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INFORMATION FOR CANADIAN BUSINESSMEN

# HUNGARY

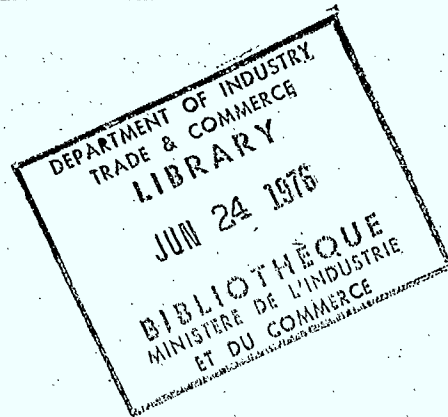
HUNGARY

Information for Canadian Businessmen

*Canada*  
Department of  
Industry, Trade & Commerce ]

September  
1975

HUNGARIAN PEOPLE'S REPUBLIC



Canadian businessmen intending to approach Foreign Trading Companies or to visit Hungary are requested to contact the Commercial Secretary at the address below for guidance:

Commercial Division  
Canadian Embassy  
Budakeszi ut 55/D Building P/8  
1021 Budapest, Hungary

Telephone: 365-728, 365-738, 165-858  
Telex: 22-4588 (CANADA H)

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## GENERAL INFORMATION

### Brief History

Although present day Hungary was a province of the Roman Empire known as Pannonia, the country's history is normally thought to begin in 895 AD when Magyars, the ancestors of today's Hungarians, conquered the Carpathian basin. They raided throughout western Europe and were identified with the fearsome Huns. Eventually they began to suffer defeats and realized they would have to adopt European ways, including religion. King Stephen I. (997-1038) accomplished the conversion of his people to Christianity and his kingdom was recognized as legitimate by the Pope.

The country was overrun by the Mongols in 1241 but soon reasserted itself. This was followed by the Turks who progressively occupied great areas of Hungary and were only finally expelled in 1699. Hungary then fell under the domination of the Habsburgs and was incorporated into their Empire ruled from Vienna. After many uprisings, Hungary was given semi-independence in 1867 with the establishment of the Austro-Hungarian Dual Monarchy. As such it was one of the "Central Powers" of World War I. In defeat great areas of Hungary were ceded to Yugoslavia, Romania and Czechoslovakia.

A Hungarian Soviet Republic was established in 1919 but this was shortlived and a conservative government with Admiral Horthy as regent ruled until 1944. This government entered into alliances with the Axis Powers but when Hungary's faithfulness was called into question the Germans occupied the country. The Germans were expelled in 1945 by the advancing Soviet Army.

In the peace treaty, territory was again ceded to Hungary's neighbours and within three years the Communist Party has secured its domination of the political structure. In 1956 an uprising took place which is invariably referred to as the "Counter-Revolution" in official histories. Units of the USSR Army entered Hungarian territory and the Communist Party retained political control.

In 1968 the "New Economic Mechanism" was introduced which is considered by many observers to be the most dramatic attempt by a Warsaw Pact country to move away from the concept of central planning and to allow economic decisions to be taken on the basis of prices and other economic incentives.

### Area and Geographic Features

Hungary is situated in the heart of Europe, along the central reaches of the Danube. It is in the middle of the Carpathian Basin, surrounded by the Alps, the Carpathians, and the Dinaric Alps of the Balkan Peninsula.

Hungary is a landlocked country surrounded by Austria, Czechoslovakia, the Soviet Union, Romania, and Yugoslavia. Most of the country is a plain no more than 200 meters above sea level, only two percent of the territory is above 400 metres and can be considered mountainous.

The mountains form a more-or-less continuous chain running from the south-west to the north-east.

The Danube is the most important river and carries significant traffic. The other significant river is the Tisza in Eastern Hungary which irrigates the Great Hungarian Plain. Lake Balaton is the largest lake in central Europe.

The country has an area of 93,030 square kilometers which makes it slightly larger than Lake Superior. It extends 270 km from North to South and 530 km from East to West.

