a Polski Fiat self-drive car is US\$0.08 per kilometre for 1500 cc.

The rate for hiring a chauffeur-driven car is US\$10.00 for 8 hours, plus US\$0.14 per kilometre, and US\$2.00 for each additional hour.

### C. HOTELS, RESTAURANTS AND TIPPING

#### Hotels

Hotel accommodation in Warsaw (and many other towns too) is scarce and there are frequently occasions when neither hotel rooms nor private accommodation are available. Visitors should therefore book well in advance - 6 weeks notice is often necessary to secure the type of accommodation required. In times of urgent need, the airline or one of the very large travel agents (who have blocks of rooms reserved in hotels) may be able to help.

The following is a list of hotels in Warsaw and latest known charges:

Locality	Hotel and Address	Category	No. of rooms
00-511	Forum - Intercontinental ul. Nowogrodzka 22/24 tel. 2109 telex: 814704	Lux	750
00-071	Orbis - Europejski Hotel Krakowskie Przedmiescie 13 Tel.: 265051 telex: 813615 =HEWA=	Lux	279
00-522	Orbis - Grand Hotel ul. Krucza 28 tel.: 294051 telex: 813422 =GRANDHOTEL=	I	429
00-325	Orbis - Bristol Krakowskie Przedmiescie 42/44 tel: 263241 telex: 813587 =HBWA=	I	262
00-030	Dom Chlopa Pl. Powstancow Warszawy 2 tel.: 279251 telex: 813686 =DOMCHLOPA=	I	417

Locality	Hotel and Address	Category	No. of rooms
00-39	Warszawa Pl. Powstancow Warszawy 9 Tel.: 269421 Telex: 814456 =HOTELWARSZAWA=	I	249
00-693	Metropol ul. Marszalkowska 99a Tel.: 294001 Telex: 813627	I	192
00-647	M D M Pl. Konstytucji 1 Tel.: 216211 Telex: 814871	I	191
00-441	Orbis - Solec ul. Zagorna 1 Tel.: 259241 Telex: 814676	I	149

Category	Accommodation	US \$	zloty
Lux	Single	22.00	730
	double	20-40.00	680-1330
	suite (or double twin)	40.00	1330
I	Single	16.00	498-520
	double	21-22.00	697-730
	suite		1000-1500

All prices are approximate and may vary slightly according to different hotels. No meals are included in the room price except for Hotel Europejski (bed and breakfast). There are no off-season prices in Warsaw Hotels. A registration fee is added to the bill. The following credit cards are generally accepted for all services rendered by all Orbis Hotels:

Carte Blanche  
American Express  
Bank of America  
Diner's Club

## Restaurants In Warsaw

Prices of meals are moderate to expensive, but visitors should note that imported drinks are very expensive.

- Hotel Forum - Intercontinental - Restaurant, cafe, dancing, banqueting hall, cocktail bar.
- Europejski Hotel - Restaurant, cafe, dancing, cocktail bar, night club.
- Grand Hotel - Restaurant, cafe, dancing, cocktail bar, open all night.
- Bristol Hotel - Restaurant, cafe, cocktail bar, dancing till 05.00 hours.
- Kongresowa - Palace of Culture. Restaurant, night club, open from 20.00 hrs.
- Krokodyl - Rynek Starego Miasta. Restaurant, open from 20.00 to 04.00 hours. cafe from 09.00 to 23.00 hours. Floorshow.
- Kameralna - Foksal 16. Restaurant open from 13.00 to 04.00 hours. Dancing, cocktail bar, cafe.
- Pod Kandelabrami - Pl. Konstytucji 6. Restaurant open from 13.00 to 04.00 hours. Dancing, cafe.
- Stolica - Pl. Powstancow Warszawy 3/5. Restaurant open from 13.00 to 04.00 hours, dancing.

Note: Tickets received on payment of entrance fee to night clubs, etc., are used in payment for food and drinks.

The following restaurants specialize in foreign cuisine:

Amigo,	Kredytowa 6	Jewish
Samson,	Freta 3	Jewish
Budapest,	Marszalkowska 21	Hungarian
Szanghaj,	Marszalkowska 53/57	Chinese
Trojka,	Palace of Culture	Russian

### Tipping

Hotels: Although there is no service charge added to the bill, it is usual to tip the chambermaid and the porter, depending on the length of the stay, and the amount of baggage.

Restaurants: No service charge is added to the bill; a tip of 10% of the bill can be given.

Taxi-drivers: 10% of the fare.

Station porters: There is usually a standard charge of about 10 zlotys depending on the number of pieces of baggage.

Cloakroom attendants: A charge of 1-2 zlotys is sometimes made, but if not, a small tip should be given.

### D. COMMUNICATION FACILITIES

#### Post

The time taken for surface and air mail to reach Poland can vary between six to ten days, depending on weather conditions, etc. It is, therefore, advisable to despatch mail as early as possible when time limits are involved.

Present rates to Canada are:

	<u>zloty</u>
Postcards (air) .....	3.90
Letters, surface, up to 5 gms.....	4.00
Letters, air, up to 5 gms.....	5.20
every additional 5 gms.(approx) .....	1.20
Express .....	8.00
Registration fee .....	4.00
Parcels, surface, every 1000 gms.....	41.00
Parcels, air, every 500 gms.....	66.00

Stamps can be obtained at all post offices and street kiosks.

### Telegram

The normal rate for telegrams to Canada is z1.20.40 per word. Urgent telegrams cost z1.40.80 per word. Letter telegrams cost z1.10.20 per word with a minimum of 22 words.

### Telex

The foreign trade enterprises and the main ORBIS hotels have telex facilities. A telex service is available 24 hours a day, including holidays, at the special post office:

URZAD POCZTOWY  
ul. Nowogrodzka 45

The charge for telexes to Canada is 144 zl per minute, but the minimum charge is for 3 minutes.

### Telegram and Telex Credit Facilities

Business men visiting Poland may make arrangements enabling them to send telegrams to most destinations and for the cost to be charged to their company in Canada. Business men may also send telex calls from public booths to the telex number of the firm who is responsible for payment of the charges. The charges payable, except in isolated instances, are the dollars (Canadian) equivalent of those normally paid in the country of origin plus any special charges levied by the Telegraph Administration concerned.

### Telephone

Local telephone calls cost zl.1.00. There are cheap rates on long distance calls between 17.00 and 07.00 hours.

Long distance calls (for 3 minutes):

	06.00 - 16.00 hrs.	16.00 - 06.00 hrs.
	zl.	zl.
Up to 25 kms.	3.00	3.00
From 26 - 100 kms.	9.00	4.50
Above 100 kms.	18.00	9.00

Express calls cost 5 times as much.

The cost of a call to Canada is 576 zl. for 3 minutes plus 240 zl. foreach additional minute (weekdays between 07.00 and 23.00 hrs.)

### Telephone Credit Facilities

Business men may make arrangements whereby the cost of telephone calls to Canada made by them in Poland may be charged to their company in Canada.

### Photocopying

Four Rank Xerox machines able to make copies from a wide variety of originals are available for use at:

Spoldzielnia Pracy "Zespol"  
Warszawa  
ul. Ogrodowa 31/35 (rog ul. Zelaznej)  
Tel.: 203144

(Cooperative "Zespol", Warsaw, Ogrodowa Street,  
corner Zelazna Street).

The copying service is available from 08.30 to 14.00 on Mondays to Fridays and 08.30 to 12.00 on Saturdays. Charges are as follows:

- Form A4 (a) for first 3 copies from the original zl. 5.90  
per copy  
(b) from 4 to 10 copies - 20.00 zl.  
(c) for each additional copy zl.2.00.
- Form A3 (i.e. one page of a newspaper)  
(a) for first 3 copies from the original zl. 8.30  
per copy.  
(b) from 4 to 10 copies - 30.00 zl.  
(c) for each additional copy zl. 4.

## E. POLISH ECONOMIC DEVELOPMENT

### Domestic Industry and Energy Development

Sales of industrial output grew by 12.7% compared with a planned increase of 11.1% in the first six months of 1974 over the corresponding period in 1973, while the sale of goods and services grew by 13.5%. The following sectors experienced a particularly high rate of growth over the same period: precision instruments (25%); non-ferrous metals (20%), electrical engineering and electronics (19%) and the metal industry (17%).

Investment expenditure in the public sector of the economy, which accounts for approximately 90% of total investment, rose by 27% in the first six months of 1974 compared with the respective period in the previous year. Shipbuilding capacity in particular is planned to be substantially increased



over the next three years. Capital investment in the Gdynia shipyard, for instance, is to be tripled though the workforce is to increase by only 20%.

At present Poland receives 85% of its oil from the Soviet Union, and the agreement providing for Soviet oil deliveries terminates in 1976. Facing a fuel bill which is bound to rise as the price of oil from the Soviet Union as well as other Comecon countries is brought into line with oil prices in the rest of the world, Poland, the world's fourth-largest producer and second-largest exporter of coal, is trying to increase its output of coal. Total production in 1974 has been estimated at 157 million tons and is scheduled to rise by 5 million tons in 1975, with planned exports totalling about 40 million tons. Despite the high level of demand, no plans are being made to raise exports about 50 million tons a year in the near future. Among the measures to counter any longer-term deterioration in the country's energy supply is a long-term Polish-Libyan agreement for economic co-operation and the exchange of science and technology. Under the terms of this arrangement, Libya will supply Poland with oil in annually increasing quantities until 1980 and also guarantee some additional supplies of oil each year outside the agreement. Another agreement, which comes into operation this year, will provide Poland with 1.5 million tons of oil from Abu Dhabi in 1975 and 3 million tons per annum in successive years.