### Population and population centres

At the end of 1973 the population of Hungary was estimated to be 10,427,000. Of these 2,049,000 lived in the capital, Budapest.

Other important cities are: Miskolc (194,000), Debrecen (117,000), Szeged (165,000), Pécs (159,000), and Győr (113,000).

### Climate

Hungary has what could be called a warm temperate climate. East European, West European and Mediterranean climatic regions meet in Hungary. The Carpathian mountains provide protection against the extreme influences from the north and east.

The most notable feature is the great amount of sunshine (1700 to 2100 hours per year). There is a little snow. Even in the mountains snow cover lasts for only 60 to 90 days.

### Clothing

Clothing worn in Southern Ontario is adequate.



### Health

No special precautions are necessary and no inoculations are required.

### Religion

Religion is tolerated. The Roman Catholic church is by far the largest but there is also a large Calvinist Church. Other Protestant groups and Jewish synagogues are also active.

### Language

The Magyar or Hungarian language is the official tongue. It is a Finno-Ugrian language related only to Finnish, Estonian and the languages of some small nationalities in the Soviet Union. Because the Magyars have been separated from these other groups for well over a thousand years, only specialists in comparative linguistics can detect these distant connections. The basic Magyar language has absorbed many words derived from Turkish, Slavonic, Romance and Teutonic languages.

German is still the most common second language and is widely spoken. English is well known, and some people also speak French and Russian.

### Official Public Holidays

New Year's Day	January 1
Easter Monday	varies
Liberation Day	April 4
Labour Day	May 1
Constitution Day	August 20
October Revolution Anniversary	November 7
Christmas	December 25
Boxing Day	December 26

If a holiday falls on Tuesday or Friday, the days of the week are normally changed around in a complicated fashion to provide long weekends.

### Hours of Business

Many companies do work on Saturdays but visitors should not expect to receive appointments on Saturday unless this has been clearly arranged in advance. Many offices and businesses deliberately try to arrange their appointments for the morning exclusively. All appointments should be arranged in advance. Normal office hours are 0800 to 1600 hours.

Food shops are open from 0600 or 0700 to 1700 or 1900.  
Department stores are open from 1000 to 1800 although some stay open later in large centres.

Most shops close early Saturday (by 1500 for most shops and 1700 for food stores) and virtually all stores are closed on Sundays.

The Canadian Embassy is open from 0800 to 1600 Monday to Friday.

### Interpreter and Translation Services

Interpreters can be hired through tourist agencies.

The largest agency is:

IBUSZ

Budapest V.,

Felszabadulás tér 5

Phone: 180-860

Interpreters are not generally qualified to perform official or technical translation services.

The foreign trade corporations are invariably able to provide their own translators if this should prove necessary. They can usually also produce literature describing their products in English and can receive sales literature in English or other (especially German) languages.

### Weights and Measures

Hungary uses the metric system. In food shops it is the custom to use decagram (10 g) and kilogram as standard units.

In land measurement there are two traditional units which are occasionally still encountered. These are: the square fathom (négyyszögöl) equal to 3,6 square metres, and the cadastral yoke (hold) equal to 1600 square fathoms or 0,57 hectares.

### Electrical Supply

Power is supplied for domestic and commercial use at 220 volts 50 Hz. As elsewhere, power is used at higher voltages in industrial plants: 380 volt - 3 phase 50 Hz is common.

## B. TRAVEL

### Passports and Visas

All visitors to Hungary require a valid passport and visa. Visas may be obtained in Canada through the Hungarian Embassy in Ottawa and the Trade Commission Offices in Montreal and Toronto. Two photographs are required along with the visa applications.

While it is always more convenient to obtain visas in advance, visas can be received on arrival by car, by air, and by hydrofoil. Note that visas must be obtained in advance in the case of entry by train.

The visa application form is in three copies. One is retained by the Hungarian Embassy, Consulate or Trade Commission issuing the visa. The other two are returned with the visaed passport. One of these will be kept by the immigration official on arrival in Hungary. The other is to be presented at the time of departure.

To obtain the visa it will normally be necessary to purchase a "forint order" amounting to 150 Forints for each day of the intended stay in Hungary. Visitors who have been invited by Hungarian authorities are not subject to this requirement.

Vouchers for accomodation arranged for the stay in Hungary may be substituted for the purchase of forint orders.

### Health Regulations

Visitors from infected areas have to produce a vaccination certificate. Normally this would mean that travellers coming from Canada directly or by way of Western Europe require no health documentation.

### Special Regulations

Foreign visitors are required to register with the police on arrival and notify them of subsequent changes of address. This is done automatically by hotel managements and it is the reason that the reception desk takes the passport (and the remaining copy of the visa application) overnight.

### Currency

The unit currency is the Forint which is divided into 100 filler. The currency in circulation is:

Notes: 10, 20, 50, 100, and 500 Forints

Coins: 10, 20, and 50 filler and 1, 2, 5, and 10 Forints.

At the time of writing the exchange rate for tourist is 20,67 Forints to the Canadian dollar. These rates are changed periodically by the Hungarian National Bank. (Tourist rates do not apply to foreign trade transactions which are the rates used in Hungarian statistical publications).

Currency may be exchanged at travel bureaux, hotels, stations, border crossing stations, and at the branches of the Magyar Nemzeti Bank (Hungarian National Bank) and the OTP (National Savings Office). These exchange bureaux will also change forint vouchers into cash. Visitors are advised to keep copies of the exchange statements issued by these institutions.

There are some shops which deal exclusively in convertible currency. Items of interest to tourists are sometimes (but not always) cheaper in these shops. Many international credit cards are also accepted in shops and restaurants frequented by foreign visitors.

Your credit card company may be able to supply detailed information about your card's acceptability.

### Currency Regulations

Visitors are allowed to bring only 400 Forints of Hungarian currency into Hungary. This is to be notes no larger than 100 Forints. A visitor may similarly only take 400 Forints out of Hungary.

Visitors with Forints left over may change them back into foreign currency but only on presentation of the receipts issued by authorized exchange bureaux as listed above.

### Customs Regulations

Generally speaking goods for personal use are allowed into Hungary duty-free. Such items include:

- 250 cigarettes, 50 cigars or 250 grams of tobacco
- two litres of wine
- one litre of spirits
- once a year, various gifts to a maximum values of 400 Forints.

Items for personal use can be sold or given away as presents only after the payment of customs duty (except in the case of the once a year exemption for gifts). Therefore it is advisable to declare to customs officials at the point of entry those objects of value (over \$200.) which will enter and be taken out again.

All guns require special documents to enter Hungary. Special permits are required for the export of objects of precious metal, and art objects.

These regulations do not apply to Intertourist and Konsumtourist shop purchases.

#### Clearance facilities 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 Corporations while the visitor is in Budapest, the latter's receipt should be attached to the Customs list and produced for Customs at the point of exit.

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

#### Air and Rail Services

There are no direct flights from Canada to Budapest but the city is served by most European airlines and there are connections to most European and Middle East cities.

There are train connections daily to Vienna and also to most centres in Eastern Europe.

In the summer there is a hydrofoil service between Vienna and Budapest along the Danube.

Voyages outside Hungary must be paid in convertible currency. Normally only internal travel may be paid for in forints.

### Travel in Hungary

Canadians with valid passports and visas are allowed to travel freely throughout Hungary, but visits to factories should be arranged well in advance. In order to obtain a permit for a foreigner to visit a factory, personal data must be submitted at least two full days before the date of the intended visit.

To avoid problems in arranging factory visits it would be a good idea to routinely forward your personal data to whoever is in charge of setting up your program. (This might be the Hungarian Chamber of Commerce, a Hungarian Foreign Trade Company, or the Canadian Embassy in Budapest.)