### Agriculture

The five-year agriculture plan (1976-1980), outlined in November 1974, is designed to overcome chronic shortages of food, especially meat. There is a planned increase of 60% in agricultural investment over the period, an 18% increase in crop production, a doubling in the supply of farm machinery, a rise in the consumption of mineral fertilisers from the present level of 170 kilos per hectare to 250 kilos per hectare in 1980 and large-scale investment to develop the sugar industry. The plan does not propose any major changes in Poland's system of private farming, which accounts for 80% of arable cultivation. However, the Government is encouraging the existing trend away from the land and the growth of State farms, by lowering the minimum size of private farms which are transferable to the State, and doubling the pensions offered to private farmers who relinquish their land, as well as lowering the pensionable age.

An important boost to mechanisation should come from an agreement made in August 1974 with a Canadian-based international company to reconstruct and modernise the Polish



tractor and diesel engine industries. This will mean a change to capital-intensive production and will be based on technology used in the firm's British subsidiaries.

### Domestic Prices and Wages

The Government has made a deliberate attempt to curb rising prices, though only in certain sectors. In July 1974 it was confirmed that the price freeze on basic foodstuffs will remain until at least the end of 1975. There have, however, been significant Government-directed increases in the price of less essential goods and services such as petrol and internal air travel and some of the revenue gained from such increases has been used to finance the food subsidies. Overall, state-controlled prices rose by 6% in the first six months of 1974 above the 1970 level and free market goods and services were estimated to have risen by more than 23% in the same period.

Real wages have increased by an average of 7.7% per annum since 1971, with in particular a rise of 8.7% in the first nine months of 1974.

## F. POLISH TRADE AND INTERNATIONAL RELATIONS

### General

Poland has a centrally planned economy in which foreign trade is a state monopoly. Foreign trade transactions and business contacts with foreign firms are the responsibility of the Ministry of Foreign Trade. There are now about 45 Polish enterprises authorized to engage in foreign trade (see Appendix B for listing) of which about 25 are subordinate to other ministries and function somewhat like the export-import department of a major company, negotiating with foreign customers and suppliers according to the instructions and guidelines of their top management, i.e., the ministers and vice ministers, and the directors of the various industrial Associations.

Only authorized foreign trade enterprises can negotiate and sign contracts with foreign firms. In practical terms, this means that every import requirement of the national economy, from one-of-a-kind items through major investment projects, must be processed through a foreign trade enterprise, no matter how powerful the buyer or investor may be.

In Poland, however, access by Western businessmen to end-users, including the decision-makers and the engineers who write the technical specifications, is relatively easy compared with some other Eastern European countries. Canadian businessmen, often with the assistance of the Commercial Division of the Canadian Embassy, can usually arrange appointments and maintain contacts with Polish end-users, without repeatedly going through a foreign trade enterprise. The absence of published directories for various branches of industry makes it advisable in many cases to work through the Embassy, a Ministry or a foreign trade enterprise to make initial contacts.

### The Decision-Making Process for Imports

Purchases of turn-key plants, machinery and equipment, and other imported products are all subject to the same basic procedures. To understand these, particularly for major contracts, it is necessary to know the roles played by the industrial Association, its research and design office, its parent ministry, the foreign trade enterprise, and the Ministry of Foreign Trade.

The factory where a machine or new production line is to be installed is the "end-user". Under the Polish system, the factory belongs to an "investor", i.e., an Association (Zjednoczenie) which is an amalgamated grouping of all factories in a given line of production. Each such Association is subordinate to a ministry from which it receives its hard-currency investment "limits" for a given year. The limits are generally determined by relative priorities established by the current national Five-Year Plan, and in turn, assigned by the minister and his advisers to development and modernization projects within their ministry.

The initial technical parameters for investment projects are written in the design office (Biuro Projektow) of the Association, and this can be a good point for stimulating demand for a Canadian company's products. The proposals of the design office are then forwarded through the investment and technical directors of the Association to the ministry and eventually to the foreign trade enterprise. Upon completion of the negotiations, which can be long and complex, a director from the responsible foreign trade enterprise signs the contract for the Polish side. Large contracts may also be countersigned by a representative of the investor, who vouches for its technical aspects.

By regulation, the foreign trade enterprise must have at least three bids on a major contract. The proposals

are evaluated for their technical, commercial, and financial provisions. Poland's sole commercial bank, the Bank Handlowy, is almost always involved in the negotiations, seeking the best possible credit terms. The foreign trade enterprise is responsible for securing the commercial arrangements of import contracts, which may include "cooperation" arrangements as well as the customary warranty services, guarantees, and arbitration clauses.

Before a major contract is signed, it is reviewed by the responsible ministry and the Ministry of Foreign Trade, which may have commercial policy reasons for favoring one source of supply over another. Throughout the negotiating process it is therefore, useful to keep in touch from time to time with the ministries as well as the investors, design offices, and foreign trade enterprises, and, of course, to keep the Canadian Trade Commissioners informed at all times of new developments to enable his intervention whenever necessary or appropriate.

#### Development of Polish Foreign Trade

Poland is confident that the \$1,625 million trade deficit expected in 1974, mainly with the West (which now accounts for almost 50% of Poland's trade compared with only 35% in 1970), is well within the bounds of control. Poland has recently financed a substantial part of its industrial development with the aid of loans from the West, negotiated at favourable interest rates, while prices of Polish industrial and food exports have followed world market prices. The total debt outstanding to Western countries is estimated to amount to some \$2,700 million. However, invisible earnings, from shipping, tourism and expertise in historical reconstruction, are playing an increasing part in offsetting the visible trade deficit with the West.

In the first half of 1974 exports rose by 26.4% compared with the corresponding period in 1973, while imports rose by 42.3%. Most prominent amongst exports were sales of the electrical engineering sector: exports of machines and equipment for the building industry tripled, sales abroad of farming equipment rose by 41%, whilst those of precision tools increased by 34% and ocean-going ships by 27%. The highest increases in imports were registered in the electrical engineering, metallurgic, chemical and light industry products and fuel sectors.

Poland is also extending its trade with other countries in the West. In October 1974, Mr. Gierek paid a seven-day visit to the United States, with a view to encouraging

trade between the two countries, which is expected to have amounted to around \$730 million in 1974. The United States has recently shown increasing interest in buying Polish coal for its low sulphur content, and also in Polish mining technology. A ten-year programme of economic, scientific and technical co-operation between Poland and Sweden has been signed recently. Similarly, a ten-year agreement has been signed with Italy. India is at present Poland's most important trade partner in the third world, accounting for 20% of Poland's trade with that area.

There are, as yet, no equity joint ventures with Western firms on Polish soil. Though there is no constitutional barrier to foreign capital participation up to a limit of 49%, the authorities are carefully watching their Eastern European neighbours' experience in this field before they provide any specific inducements for the establishment of joint ventures. Joint cooperation is the key phrase with Poland purchasing licences, preferably with a buy-back clause to ensure the viability of the technology.

#### Canada's Trade with Poland

Canadian exports to Poland in 1974 totalled \$85.2 million, most of which was accounted for by Barley (\$38 million) and Durum wheat (\$23 million), traditional trade items. Canadian imports from Poland totalled \$43.9 million based largely on foodstuffs and textile goods. Neither country ranks as a major supplier to the other, although real effort is being made at government and business levels to effect an increase in quantity of trade and an upgrading in the number of goods. Tangible evidence of this thrust has been a multi-million dollar sale of forest harvesting equipment, ongoing discussions for Canadian turn-key projects in a broad range of resource sectors, and serious Polish interest in purchasing a variety of technologically advanced equipment from Canadian manufacturers. On the Polish export side, serious attention is being given to the development of Canadian markets for capital investment goods, particularly machine tools, and for more sophisticated consumer items.

The shape of Canadian exports to Poland is governed by a series of factors, primarily the Polish five-year plans which control the capital investment program for the country as a whole, thereby deliniating the projects of potential interest to Canadian businesses, and the weather whose vagaries dictate the volume of Canadian wheat and coarse grain Poland must buy. Against this background, the Polish-Canadian Joint Consultations take place annually - Poland is host in 1975 - to seek out and develop a more effective basis for increasing commercial relations.

The best prospects for better-balanced and more sophisticated Canadian exports to Poland appear where Canadian expertise can make the strongest contribution to economic sectors designated by Poland as priority growth areas. These, of course, are spelled out in the Five-Year Plan, and the new Plan for 1976-1981 is due to be published in November of this year. The Embassy is aware of a number of projects likely to be included, although is not yet in a position to provide a comprehensive list. Businessmen should write to the Canadian Trade Commissioner in Warsaw for specific information on their areas of interest.

### Foreign Trade Figures

#### A. Pattern of Polish Global Trade (1973)

##### 1. Principal Trading Partners

	<u>Imports</u>	<u>Exports</u>
	(in millions of zlotys)	(in millions of zlotys)
Total:	26,103	21,355
Increase from 1972:	33%	18%
USSR	6,363 (24.4%)	6,914 (32.4%)
FRG	3,069 (11.8%)	1,431 (6.7%)
GDR	2,412 (9.2%)	2,187 (10.2%)
CZSSR	1,985 (7.6%)	1,676 (7.8%)
UK	1,247 (4.8%)	855 (4.0%)
USA	1,045 (4.0%)	631 (3.0%)
CANADA	101 (4.0%)	113 (0.5%)

Note: On the basis of the 1973 official rate of exchange, one zloty equals approximately U.S. Dollars 0.272.

##### 2. Share by Commodity's Groups

<u>Commodities</u>	<u>Exports</u>	<u>Imports</u>
Fuel and Power	12.7%	5.7%
Metallurgical Products	7.3%	15.4%
Electrical Engineering	41.5%	44.7%
Chemical Engineering	9.6%	9.5%
Pulp and Paper Engineering	2.8%	2.2%
Textile, Clothes & Leather	9.3%	5.6%
Light Industry Goods	10.5%	6.1%
Agricultural Products	4.5%	6.9%



Note: In trade with the industrial West, Poland's major exports are coal and agricultural products, and imports include chiefly machinery and equipment, and chemical and petrochemical products. In trade with Socialist countries, Poland exports electrical machinery, coal, and consumer goods, and imports machinery and equipment, fuel (other than coal) and energy, and various ores and metals.

B. Canada-Poland Trade

(a) Canadian Exports - 1973 - \$45.0 million  
1974 - \$85.2 million

<u>Major Items - 1974</u>	<u>\$ million</u>
Barley	38.1
Wheat	23.0
Flaxseed	8.1
Zinc O/C	3.1
Railway Rails	2.7
Rye	2.4
Cattle Hides	1.9
Log Handling Equipment	1.3
Walnut Veneer	0.5

(b) Canadian Imports - 1973 - \$29.6 million  
1974 - \$43.9 million

<u>Major Items - 1974</u>	<u>\$ million</u>
Footwear	4.3
Broadwoven Fabrics	4.0
Carbon Steel Plates	2.8
Boots and Shoes	2.6
Fox Skins	2.3
Bicycles	2.1
Flannel Napped Cotton	1.9
Steel Wire Rods	1.6
Barbed Wire	1.2
Cotton Terry Towels	1.1
Tableware	1.0
Cod	0.9
Lace Fabrics	0.9
Cotton Bed Sheets	0.9
Embroidered & Ornamented Fabrics	0.9
Canned Hams	0.8
Fruits in Liquor Preser Not	
Canned nes	0.7
Hardboard	0.7
Nuts, Lock and Stop	0.7
Cheese	0.7
Cotton Yarn, Plied	0.6
Overcoats	0.6
F/F Seafish	0.5

## G. EXPORTING TO POLAND

### Exchange Control

All overseas trade is conducted in foreign currency and there are no Polish exchange-control regulations which affect Canadian exporters. The zloty is not convertible.

### Customs Tariff

Commercial imports into Poland are controlled by the State. Canadian exporters need not take account of import duties as it is the Foreign Trade Enterprise concerned which conveys the goods into the Polish Customs area.

Customs duties are usually levied only on goods imported privately, such as gift parcels.

### Import Licensing

All import contracts signed by the Polish Foreign Trade Enterprises are subject in each case to the issue of an import licence by the Ministry of Foreign Trade. It is advisable to check with the Importing enterprise before entering into a contract, that a licence has been obtained.

### Documentation

The requirements may vary according to the goods involved but the importing enterprise will always state what is necessary. A normal requirement is that the Commercial invoices be legalized by the Commercial Counsellor's Office, 1500 Stanley St., Suite 315, Montréal 110, Quebec, Telephone: 849-5849. There is no charge for this service.

### Commercial Samples

Alternatively, samples may be imported under an ATA Carnet. This is an International Customs clearance document which allows samples to be temporarily imported without duty, or the need of raising bonds or depositing 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. Further information about the use of the Carnets, together with details of the fee charged, may be obtained from the Canadian Manufacturers Association. A Carnet cannot be used for goods being despatched by post.

### Customs Regulations

The temporary import or export of goods is allowed only under Customs supervision. Applications must be made to the Central Customs House, Warszawa, Koszykowa 6a. Written undertakings must be given that the goods will, as appropriate, be sent out of or returned to Poland by dates specified.

Moreover, when the goods subject to the conditional clearance are not handled by a Foreign Trade Enterprise, a security is required. This would probably be not less than an amount equal to the Customs duties, in the case of imports, or the value of the goods, in the case of exports.

### Safety and Technical Regulations

The purchasing Foreign Trade Enterprise is responsible for ensuring that imported equipment complies with Polish safety and technical regulations and any requirements will normally be included in the contract.

### Agents

Because foreign trade is the monopoly of the State, the establishment of branches and the appointment of freelance agents by foreign firms is not generally allowed, though permission is given to open a technical information or servicing office, subject to certain conditions. The Polish State Trading Enterprises sometimes prefer to deal direct with manufacturers. There are, however, some 11 State agencies which accept foreign representations (see Appendix B). They are occasionally found to be useful when an exporter first approaches the market but experience indicates that the quality of service offered varies widely. They do not specialise in particular fields.

### Correspondence

Correspondence with Foreign Trade Enterprises can be in English.

### Prices

Prices should be quoted in U.S. dollars, F.O.B.

### Usual Terms of Payment

Payment is usually made by letter of credit.



### Credit

Credit is usually required for capital goods. The terms offered by the Export Development Corporation are normally acceptable.

### Buying Seasons

While there are no set buying periods for capital goods, especially those for large projects, there is some tendency for orders under negotiation in any one year to be settled by September or October. On the consumer goods side, while there are no particular buying periods for non-seasonal goods, the fact that the Poznan International Consumer Goods Fair takes place at the end of September tends to increase the proportion of consumer goods purchases made towards the end of the year.

### Patents and Trade Marks

General. Manufacturers and traders are advised to patent their inventions and register their trade marks in Poland. Applications should be made through a patent or trade mark agent either in Canada or in Poland.

Poland subscribes to the International Convention for the Protection of Industrial Property.

Patents. Application for a patent may be made by the inventor or his legal successor. Prior to the filing date (or the Convention date) of the application, the invention must not have been published abroad and must not have been exhibited in Poland in such a way that a person skilled in the art could have used it. Patents are granted for a term of 15 years from the date of application, subject to the payment of annual renewal fees. If no commercial use is made of a patented invention within 3 years from the date on which the patent was granted, the patentee may be required to grant licences. The State may also order the expropriation of patents in the interest of the national economy.

Trade Marks. The first applicant is entitled to register a trade mark, but a prior user is entitled to certain rights. Marks are registered for a period of 10 years and the registration may be renewed for similar periods. Application for renewal should be made before the expiration of the registration.

### Advertising

Advertising naturally does not play the same role in Poland as it does in the Western World, but it is becoming increasingly important, particularly in the technical field. The most effective type of advertising is of the informative kind and the best vehicle is the Polish Technical Press. There are some 60 Polish technical publications covering a wide field. Advertising can be placed through the State Advertising Agency AGPOL, Warsaw, ul. Sienkiewicza 12.

### Newspapers

The following are the main newspapers:

Trybuna Ludu	Organ of the Polish United Workers' Party
Zycie Warszawy	Regional newspaper
Express Wieczorny	Regional newspaper
Dziennik Ludowy	Organ of the United Peasant Party
Slowo Powszechne	Organ of the PAX Society
Glos Pracy	Organ of the Central Council of Trade Unions.
Sztandar Mlodych	Organ of the youth organizations.

### Hints for Canadian Exporters

1. If you intend to sell to Poland you should study this booklet carefully and think about the best method your company could use to penetrate this different and rather difficult market. You should contact the Polish Trade Commissioner in Montréal or some of his colleagues who are foreign trade experts from the various branches of Polish industry. They are responsible for Polish exports to Canada as well as finding suitable items to be imported from Canada to Poland. As such they are in a position to help you screen your products initially and recommend the best way to offer them to the Polish market.

2. You might consider contacting the management of Dalimpex Limited (1410 Stanley Street, Suite 1113, Montréal, Quebec, H3A 1R2, Telephone: (514) 849-1361, the Canadian subsidiary the Polish Foreign Trade Organization DAL. Dalimpex both imports and exports goods between Canada and Poland. It recently played a role in the negotiation of a multi-million dollar contract signed between a Canadian company and a Polish Foreign Trade Organization.

3. If you wish to deal directly with a Polish Foreign Trade Organization, you should send your offer to the Foreign Trade Corporation responsible for your product. The offer should be as complete as possible, indicating your company's background, descriptive literature, samples, your products' sales history, and informative prices, FOB Canadian port, or CIF European port. You should also send copies of your correspondence to the Commercial Division of the Embassy in Warszawa for information and follow-up.

4. Obviously, you would wish you information to reach the possible end-user. This will not necessarily result from your initial contact with the Foreign Trade Organization. Therefore, it is suggested that you also send ten (10) sets of your literature to the Commercial Division, Canadian Embassy, Warsaw, which will ensure its distribution to possible end-users.

5. After receiving replies from Poland you will be able to decide about possible further activity, i.e. a visit to Poland, organization of a symposium or exhibition hearing, participation in Trade Fairs, etc.