The information should include: your full name, the name of your company and your title, your parent's names including mother's maiden name, your date and place of birth, your passport number and your citizenship status. In spite of the volume of information required this permit system seems to be largely a formality; in other words, as long as the data is submitted, the permit seems to be granted.

Within Hungary there is no domestic air service but there are frequent buses and trains to virtually all towns. The highway system is good, and although there is only one controlled-access multi-lane road, traffic is not congested. Rental cars with chauffeurs are available from various tourist agencies. In Budapest there is a good public transport system of subway, buses and trams and taxis can usually be found at taxi stands downtown. (Look for the sign "Taxi Allomás").

C. HOTELS, RESTAURANTS AND TIPPING

You should book your hotel in advance and, if you are considering coming to Hungary during the summer it is never too early to put in your request for a reservation. All the top hotels in Budapest are completely booked up during the Budapest International Fairs. (Spring Fair-last half of May, Autumn Fair-first half of September)

Visitors who arrive when hotels are full can be accommodated in tourist homes and private apartments through the offices of local tourism agencies. This type of accommodation is not usually of the level of comfort sought by travelling Canadian businessmen. The Commercial Division of the Canadian Embassy is prepared to assist but usually your best contact is your travel agent in Canada.

Hotels in Hungary are classified by level of luxury.

The highest ranked hotels in Budapest are, as listed below:

1.) Luxury class

Duna-Intercontinental

Budapest V., Apáczai Csere János u. 4

Phone: 128-000

Telex: 22-5277

2.) Class A-I.

Grand Hotel Margitsziget

Budapest XIII., Margitsziget

Phone: 111-000

Telex: 22-5463

Gellért Hotel

Budapest XI., Gellért tér 1.

Phone: 460-700

Telex: 22-4363

Royal Hotel

Budapest VI., Lenin krt. 43-49

Phone: 421-120

Telex: 22-4463

3.) Class A-II

Astoria Hotel

Budapest V., Kossuth Lajos u. 19

Phone: 183-855

Telex: 22-4205

Béke Hotel

Budapest VI., Lenin krt. 97  
Phone: 123-530  
Telex: 22-5478

Budapest Hotel

Budapest II., Szilágyi Erzsébet fasor 49  
Phone: 153-230  
Telex: 22-5125

Ifjúság Hotel

Budapest II., Zivatar u. 1  
Phone: 154-260  
Telex: 22-5102

Palace Hotel

Budapest VIII., Rákóczi ut 43  
Phone: 136-000  
Telex: 22-4217

Sport Hotel

Budapest XI., Tas Vezér ut 7-11  
Phone: 260-600  
Telex: 22-4647

Szabadság Hotel

Budapest VII., Rákóczi ut 90  
Phone: 229-050  
Telex: 22-4987

Volga Hotel

Budapest XIII., Váci ut 29  
Phone: 290-200  
Telex: 22-5120

Vörös Csillag Hotel

Budapest XII., Rege u. 21  
Phone: 166-404  
No telex



The only hotel in Budapest belonging to the de luxe (5 stars) category at present is Duna Intercontinental. The price of a room varies between 540 and 840 Forints depending on its quality and the season. The price of a suite is 1500 Forints. In the summer 1976 a second de luxe category hotel will be opened, the HILTON on the Buda or west side of Danube, on the top of the Castle Hill.

In hotels classified as A-I the price of rooms varies between 160 and 830 Forints, the lowest price limit given is for a single room without bath, off season, while the highest price is charged for a twin bed room, with bath-room during the main season. Prices of suites vary between 950 and 1340 Forints.

In hotels classified as A-II the price of rooms varies between 160 and 590 Forints and that of suites between 610 and 850 Forints. All prices include breakfast but they are subject to changes.

Main season is between May and September while off-season is between October and April. The tourist exchange rate of convertible currency is also subject to changes so current values have to be considered. (Figures are obtainable either at the Hungarian National Bank or at the National Savings Bank. Additionally, all main Travellers' Bureaux have the list of valid exchange rates).