6. As a final point, the Commercial Division of the Embassy assures you of its complete cooperation and hopes to see you in Warsaw one day.

APPENDIX A

GOVERNMENT AND POLISH COMMERCIAL ORGANISATIONS

PRINCIPAL POLISH MINISTRIES CONCERNED WITH INDUSTRY AND COMMERCE

MINISTRY OF FOREIGN TRADE AND MARITIME POLICY  
(MINISTERSTWO HANDLU ZAGRANICZNEGO I GOSPODARKI MORSKIEJ)

The Ministry of Foreign Trade and Maritime Policy, Warszawa, ul. Wiejska 10, telephone: 2103, controls Polish foreign trade and maritime policy on the basis of the National Economic Plan and negotiates trade agreements. The Ministry does not directly carry out commercial transactions but, through import and export licensing, exercises control of the commercial activities of the foreign trade enterprises subordinated to it.

MINISTRY OF CHEMICAL INDUSTRY  
(MINISTERSTWO PRZEMYSŁU CHEMICZNEGO)

Warszawa, ul. Wspolna 4.

MINISTRY OF BUILDING AND BUILDING MATERIAL INDUSTRY  
(MINISTERSTWO BUDOWNICTWA I PRZEMYSŁU MATERIAŁOW BUDOWLANYCH)

Warszawa, ul. Wspolna 2.

MINISTRY OF MINING AND POWER  
(MINISTERSTWO GORNICHTWA I ENERGETYKI)

Warszawa, ul. Krucza 36.

MINISTRY OF FINANCE  
(MINISTERSTWO FINANSOW)

Warszawa, ul. Swietokrzyska 12.

MINISTRY OF DOMESTIC TRADE AND SERVICES  
(MINISTERSTWO HANDLU WEWNETRZNEGO I USLUG)

Warszawa, Pl. Powstancow Warszawy 1.

MINISTRY OF TRANSPORT  
(MINISTERSTWO KOMUNIKACJI)

Warszawa, ul. Chalubinskiego 4/6.

MINISTRY OF FORESTS AND TIMBER INDUSTRY  
(MINISTERSTWO LESNICTWA I PRZEMYSŁU DRZEWNEGO)

Warszawa, ul. Wawelska 52/54.

MINISTRY OF POSTS AND TELECOMMUNICATIONS  
(MINISTERSTWO ŁĄCZNOŚCI)

Warszawa, ul. Malachowskiego 2.

MINISTRY OF HEAVY INDUSTRY  
(MINISTERSTWO PRZEMYSŁU CIĘŻKIEGO)

Warszawa, ul. Krucza 38/42.

MINISTRY OF THE MACHINE INDUSTRY  
(MINISTERSTWO PRZEMYSŁU MASZYNOWEGO)

Warszawa, ul. Krucza 36.

MINISTRY OF LIGHT INDUSTRY  
(MINISTERSTWO PRZEMYSŁU LEKKIEGO)

Warszawa, ul. Hoża 20.

MINISTRY OF FOOD INDUSTRY  
(MINISTERSTWO PRZEMYSŁU SPOŻYWCZEGO I SKUPU)

Warszawa, ul. Świątokrzyska 20.

MINISTRY OF AGRICULTURE  
(MINISTERSTWO ROLNICTWA)

Warszawa, ul. Wspólna 30.

MINISTRY OF HEALTH AND SOCIAL WELFARE  
(MINISTERSTWO ZDROWIA I OPIEKI SPOŁECZNEJ)

Warszawa, ul. Miodowa 15.

THE POLISH CHAMBER OF FOREIGN TRADE

The Polish Chamber of Foreign Trade, Warszawa, ul. Trebacka 4,  
P.O. Box 361, telephone: 260221, telex 814361, cables: Polchamber  
Warszawa, is an association of foreign trade enterprises and

associated services, manufacturing enterprises and banks. One of its chief purposes is to provide foreign organisations and firms with information about trading with Poland, and to establish or extend commercial relations. On behalf of its members it arranges for Poland's participation in international fairs and exhibitions abroad and organises fairs and exhibitions in Poland, including the Poznan International Fair. The Chamber has a Foreign Relations Department with an officer responsible for Canadian section.

The Chamber also issues certificates of origin for goods exported from Poland, certifies trade documents and appoints experts on transport, insurance etc., when required for any purpose. Commercial disputes can be referred to the Chamber for arbitration by its Arbitration Tribunal.

APPENDIX B

POLISH FOREIGN TRADE ENTERPRISES

1. Export Import Enterprises
2. Commercial Agents
3. Services
4. Commercial Bank
5. Polish Chamber of Foreign Trade



1. Export - Import Enterprises

AGROMET-MOTOIMPORT

Foreign Trade Enterprise  
Przemyslowa 26,  
P. O. Box 990,  
00-950 Warszawa,  
Phone: 28-50-71  
Telex: 813665 moto pl,  
813511 moto pl,  
Cables: Motorim Warszawaw

Export - Import:

Tractors, agricultural machinery and tools, complete drying and breeding units as well as details of their equipment. Complete units, sub-assemblies and spare parts for tractors and other agricultural machinery (within the framework of industrial cooperation). Spare parts for all the goods handled.

AGROS

Foreign Trade Enterprise  
Zurawia 32/34,  
P. O. Box 41  
00-950 Warszawa  
Phone: 21-64-21  
Telex: 814391 pl  
Cable: Agros Warszawa

Export:

Alcoholic drinks, confectionery products, leaf tobacco and tobacco products, canned fruit, canned vegetables, mushrooms, bilberries and pharmaceutical raw materials.

Import:

Citrus fruits, fruit and vegetable preserves, dried fruits, coffee, tea, cocoa beans, alcoholic drinks, groceries, tobacco.

ANIMEX

Foreign Trade Enterprise  
Import and Export of Animal Products  
Pulawska 14  
02-512 Warszawa  
Phone: 45-40-61  
Telex: 814491 ax pl  
Cables: Animex Warszawa

Export - Import:

Animals for breeding and other purposes, slaughter animals, meat, meat products, live game and fowl, frozen game, animal by-products, shell eggs, frozen egg products, dry egg products, crystallized albumin, poultry and poultry products, and dairy products.

ARS POLONA - RUCH  
Foreign Trade Enterprise,  
Krakowskie Przedmiescie 7,  
P. O. Box 1001  
00-950 Warszawa  
Phone: 26-12-01  
Telex: 813498 ap pl  
Cables: AP Ruch Warszawa

Export - Import:  
Books, polygraphic services,  
periodicals, postage stamps  
and philatelic articles, and  
postcards.

BALTONA  
Foreign Trade Enterprise  
Shipchandlers - Export and  
Import,  
Pulaskiego 6,  
P. O. Box 365  
81-963 Gdynia  
Phone: 21-60-36  
Telex: 051653 balt pl  
Cables: Baltona Gdynia

Goods supply (domestic and  
imported provisions and stores)  
to merchant vessels, their  
crews and passengers at Polish  
ports. Delivery of foodstuffs  
and selected industrial articles  
to free harbours outside Poland.

Catering for diplomatic represent-  
ations accredited in Poland and  
in foreign capitals in Europe and  
overseas with domestic and imported  
goods.

Branch Offices:

Polska 43, 81-334 Gdynia  
Phone: 21-59-01  
Telex: 051529 ballex pl

Sales of selected articles to  
visitors at international fairs  
in Poznan and Warsaw, as well as  
on border passages, ferry landing  
places, on board aircraft of  
Polish Airlines LOT.

Zamknieta 18, 80-545  
Gdansk-Nowy Port  
Phone: 43-10-21

Import of goods for Bank PKO.

Gdanska 40, 70-660 Szczecin  
Phone: 428-45  
Telex: 042243 balt pl

Finska 1, Swinoujscie  
Phone: 32-52/53, 32-35  
Telex: 042442 balt pl

Morska 2, Kolobrzeg  
Phone: 23-32

Partyzantow 6, 00-629 Warszawa  
Phone: 25-40-31, 25-49-35  
Telex: 813758 balwa pl

BEFAMA  
Textile Machinery Factory  
Export Office  
Powstancow Slaskich 6  
43-300 Bielsko-Biala  
Phone: 230-61  
Telex: 035333 bfmw pl,  
035334 bfmw pl  
Cables: Befama Bielsko-Biala

Export:  
Willows, rag tearers, openers,  
Complete automatic blending lines.  
Carding sets for condenser yarn  
spinning mills. Worsted cards  
for worsted spinning mills. Special  
card sets for cotton-wool and felts.  
Automatic lines for nonwovens. Ring  
spinning frames and box spinning  
frames for carded yarn. Ring spinning  
frames for semi-worsted spinning mills.  
Apparatus and auxiliary equipment.

BUDIMEX

Building Foreign Trade  
Enterprise

Zurawia 3/5

00-503 Warszawa

Phone: 29-23-97, 29-42-68  
29-03-19,

Telex: 813473 chzb pl

Cables: Budimex Warszawa

Export:

General, industrial and civil  
engineering (roads, bridges,  
weirs, barrages, quays etc.)  
Conservation of art monuments.

BUMAR

Foreign Trade Enterprise

Marchlewskiego 11,

P. O. Box 85

00-950 Warszawa

Phone: 20-46-61, 20-76-61

Telex: 813467 bmar pl

Cables: Bumarex Warszawa

Export - Import:

Earth-moving and road construction  
machines, machines and equipment  
for the production of concrete.  
Vertical and horizontal transport-  
ation equipment including material  
handling facilities. Equipment  
for finishing work in building,  
minerals processing equipment,  
machines for the production of  
ceramic materials. Machines,  
equipment and complete lines for  
the production of sand-and-lime  
bricks. Construction machinery  
assemblies and parts.

H. CEGIELSKI

Engineering Works

Foreign Trade Office,

Dzierzynskiego 223/229,

P. O. Box 41

Poznan 5

60-965 Poznan,

Phones: 212-31, 312-31

Telex: 0415255 pl, 0415343pl

Cable: Hacegielski Poznan

Export:

Complete ship's engine plants,  
marine Diesel engines for direct  
propulsion or for propulsion  
through reduction gear, stationary  
engines, engines for driving  
Diesel electric locomotives,  
auxiliary engines for driving  
generating sets, starting compressors  
and fuel equipment for the above  
engines.

Production is based on Polish  
designs and licences from Messrs.  
Sulzer, Burmeister and Wain and  
Fiat.

Import:

Marine Diesel engines, equipment  
for ship's engine plants, parts  
for marine Diesel engines.

CENTROMOR

Central Import and Export  
Office of the United  
Polish Shipyards

Okopowa 7

80-819 Gdansk

Phone: 31-22-71

31-42-61

Telex: 051376 cemor gd.

051377 cemor gd.

Cables: Centromor Gdansk

Export - Import:

Cargo and fishing tonnage,  
Research and training vessels.  
Marine equipment.

Services of specialists in the  
line of ship design and of  
construction of shipyards.

Branch Office:

Koscielna 12, 00-218 Warszawa

Phone: 31-96-00

Telex: 813303 cmor pl.

Cables: Centromor Warszawa

Firlika 43, 71-637 Szczecin

Phone: 3-02-13-16

Telex: 042331 cemor pl.

Cables: Centromor Szezecin

CENTROZAP

Foreign Trade Enterprise  
Ligonia 7,

P. O. Box 815

40-036 Katowice

Phone: 513-401

Telex: 0312416 czap pl.

Cables: Centrozap Katowice

Export - Import:

Non-Coal mining equipment,  
metallurgy and the foundry  
industry.

CIECH

Import and Export of  
Chemicals, Ltd.

Jasna 12,

P. O. Box 271

00-950 Warszawa

Phone: 26-90-01

26-90-31

Telex: 814561 cie pl

Cables: Ciech Warszawa

Export:

Pharmaceutical products, laboratory  
reagents, dyestuffs, auxiliary  
products and semi-processed goods,  
cosmetics, paints, varnishes  
and enamels, inorganic pigments,  
plastics, synthetic resins,  
synthetic rubber, mining explosives,  
nitrogen fertilizers, plant  
protecting chemicals, coal-tar  
derivatives, organic and inorganic  
products, rock-salt, sulphur.

Rubber goods, rubber and rubber-textile footwear; car; motor-cycle, bicycle, scooter and tractor tyres; industrial and sanitary rubber products.

Petroleum products, bunkering of ships and airplanes, with fuels of petroleum origin.

Import:

Organic and inorganic chemicals, pharmaceutical products, natural and synthetic rubber, various rubber goods, tyres.

COOPEXIM-CEPELIA  
Cooperative Company for  
Foreign Trade, Ltd.  
Zurawia 4,  
P. O. Box 257  
00-950 Warszawa  
Phone: 21-64-11  
Telex: 814211 cox pl  
Cables: Copex Warszawa

Export:

Leather and non-leather fancy goods, clothing and textiles, christmas-tree ornaments, toys, dolls, brushes, works of folk art and artistic handicraft. Other goods including: garden equipment, draughting equipment, household goods, small metal articles, candles, household chemical products, cosmetics. Coopexim-Cepelia may also produce goods in its line out of customers' materials.

Import:

Leather fancy goods, clothing and textiles, Christmas-tree ornaments, toys, dolls, brushes, willow and rattan products. Works of folk art and artistic handicraft.

DAL International  
Trading Co., Ltd.,  
Frascati 2,  
P. O. Box 514  
00-950 Warszawa  
Phone: 21-52-83,  
21-52-87,  
21-70-88  
Telex: 813226 dal pl.  
Cables: Dalos Warszawa

Barter, reciprocity and other special transactions. Creation of commercial and manufacturing companies abroad and cooperation with these companies.

DESA

Foreign Trade Office  
Works of Modern and Antique  
Art

Al. Jerozolimskie 2

00-374 Warszawa

Phone: 27-87-75

27-87-83,

27-82-16

Cables: Behazetdesa Warszawa

Export:

Modern works of art: paintings,  
sculptures, graphic, gobelins,  
placard, style furniture,  
objects for decoration of  
interiors, modern coins.

ELEKTRIM

Polish Foreign Trade Company  
for Electrical Equipment, Ltd  
Czackiego 15/17,

P. O. Box 638

00-950 Warszawa

Phone: 26-62-71

Telex: 814351 hzem pl

Cables: Elektrim Warszawa

Export - Import:

Complete power plants and  
power generating equipment:  
thermal power plants, turbine  
houses, boiler plants, cooling  
towers, steam and water boilers,  
turbine sets.  
Complete H.T. and L.T. seitchgears,  
H.T. and L.T. apparatus, power  
transformers. D.C. and A.C.  
electric machines.  
Electric traction and rectifier  
equipment, wire telecommunication  
equipment, electrical installation  
accessories.  
Electric-light fittings, electric  
cables and wires, machines and  
equipment for cable industry.

ELWRO

Wroclaw Electronic Works  
Foreign Trade Office  
Ostrowskiego 32

53-238 Wroclaw

Phone: 668-33

Telex: 034423 elwro pl

Cables: Elwro Wroclaw

Export:

Computers, electronic desk  
calculators.

Export - Import:

Peripheral equipment software,  
assemblies and subassemblies,  
equipment and parts for the  
above machines.



#### FILM POLSKI

Enterprise for Export and  
Import of Films

Mazowiecka 6/8,

P. O. Box 161

00-950 Warszawa

Phone: 26-04-41

26-84-55

27-81-99

26-08-49

Telex: 813640 film pl

Cables: Imexfilm Warszawa

Export and Import of films of  
all kinds.

Film Polski provides services  
to foreign producers making  
films of any kind in Poland, and  
places at their disposal studios,  
technical equipment and experienced  
shooting units directors, production  
managers, technicians etc.

Arranges engagement of Polish  
actors and directors by foreign  
distributors - TV films as well  
as short and medium films, more  
particularly animated films.

#### HORTEX

Foreign Trade Enterprise  
of the Union of Horticultural  
Co-operatives

Warecka 11a,

P. O. Box 15

00-950 Warszawa

Phone: 27-47-21

27-46-31

Telex: 814705 hort pl

Cables: Hortex Warszawa

Export:

Fresh fruit and vegetables, onions,  
early potatoes, fruit concentrates,  
pasteurized fruit, fruit pulps  
and musts, deep-frozen fruit and  
vegetables, fruit and vegetable  
preserves, dried vegetables,  
champignons, honey, fresh flowers.

Import:

Fresh fruit (except citrus fruits)  
and vegetables.

#### IMPEXMETAL

Import-Export Corporation

Wilcza 50/52,

P. O. Box 6

00-950 Warszawa

Phone: 20-80-41

28-40-01

Telex: 814371 imp pl

814372 imp pl

Cables: Impexmetal Warszawa

Export:

Zinc in ingots, zinc alloys,  
zinc sheets commercial quality,  
zinc plates for graphic purposes,  
all other zinc semis, cadmium  
min. 99.95% Cd, copper and brass  
semis, copper, bronze, aluminium  
and aluminium alloys: ingots,  
wire rods, semi-products, powder,  
paste, granules, super purity  
aluminium 99.99%. Al ingots,  
plates, condenser foil, lead  
concentrates, silver in bars,  
liquid gold and platinum for  
glass and ceramics painting,  
bimetal strips, granulated bronze,  
Cu-Pb alloy powder, FLT ball and  
roller bearings.



Import:

Non-ferrous metals and semis, precious and rare metals, zinc concentrates, bauxites and calcined alumina, rough diamonds and diamond articles, ruby, silver alloys, tin lead alloys, thermo-couple wires, compensative cables, thermo-elements, ball and roller bearings.

KOLMEX

Foreign Trade Enterprise  
of the Rolling Stock Industries Union "Tasko"

Mokotowska 49,

P. O. Box 236

00-950 Warszawa

Phone: 28-22-91

28-44-41

29-92-41

Telex: 813270 kolx pl

813714 kolx pl

Cables: Kolmex Warszawa

Export - Import:

Electric and Diesel locomotives, electric trains, passenger coaches, goods wagons and special wagons, machinery and equipment for railroad track construction and maintenance, rolling stock components and spare parts. Wheels, axies, wheel tyres and wheel sets.

KOPEX

Overseas Mine Construction Co.

Grabowa 1,

P. O. Box 245

40-952 Katowice

Phone: 51-80-45

51-80-48

Telex: 0312381 pl

Cables: Kopex Katowice

Export - Import:

Mining machinery and equipment. Complete mining plants installations and tools. Complete natural ores enrichment plants. Construction of tunnels and cable railways. Safety and rescue equipment. Geological survey, exploratory drilling, special mining work. Training of specialist, technical advisory services.