Meals (except breakfast in some cases) are not included in the price of the room. All of the hotels listed have dining rooms of good standard. Prices of meals vary widely with the class of the hotel.

### Restaurants

There are many good restaurants and cafés in Budapest where both international cuisine and Hungarian specialities are served. Some of the best known are:

#### Fortuna

Budapest I., Hess A. tér 5  
Phone: 161-411

Gypsy music, international  
cuisine and local specialities

#### Alabárdos

Budapest I., Országház u. 2  
Phone: 160-828

Solo guitar, cuisine as  
Fortuna

#### Mátyás Pince

Budapest V., Március 15. tér 8  
Phone: 186-442

Gypsy music, mainly Hungarian  
specialities

Vasmacska

Budapest III., Laktanya u 3/5  
Phone: 887-123

Some way from the centre of Budapest. Gypsy music, international cuisine.

Citadella

Budapest XI., Gellérthegy  
Phone: 451-362

Gypsy music, Hungarian specialities

Gundel

Budapest XIV., Allatkerti ut 2  
Phone: 221-002

Open air in the summer. Used mainly for lunch (no music), international cuisine

Hungaria

Budapest VII., Lenin krt. 9/11  
Phone: 221-648

International cuisine, also has a dance bar attached to the restaurant

All hotels have adequate restaurants and most have dance bars and night clubs.

Other night clubs include:

Fisherman's Bastion

Budapest I., Szentháromság tér  
Phone: 160-363

Corner tower of the Castle; dancing and a floor show

Casanova

Budapest I., Batthyányi tér 4  
Phone: 351-113

Small and dark; dancing and short show

Moulin Rouge

Budapest VI., Nagymezo u. 17  
Phone: 111-847

Large night club with a long varied show

Maxim

Budapest VII., Akácfa u. 1/3  
Phone: 421-927

Same as Moulin Rouge

Pipacs

Budapest V., Aranykéz u. 4  
Phone: 186-453

Dancing and show

Few night clubs charge admission but most have a cover charge. Most of the popular drinks are served but imported drinks (Scotch, gin or cognac) are expensive.

German, English and/or French are usually spoken.

Tipping

Restaurant:	10% of the bill
Night clubs:	10-15% of the bill
Porterage:	Fts. 5-10
Cloak room attendants:	Fts. 2-4
Taxi drivers:	10-15% of the bill
Cinema usherettes:	No tip is necessary
Hairdressers:	15-20% of the bill

D. TRADE AND ECONOMIC INFORMATION

General

The Hungarian economy is a socialist planned economy characterized by the socialist-owned fundamental means of production e.g. machinery, plants, equipment and buildings, vehicles for transportation, the overwhelming part of the agriculturally cultivated area, etc. All these are owned by the state enterprises or cooperatives. The national economic plans form the basis for the development of the economy and the economic processes on macro level (production, distribution and accumulation).

Planning is based primarily on medium-term (in general five-year) plans that outline the principal objectives of economic policy for the period in question. In addition to these medium-term plans, so called long-term (10-15 year) plans concerning long-range tasks and short-term (1 year) plans setting out the most important concrete tasks are also elaborated, to be approved by the government.

Foreign Trade

Foreign Trade activities can only be carried on by companies authorized to do so by their deed of foundation. Upon the recommendation of the organ founding the company, the Minister of Foreign Trade may grant licence to include foreign trade activity in the functions of the company.

At present, some of the enterprises carry on foreign trade activity with the help of their own foreign trading organization. Others have found it more economical not to create a professional trading apparatus within their own mechanism, but to entrust a specialized foreign trading company with the sale of their products on foreign markets. Accordingly, part of the foreign commerce is handled by these specialized foreign trading enterprises, (see Appendix A) while the rest is discharged by manufacturing and commercial enterprises vested with foreign trading rights (their number is changing).