METALEXPORT

State Enterprise

Mokotowska 49,

P. O. Box 642

00-950 Warszawa

Phone: 28-44-41

28-22-91

Telex: 814241 mex pl

Cables: Metalex Warszawa

Export - Import:

Machine tools and parts of machines. Tools. Complete plants for metal working machine tool industry.

seagoing and river vessels.  
Used up vessels for scrap or for  
further operation.  
Reparis, conversion and modernization  
of ships.

Import:  
Cooperation import for the con-  
struction, operation and repair  
of floating craft.

PAGED

Foreign Trade Enterprise  
Plac Trzech Krzyzy 18  
P. O. Box 991  
00-950 Warszawa  
Phone: 29-60-41  
Telex: 814221 pgd pl  
Cables: Hazapaged Warszawa

Export:

Roundwood, flooring materials  
and building woodwork, wood  
derivative boards, sawn softwood  
and hardwood, wooden household  
utensils, paper, paper products,  
school and office appliances.  
Other goods: waste paper, wood  
wool, box parts, fruit boxes,  
impregnated matches, barrel  
staves, shoemaker's lasts,  
paintbrush holders, orthopaedic  
foundation parts.

Import:

Pitprops, plywood, sawn timber,  
technical and special papers,  
cork bark and cork goods,  
draughting instruments, exotic  
veneer wood, cellulose, nut  
stone.

PAGED-MEBLE

Foreign Trade Enterprise  
Plac Trzech Krzyzy 18  
00-955 Warszawa  
Phone: 29-60-41  
Telex: 814696 pgdm  
Cables: Hazapaged Meble Warszawa

Export - Import:

Home furniture of wood and metal,  
in sets and individual pieces,  
bentwood furniture, children  
and garden furniture. Furniture  
accessories.

#### METRONEX

Foreign Trade Enterprise  
of the Union of  
Automation and Measuring  
Instruments Industry  
„Mera”  
Al. Jerozolimskie 44  
P. O. Box 198  
00-950 Warszawa  
Phone: 26-20-11  
26-22-21  
26-74-41  
Telex: 814471 mtz pl  
Cables: Metronex Warszawa

#### Export - Import:

Equipment for automatic control  
and steering of industrial  
processes. Measuring and  
control apparatus and instruments  
applied in industry.  
Mechanized equipment for  
engineering and office work  
accounting.  
Laboratory and industrial electric  
motors. Electric and electronic  
measuring instruments.  
Apparatus and installations for  
nuclear engineering.  
Scientific and measuring apparatus,  
complete laboratories and auxiliary  
installations, school aids.

#### MINEX

Export - Import Enterprise  
Krakowskie Przedmiescie 79  
P. O. Box 1002  
00-950 Warszawa  
Phone: 26-64-31  
Telex: 814401 min pl  
Cables: Minex Warszawa

#### Export:

Building materials, glass products,  
ceramic goods, mineral raw materials  
and various products, refractories  
and insulating materials.

#### Import:

Cement, burnt magnesite, mica  
and mica products, talc, graphite,  
asbestos and asbestos products,  
refractory devices for metallurgical  
and chemical purposes, refractory  
products for the glass and ceramic  
industry, insulating materials,  
silicon products, plastic building  
materials.

#### NAVIMOR

Foreign Trade Enterprise  
of the Union of Polish  
Shiprepair Yards  
Matejki 6  
80-232 Gdansk  
Phones: 41-02-31  
41-02-76  
47-09-13  
Telex: 051453 navi pl  
Cables: Navimor Gdansk

#### Export - Import:

Floating docks, pontoons, lifts  
of ship sections, Passenger vessels;  
coastal, river and lake types.  
Special vessels of different types,  
fishing vessels of different types  
up to 40 m long, cargo vessels  
of up to 1,000 tons d.w., technical  
seagoing craft and inland water  
craft. Yachts and other sport  
boats. River shipyards and harbours,  
equipment of land-based fishing  
bases. Marine or adapted diesel  
engines for the propulsion of small

PEZETEL

Foreign Trade Enterprise  
of the Aviation Industry  
Przemyslowa 26,  
P. O. Box 371  
00-950 Warszawa  
Phone: 28-50-71  
Telex: 813430 pzl pl  
813314 pzl pl  
Cables: Pezetel Warszawa

Export - Import:

Means of air transport: airplanes,  
helicopters, gliders, spare parts.  
Agroaviation services. Training  
of specialists. Repairs of  
aeronautic implements. Airport  
safety equipment.  
Compression-ignition engines  
(ship engines excluded); power  
units fuel injection equipment,  
spare parts. Overboard engines  
for boats.  
Motorcycles, mopeds, scooters,  
electrically and diesel driven  
golf and transport carts. Spare  
parts. Assembly of motorcycles.  
Hydraulic and pneumatic power  
elements.

POLCOOP

Foreign Trade Enterprise  
of the Central Agricultural  
Union of "Samopomoc Chlopska"  
Co-operatives  
Kopernika 30,  
P. O. Box 199  
00-950 Warszawa  
Phone: 26-10-81  
26-23-63  
Telex: 814451 pl  
Cables: Polcoop Warszawa

Export of agricultural and  
food products:

Edible seeds, potatoes, forest  
products, meat products, processed  
fruit and vegetables, fodder, live  
animals, peat moss, leather, bone  
and horn meal.

POLIMEX-CEDKOP

Czackiego 79,  
P. O. Box 815  
00-950 Warszawa  
Phone: 26-80-01  
Telex: 814271 poli pl  
Cables: Polimex Warszawa

Export and Import of machines,  
installation, equipment and  
complete plants:

Sugar industry, building materials  
industry, chemical industry and  
complete food processing plants.

POL-MOT

Foreign Trade Enterprise  
for Automotive Industry  
Stalingradzka 23  
03-468 Warszawa  
Phone: 11-00-01  
Telex: 813621 pomo pl  
Cables: Polmot Warszawa

Export - Import:

Passenger cars, delivery vans,  
lorries, special vehicles,  
buses, trailers and semi-trailers,  
spare parts, fire pumps.  
Garage equipment, services stations  
with equipment, spare parts stores,  
assembly plant, etc.

POLSERVICE

Foreign Trade Enterprise  
Szpitalna 5,  
P. O. Box 335  
00-950 Warszawa  
Phone: 27-80-61 to 64  
Telex: 813539 upol pl  
Cables: Polservice Warszawa

Export - Import:

Patents, licences, know-how,  
technical and economical services,  
technical documentation, laboratory  
and industrial tests, consultation  
and assistance on technical and  
economic problems, skilled Polish  
engineers and technicians available  
for service abroad.

Other technical services for:  
metallurgy, machinebuilding  
industry, mining, shipbuilding,  
building materials, power and  
chemical industry.

POLSKIE WYDAWNICTWO  
MUZYCZNE

(Polish Music Publishers)  
Foreign Trade Office,  
Krakowskie Przedmiescie 7  
P. O. Box 26  
00-950 Warszawa  
Phone: 26-12-01  
Telex: 813498 ap pl  
Cables: Pewuembehazet

Export - Import:

Music publications: music scores,  
records tape recordings.  
Services in the above range.

RAFAMET

Machine Tool Factory  
Export Office,  
Staszica 1  
17-420 Kuznia Raciborska  
Phone: 19-21-23  
152/3  
158/9  
Telex: 033291 rafamet pl  
Cables: Rafamet Kuznia  
Raciborska

Export:

Special and specialized lathes  
for machining of wheel sets for  
rolling stock. Special turning  
and boring mills for machining  
wheel tyres. Technological lines  
for reconditioning and production  
of wheel sets for rolling stock.  
Single and double column universal  
turning and boring mills.

POLIMPEX

Foreign Trade Enterprise

Al. Jerozolimskie 44,

P. O. Box 334

00-950 Warszawa

Phone: 26-20-11

26-22-21

26-74-41

26-24-11

Telex: 814341 rolx pl

Cables: Rolimpex Warszawa

Export:

Sugar, sugar and potato industry products, grain, cereals, brewing raw materials, oleaginous seeds and cooking oils, farm seeds, garden and forest seeds and seedlings, medicinal plants and cooking herbs, reproduction of seeds.

Import:

Grain oleaginous seeds and cooking oils, oilcake, farm and garden seeds, herbs.

RYBEX

Foreign Trade Office of

the Central Board of Fisheries

Odrowaza 1

71-420 Szczecin

Phone: 246-29

217-77

Telex: 042426 ryb pl

Cables: Rybex Szczecin

Export - Import:

Fish and fish products: Fresh sea fish, frozen sea fish, salted sea fish, fish fillets, river and lake fish, canned river, lake and sea fish, fresh crayfish.

SKORIMPEX

Import and Export Enterprise

of the Leather Industry

22 Lipca 74

P. O. Box 133

90-950 Lodz

Phone: 250-50

Telex: 88355 simpex pl

Cables: Skorimpex Lodz

Export:

Leather and textile footwear, leather and fur garments and sheepskin coats, leather gloves. Fox and mink-skins, pig- and calf-skins, horsehides.

Import:

Hides and skins, tanning extracts, raw materials for production of footwear.