Canadian firms that have no business contact as yet in Hungary may address their offers or their demands for offers either to the appropriate Hungarian foreign trading company, or may approach the Hungarian Chamber of Commerce for business partners. Naturally at any time whether the correct Trading Company is known or not you can also turn for information to the Commercial Division of the Canadian Embassy in Budapest.

It would be wise to provide the Commercial Division with a copy of your correspondence at all times in order to allow follow-up.

Hungary boasts a particular tradition in international protection of industrial property. Hungary has been affiliated in nearly every universal convention of this type, thus affording a special protection to the industrial property (patent, know-how) of foreigners in Hungary.

At present Hungary maintains trade relations with some 130 nations; with most of these, government treaties regulate the trade, accounting and payments as well as co-operation in other field, such as transport, research or production.

Historically as now, some 90 per cent of Hungary's foreign trade is centred in Europe. In the last fifteen years the share of socialist (COMECON) countries in Hungary's international trade has been around 70 per cent, that of non-socialist (Western) countries - around 30 per cent.

Canadian-Hungarian trade is conducted under the terms of a five-year trade agreement which came into effect in 1972. In accordance with that agreement Hungary and Canada give Most Favoured Nation tariff treatment to goods coming from the other country. Also the agreement provides for regular consultations between the Hungarian and Canadian authorities to discuss progress in increasing trade between the two countries.

Despite its modest population and distance from Hungary, Canada is a significant source of foreign exchange earnings for Hungary. This was not always the case. In the mid-sixties Canadian sales of grains were sizeable while Hungarian sales of all types were small. In the sixties the Hungarian government established an embassy in Canada and began to promote Hungarian products extensively. Now there are two Hungarian trade offices, in Montreal and Toronto. Hungarian officials have indicated their desire to increase sales of capital goods and reduce the concentration of their exports in

consumer goods. Canadian exports to Hungary are too heavily concentrated in raw materials; Canadian officials would like to see a higher proportion of manufactured items among Hungarian imports.

The Trade promotion objectives of both sides are similar. Each wants to diversify the product content of exports without slowing down the rate of increase in total trade.

Based on Canadian statistics the Canadian-Hungarian trade is as shown below for the past five years;;

Year	Hungarian imports from Canada	Hungarian exports to Canada
1970	6,887	9,192
1971	4,554	7,230
1972	5,196	11,606
1973	7,531	13,275
1974	6,429	15,714

Values are expressed in thousands of Canadian dollars

#### Banking system

The central directing organ of the Hungarian financial and banking organization is the Ministry of Finance. The Minister of Finance is the supreme foreign exchange authority, concludes international financial agreements, and represents the Hungarian state concerning Hungarian property and interests abroad and the properties and interests of foreign states in Hungary. The Minister of Finance collaborates in the formulation of tariff policy and issues the regulations of customs procedure. In addition to the banks /National Bank of Hungary, Hungarian Foreign Trading Bank, State Development Bank, National Savings Bank/ the State Insurance Company and the Hungarian Customs Revenue Authority are also under the immediate direction of the Ministry of Finance.

A special position within the banking organization is occupied by the bank of issue or Central Bank, the National Bank of Hungary, which functions under the supervision of the Government which appoints its President. Its activities - owing to the wide network of its branches - covers the entire country.

The National Bank of Hungary takes part - as a member bank - in the activities of the International Bank of Co-operation, Moscow, a Comecon organization and is a shareholder of the Basle Bank for International Settlements. It owns the Central Wechsel- und Kreditbank A.G. in Vienna and the Hungarian International Bank H.I.B. in London, and has representatives in Paris and Zurich.

It corresponds with approximately 2,000 foreign banks.

In its capacity as the bank issue, the National Bank of Hungary

- maintains the stability of the Forint, sets the ratio between cash and other means of payments in circulation;
- is the only body entitled to issue notes and coins;
- takes care of the practical application of the principles of credit and interest policy approved by the government - partly in its own operations, and partly observing the rules and guiding principles applying to the credit - monetary and foreign exchange activities of other banks;
- accumulates and handles the stocks of gold and foreign exchange, determines the exchange rate - expressed in Forints - of the various foreign currencies.