#### STALEXPORT

Foreign Trade Enterprise  
Plebiscytown 36  
P. O. Box 401  
40-922 Katowice  
Phone: 51-22-11 to 16  
51-32-21  
Telex: 0312361 stex pl  
0312484 stex pl  
Cables: Stalex Katowice

#### Export:

Bog iron ore, scrap iron, pig iron, ferro alloys.  
Rolled steel products: reinforcing bars - plain or deformed, merchant bars, joists and channels, hot rolled hoop iron and steel strips, hot rolled steel strips for tubes, universal plates, hot rolled plates and sheets - plain or checkered, galvanized sheets - plain or corrugated, tinplates, electrically welded tubes - black or galvanized. Rails, crossings, switches and rolled accessories for railway track.  
Apecial steel products.

#### Import:

Ores: iron, manganese, chrome, other metals, ferro-alloys, rolled steel products, special steel products.

#### TEXTILIMPEX

United Foreign Trade Enterprise  
"Cetebe" - "Confexim" -  
"Textilimport"  
Traugutta 25  
90-113 Lodz  
Phone: 285-33  
Telex: 88571  
Cables: Textilimpex Lodz

Export - Import of textile and clothing industry products.

Textile raw materials of natural and chemical origin.

Cotton, wool and silk fabrics, plushes, linen, jute and hemp fabrics and ready goods, bed and table linen.

Ready-made clothes, Knitwear and hosiery.

Rugs, carpets, curtains and fancy articles.

#### TORIMEX

Foreign Trade Enterprise  
Nowogrodzka 35/41  
P. O. Box 394  
00-950 Warszawa  
Phone: 21-66-52  
28-47-42  
21-17-96  
Telex: 813611 tor pl  
Cables: Torimex Warszawa

#### Export - Import:

Bilateral exchange with abroad of articles of every-day use, bilateral exchange between Polish and foreign department stores, supplying Polish shops and restaurants abroad and foreign national shops in Poland. Supplying Polish specialized stores ("Moda Polska", "Aruk", "Jubiler").



UNITRA

Foreign Trade Enterprise  
Al. Jerozolimskie 44  
P. O. Box 66  
00-950 Warszawa  
Phone: 26-20-11  
27-40-82 Manager  
Telex: 813827 eluni  
Cables: Eluni Warszawa

Export - Import:

Radio and TV sets, tape recorders, record players and other equipment of general use. TV transmission vans, radiotelephones, studio monitors and other professional TV studio equipment. Industrial TV. Active and passive components. TV picture tubes, electronic tubes, light sources and machinery for tubes production. Complete plants, machinery, equipment and materials for electronic industry. Industrial cooperation in the field of electronics.

UNIVERSAL

Foreign Trade Enterprise  
Al. Jerozolimskie 44  
P. O. Box 370  
00-950 Warszawa  
Phone: 26-74-41  
26-22-11  
Telex: 814431 univ pl  
Cables: Univer Warszawa

Export - Import:

Household articles, electric household articles, piano, alarm clocks and watches, sporting and camping articles and metal articles.

VARIMEX

Polish Foreign Trade  
Company  
Wilcza 50/52  
P. O. Box 263 & 264  
00-950 Warszawa  
Phone: 28-80-41  
Telex: 814311 pl  
Cables: Varimex Warszawa

Export - Import:

Medical apparatus and instruments, hospital furniture. Optical equipment, cinema and photo equipment, photo-chemical articles. Textile machinery (weaving, spinning and finishing machines). Industrial valves. House installation fittings, including couplings, pipe fittings, sewage pipes, pipelines, manholes. Fire extinguishing equipment. Scales and balances. Xerographic machines and typographic equipment. Building fittings.

WEGLOKOKS

Foreign Trade Enterprise

Armli Czerwonej 119

40-156 Katowice

Phone: 51-84-31 to 38

Telex: 0312384 weks pl

Cables: Weglokoks Katowice

Export:

Hard, energy and coking coal,  
brown coal, coke. Electric  
energy, water, gas. Burkering  
of ships in Polish ports.

Import:

Hard coal, anthracite, coke, brown  
coal briquettes, gas, electric  
energy.

2. Commercial Agents

MACIEJ CZARNECKI and Co., Ltd.  
Commercial and Agents House  
Marszałkowska 37  
P. O. Box 215  
00-950 Warszawa  
Phone: 28-19-80  
Telex: 813278 czar pl  
Cables: Czar Warszawa

DYNAMO S. A.  
Foreign Trade Enterprise  
Grojecka 17  
P. O. Box 332  
00-950 Warszawa  
Phone: 22-66-35  
Telex: 813428 dywa pl  
Cables: Dynamo Warszawa

EXIMPOL S. A.  
International Trading Co., Ltd.  
Poznanska 38  
P. O. Box 246  
00-950 Warszawa  
Phone: 28-47-30  
25-99-62  
28-81-88  
Telex: 814640 exim pl

MUNDIAL S. A.  
Import - Export Co., Ltd.,  
Tatrzańska 2/4  
P. O. Box 202  
00-950 Warszawa  
Phone: 41-71-51  
Telex: 813689 pl  
Cables: Mundial Warszawa

POLCOMEX S. A.  
Representation of Foreign Firms  
Marszalkowska 140  
P. O. Box 478  
00-950 Warszawa  
Phone: 26-68-10  
          26-68-21  
          26-73-38  
          26-73-44  
Telex: 813452 pl  
Cables: Polcomex Warszawa

POLIGLOB S. A.  
Representation of Foreign Firms  
Swietokrzyska 32  
P. O. Box 40  
00-950 Warszawa  
Phone: 20-21-34  
          20-38-59  
Telex: 813557 glob pl  
Cables: Poliglob Warszawa

POLIMAR S. A.  
International Trading Co., Ltd.,  
Marchlewskiego 20  
P. O. Box 151  
00-950 Warszawa  
Phone: 20-56-88  
Telex: 813467 bmar pl  
          814628 bmar pl  
Cables: Polimar Warszawa

TIMEX S. A.  
Import - Export  
Al. I Armii Wojska Polskiego 3  
P. O. Box 268  
00-950 Warszawa  
Phone: 28-13-12  
          29-86-43  
          29-87-19  
Telex: 813678 tim pl  
Cables: Timwa Warszawa

TRANSACTOR S. A.  
Foreign Trade Enterprise  
Olszewska 8  
P. O. Box 176  
00-950 Warszawa  
Phone: 45-52-01  
45-31-40  
Telex: 813288 trwa pl  
Cables: Transactor Warszawa

TRANSPOL S. A.  
Foreign Trade Enterprise  
Nowotki 12  
P. O. Box 280  
00-950 Warszawa  
Phone: 31-67-80  
31-25-12  
31-56-92  
Telex: 814415 trpol pl  
Cables: Transpol Warszawa

UNITEX S. A.  
Import - Export  
Hibnera 5  
P. O. Box 404  
00-950 Warszawa  
Phone: 27-47-93  
27-29-66  
Telex: 813751 utx pl  
Cables: Unitex Warszawa

### 3. Services

AGPOL  
Foreign Trade Advertising  
Agency  
Sienkiewicza 12  
P. O. Box 136  
00-950 Warszawa  
Phone: 26-92-21  
26-47-42  
Telex: 813567 pl  
Cables: Agpol Warszawa

Agpol is a state enterprise acting under the supervision of the Ministry of Foreign Trade. It handles advertising abroad on behalf of Polish foreign trade enterprises. It also acts as advertising agency for foreign firms in Poland. Advice is offered on the extent and purpose of advertising and on the most suitable forms and methods to be employed. The agency executes major advertising campaigns on behalf of its clients.

C. HARTWIG  
International Forwarding  
Enterprises

It is the sole Polish forwarding agents handling road, railway, river, sea and air transport commissions connected with Poland's foreign trade turnover.

C. HARTWIG GDANSK  
Na Zaspy 3  
80-9 5 Gdansk - Nowy Port  
Phone: 43-10-31  
43-10-43 Manager  
Telex: 051213  
051461 hart pl  
Cables: Cehartwig Gdansk

C. HARTWIG GDYNIA  
Derdowskiego 7  
81-369 Gdynia  
Phone: 21-39-81  
21-23-73 Manager  
Telex: 054491 hart pl  
Cables: Cehartwig Gdynia

C. HARTWIG SZCZECIN  
Jacka Malczewskiego 5/7  
71-616 Szczecin  
Phone: 340-11  
422-42 Manager  
Telex: 042211 hart pl  
Cables: Cehartwig Szczecin

C. HARTWIG KATOWICE  
Slowackiego 37  
40-920 Katowice  
Phone: 380-46 to 48  
303-45 Manager  
Telex: 0312491  
0312489 hart pl  
Cables: Cehartwig Katowice

C. HARTWIG WARSZAWA  
Poznanska 15  
P. O. Box 375  
00-950 Warszawa  
Phone: 29-60-31  
28-81-65 Manager  
Telex: 814601  
814603 hart pl  
Cables: Cehartwig Warszawa

MIEDZYNARODOWE TARGI  
POZNANSKIE  
(The Poznan International Fair)  
Member of the "Union Internationale  
des Foires"  
Management Office:  
Zarząd Międzynarodowych Targów  
Poznańskich  
Głogowska 14  
60-734 Poznań  
Phone: 612-21  
629-18  
Telex: 0415210 targ pl  
Cables: Targ Poznań  
  
Branch Office:  
Krakowskie Przedmieście 42/44  
00-325 Warszawa  
Phone: 26-18-62  
Telex: 814361 pihz pl

Since 1973 the Poznań International Fair has been established as two different specialized fairs: International Technical Fair (held in June, beginning the beginning the second Sunday of the month) and International Fair of Consumer Goods TAKON (held in September). The Management of the Fair is facilitating all trade contacts. During the Fair following offices are organized for buyers and exhibitors: the Office of Information and Trade Contacts, the Technical Information Office, the Press Office. On request, the Management renders all sorts of services to the interested exhibitors, as regards designing of pavillions and stands, technical and office equipment, employment of auxiliary staff etc.