As the central bank of the economy, the National Bank of Hungary

- a) extends short-, medium- and long-term credits;
- b) keeps accounts for the state, the state organizations and enterprises, the state institutions organized as enterprises, as well as for co-operatives and social organizations, and takes care of the payments among the latter.

In addition, the National Bank of Hungary is the foreign exchange authority with general jurisdiction, the central organ of the state monopoly of foreign exchange and of foreign exchange operations. In the sphere of foreign trade, the bank directly or indirectly purchases the foreign exchange which is the countervalue of exports, and sells foreign exchange for imports to those enterprises which have an import licence issued by the Ministry of Foreign Trade.

The National Bank of Hungary collaborates in principle in the regulation of export credits, and the acceptance of any credit of any nature from abroad is also subject to its prior permission.

The Hungarian Foreign Trade Bank has an important role in the financing of exports and imports. On the basis of its general authorization to act as a foreign exchange bank, it is entitled to carry out any banking operations connected with foreign countries and traveller's cheques, the keeping of foreign exchange accounts for foreign legal and natural persons.

The Commodity Department of the bank is also responsible for certain foreign trade transactions (e.g. international co-operation in production, barter deals, the importing of machinery and equipment for the purpose of additional exports, the establishment of subsidiaries abroad, etc.). For financing transactions of this nature it extends foreign exchange credits to Hungarian enterprises, and in certain cases it will also share the risks.

Under a new service established by the National Savings Bank (OTP), foreign nationals, under their own name, may open interest-bearing foreign exchange accounts in Hungary. The interest is paid in convertible currency.

The foreign exchange deposits are:

- secret, (the National Savings Bank gives out no information without consent of the holder of the account;)
- repayment is guaranteed by the State;
- the interest is tax-free;
- they are transferable by inheritance;
- they are freely disposable by the holders;

As a result the deposits may be converted into forints, withdrawn in foreign exchange, transferred to any country, or used by owner's order from abroad, for purchase in Hungary, for paying health insurance or car insurance (casco) premiums, life annuity and fees thereof coming due, etc.

- they bear interest in the currency of the deposit.

The rate of interest payable depends on the length of the period for which the deposit is made. At present:

- a) on deposits payable "on sight" made in US dollars, or Pounds Sterling, the annual rate of interest is 4 per cent; on deposits in other foreign currencies 1,5 per cent;
- b) for periods of 3, 6 or 12 months the interest rates grow proportionately; for three months they are 0,5 per cent higher for 6 months 1 per cent, and for 12 months, 1,5 per cent higher than on "on sight" deposits.

No commission is charged by the National Savings Bank for the administration of foreign exchange deposits; the only costs to be refunded are those incurred with the transfer of money to foreign banks and/or the costs of postage stamps in correspondence. No fee is charged on withdrawals and transfers within Hungary.

Deposits may be transferred to the National Savings Bank by cheque or deposited personally. In the former case the sum is recorded on receipt of the funds.

Deposits should be made payable to the BUDAPEST, I., Alagut utca 3. branch of the National Savings Bank personally or through the banking institutions abroad, doing business with the National Savings Bank.

The following banks keep accounts for the National Savings Bank of Hungary abroad:

Bank	Office	No. of account
Dresdner Bank AG, DM account	Dusseldorf	8.178.835
Schweizerische Bankgesellschaft	Zurich	
US Dollar account		68.528.71 J
Swiss Francs account		68.528.05 Y
Midland Bank Ltd, £ account	London	260.830
Banco di Roma, Lit. account	Rome	908.900
Société Générale, FF account	Paris	064-7006
Société Générale de Banque	Bruxelles	
Bfr account		2804/30
Algemeene Bank Nederland NV.	Rotterdam	
Hfl account		50.06.19670
Spaarbank voor de Stad Amsterdam	Amsterdam	
Hf account		830.279-105
Deutsche Bank A.G. DM account	Frankfurt/ Main	
	Munchen	949/6506
Städtische Sparkasse, Munchen	Munchen	
DM account		300.111
Stockholms Spparbank, Skr account	Stockholm	058-01-491
The Chase Manhattan Bank	New York	
US \$ account		001-1-388.782
Bank of Montreal, Can \$ account	Montreal	-
Central Wechsel- und Kreditbank	Wien	
Sch. account		109960