POLCARGO

Cargo Experts and Supervisors  
State Enterprise  
Zeromskiego 32  
81-369 Gdynia  
Phone: 21-39-21  
Telex: 054247 polc pl  
Cables: Polcargo Gdynia

At the request of foreign customers Polcargo undertakes all kinds of inspection such as: quality inspection of machines, equipment and technical products, sampling and quality inspection of goods, laboratory tests, chemical analyses, survey of packing and storage. In Polish ports Polcargo carries out inspection of quantity and weight of goods.

POLEXPO

Enterprise for Foreign Fairs  
and Exhibitions  
Lopuszanska 38  
02-232 Warszawa  
Phone: 46-04-01 to 08  
Telex: 813633 Porex Wa  
Cables: Porexpo Warszawa

Consultation on fair problems, organization of fairs, designing of exhibitions, construction of stands and interiors, including including displays of exhibits, repairs of interiors and reception halls, workmanship of layouts and models. Representing managements of foreign fairs and exhibitions in Poland.

SHIPCONTROL

Experts and Supervisors  
on Shipowners' Request  
Polska 21  
81-334 Gdynia  
Phone: 21-34-70  
Cables: Shipcontrol Gdynia

On request of shipowners the enterprise handles the following services: tallying, measuring, weight checking, packing surveys, hatch and cargo surveys, stowage supervision, trimming classification etc.

SUPERVISE

Polish Superintendence Co.,  
Ltd.  
Representatives in Poland  
of the Société Générale de  
Surveillance S. A., Geneva  
Derdowskiego 7,  
P. O. Box 167  
81-369 Gdynia  
Phone: 21-39-67, 21-32-12  
Telex: 054446 supgy pl  
Cables: Supervise Gdynia

Superintendence of every kind  
of goods and raw materials,  
International cotton controllers.

WYDAWNICTWA  
HANDLU ZAGRANICZNEGO  
Foreign Trade Publishing  
Agency  
Kierbedzia 4  
P. O. Box 7  
Warszawa 36  
OO-957 Warszawa  
Phone: 41-60-61  
Telex: 813364 whz pl  
Cables: Wuhazet Warszawa  
Department of Periodicals  
POLEXPORTPRESS  
Marszalkowska 124  
OO-008 Warszawa  
Phone: 26-92-21

The Foreign Publishing Agency  
is a state enterprise issuing  
various publications for the  
Polish foreign trade. It publishes  
and edits publicity of diverse  
kinds offering information on  
and promoting goods exported by  
Poland and dealing with commercial  
as well as economic problems of  
this country.  
The Foreign Trade Publishing  
Agency publishes a number of  
specialized publications of a  
general nature and branch publications,  
dispatched to markets of all  
countries of the world.

4. Commercial Bank

BANK HANDLOWY  
W WARSZAWIE SA  
Traugutta 7  
00-950 Warszawa  
Phone: 26-92-11  
Telex: 814811 to 16  
813411, 814376  
(Foreign Exchange  
Dealers)

The Bank handles all banking operations connected with foreign trade turnover, as well as all kinds of financial operations for its own account. The Bank finances the Polish foreign trade enterprises and supervises their activity. The Bank has five branches: at Warszawa, Lodz, Katowice, Gdynia and Szczecin.

## 5. Polish Chamber of Foreign Trade

POLSKA IZBA HANDLU  
ZAGRANICZNEGO  
Trębacka 4  
P. O. Box 361  
00-950 Warszawa  
Phone: 26-02-21  
Telex: 814361 pihz pl  
Cables: Polchamber Warszawa

The Polish Chamber of Foreign Trade is an institution associating economic organizations concerned with international trade and services. Its members include: state and cooperative foreign trade enterprises, industrial unions and individual factories producing for export, banks, service enterprises, insurance companies, transport and forwarding organizations.

The Chamber has its branch offices in all the voivodship towns in Poland as well as several information centres abroad. Its main aim is to promote and enhance Poland's economic relations with foreign countries. In fulfilling this task the Chamber undertakes the following activities:

- initiates and develops contacts with foreign chambers of trade and economic organizations,
- informs on Poland's international trade turnover,
- introduces Polish goods into the international markets and undertakes efforts in order to promote Poland's foreign trade,
- organizes Polish economic displays abroad,
- issues certificates of origin for Polish export goods and authorizes invoices and other documents required for handling foreign turnover,
- appoints the Chamber's foreign trade specialists and informs customers about available experts in different branches,
- carries out publishing and educational activity in the field of international trade by editing books, leaflets, periodicals and by organizing lectures and training courses, both in Poland and abroad.

COURT OF ARBITRATION AT THE  
POLISH CHAMBER OF FOREIGN TRADE  
Trębacka 4  
P. O. Box 361  
00-950 Warszawa  
Phone: 27-47-54  
Telex: 814361 pihz pl  
Cables: Polchamber Warszawa

The Court arbitrates in disputes between Polish and foreign trading parties.

PATENT ATTORNEY OFFICE WITH THE  
POLISH CHAMBER OF FOREIGN TRADE  
Koszykown 6a  
P. O..Box 168  
00-950 Warszawa  
Phone: 29-64-69  
29-60-85  
Telex: 814361 pihz pl  
Cables: Patpol Warszawa

The patent attorneys represent foreign persons and firms at the Polish Patent Office in matters of protection of industrial property.

APPENDIX C

POLISH GOVERNMENT OFFICES IN CANADA

1. Embassy of the Polish People's Republic  
443 Daly Avenue,  
Ottawa K1N 6H3  
Telephone: (613) 236-0468
  
- 2 Polish Trade Commission  
1500 Stanley Street, Suite 315  
Montréal 110, Quebec  
Telephone: (513) 849-8667
  
3. Branch office of the Polish Trade Commission  
506 Huron Street,  
Toronto, Ontario,  
M5R 2R3  
Telephone: (416) 920-6200

We recommend that all companies who intend to export or import from Poland consult the Polish Trade Commissioner in Montréal. He will have information about the representatives of Polish Foreign Trade Corporations in Canada and may arrange contact with the authorized exporter or importer.



APPENDIX D

USEFUL CANADIAN ADDRESSES

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

FREDERICTON, N.B. E3B 1A8  
Eastern Canada Building  
212 Queen Street.

Director - F. Grimmer  
New Brunswick and Prince Edward Island Regions  
Telex: 014-46140  
Phone: (504) 454-9707

HALIFAX, Nova Scotia B3J 1N9  
Suite 1124, Duke Tower  
5251 Duke Street, Scotia Square

Director - C. P. McPherson  
Nova Scotia Region  
Telex: 019-21829  
Phone: (902) 426-3851

MONTREAL, Quebec, H4Z 1J5  
Room 2124, Place Victoria  
P. O. Box 257, Tour de la Bourse

Director - Mr. Paul M. Audette  
Quebec Region  
Telex: 012-0280  
Phone: (514) 283-6254

TORONTO, Ontario M5L 1G1  
P. O. Box 325  
Commerce Court West, 51st floor.

Director - L. D. Robinson  
Ontario Region,  
Telex: 022-1691  
Phone: (416) 369-3711

WINNIPEG, Manitoba R3C 0A5  
Suite 1104, Royal Bank Building,  
220 Portage Avenue

Director - G. A. Gillespie  
Manitoba Region  
Telex: 075-7624  
Phone: (204) 985-2381

REGINA, Saskatchewan S4P 2Y8  
980-2002 Victoria Avenue  
Avord Tower

Director - G. A. Cooper  
Saskatchewan Region  
Telex: 071-2745  
Phone: (306) 525-9814

EDMONTON, Alberta T5J 2W8  
500 MacDonald Place  
9939 Jasper Avenue

Director - W. MacKenzie Hall  
Alberta and Northwest Territories Regions  
Telex: 037-2762  
Phone: (403) 425-6330

VANCOUVER, B.C. V7X 1K8  
P. O. Box 49178  
Suite 2743, Bentall Centre, Tower III  
595 Burrard Street,

Director - J. F. Murray  
British Columbia and Yukon Regions  
Telex: 04-51191  
Phone: (604) 666-1434

ST. JOHN'S, Newfoundland A1C 1A9  
210 Water Street

Director - F.A.D. Blair  
Newfoundland Region  
Telex: 016-4749  
Phone: (709) 722-6074

QUEBEC, Quebec G1R 2B5  
Suite 620  
2 Place, Quebec

Director - Gilles P. Morin  
Quebec City Office  
Telex: 011-3312  
Phone: (418) 694-4726

3. Export Development Corporation  
110 O'Connor Street,  
Ottawa, Ontario

...end

DATE DUE - DATE DE RETOUR

~~JUL 20 1990~~

INDUSTRY CANADA/INDUSTRIE CANADA



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