For more information please contact: National Savings Bank, Foreign Exchange Dept. (H-1051 Budapest V., Munnich F. u. 16. Phone: 127-340) and its branch (H-1013 Budapest, Alagut u.3., Phone: 354-959)

### Commercial Customs Tariff

The Hungarian Commercial Customs Tariff is based on the Brussels Nomenclature although the Hungarian People's Republic has not yet adhered to the Nomenclature Conception established by the Brussels Customs Co-operation Council. Hungary is a member of the GATT.

The Commercial Customs Tariff includes about 2500 tariff headings and sub-headings. It consists of three columns which contain the tariff rates.

- The tariff rates of Column I are applied to the customs clearance of goods originating from developing countries which enjoy preferential tariff in Hungary. Preferential rates have been fixed for about 600 headings (or sub-headings). At present the goods of 61 countries are accorded preferential tariffs by Hungary.



-The tariff rates contained in Column II are applied to the customs clearance of goods originating from countries with which trade is conducted according to the Most-Favoured-Nation clause. The rates of this column are applied to the goods of 99 countries on the basis of international agreement and reciprocity. More than 90 per cent of Hungarian imports come from these countries, including Canada.

-The tariff rates of Column III are applied to the commodities of countries which do not accord Most-Favoured-Nation treatment to Hungarian goods, including the USA.

The average level of tariff rates laid down in Column II of the Commercial Customs Tariff is approximately 30 per cent. The rates fixed for raw materials range between 0 to 5 per cent, for semi-manufactures between 5-20 per cent, for finished products and consumer goods between 40-50 per cent. Customs duties need not, however, concern the Canadian exporter as they are the responsibility of the importing foreign trade organization. They do not necessarily influence the buyer's interest in the product or the resale price within Hungary. In addition, customs duties will be entirely waived for the import of certain goods for specified purposes.

To establish the origin of a product in the Hungarian People's Republic the following is taken into consideration: which is the country where the dutiable goods have been produced, or which is the country where they underwent substantial processing. It is considered substantial processing if as a result the raw material becomes a semi-finished or finished product or a semi-finished product becomes a finished product the value of which, as a result of processing, increases by more than 50 per cent.

The basis of duty assessed in accordance with the rates of the Commercial Customs Tariff is the customs value of the goods, which comprises the total amount of the foreign purchase price of the goods as well as all cost to be borne in connection with the goods up to the Hungarian border (transport, insurance, packing, commission, etc.). The value for customs purposes must be certified by customs invoice.

#### Customs clearance of goods imported by foreign trade

Goods can be cleared for home consumption, in temporary admission or they can be warehoused.

### Customs clearance for home consumption

Dutiable goods which are to be freely disposed of from the customs point of view in the territory of the Hungarian People's Republic must be cleared for home consumption.

Customs clearance can be requested by the consignee of the goods or agent (usually the foreign trade company) by presenting the customs declaration to the competent customs office. The customs office carries out the customs inspection of the goods and levies the duty. Duty is paid by the person who has the goods cleared.

### Temporary admission

Goods imported with the undertaking of an obligation to be returned abroad, can be cleared according to the procedure of temporary admission. Goods falling under Class XV to XVIII of the Commercial Customs Tariff which are introduced with the undertaking to be incorporated or mounted in an export product, can also be cleared in temporary admission, provided these goods are individually identifiable. Goods imported in temporary admission must be reforwarded abroad within the time-limit fixed by customs regulation, which cannot exceed 12 months.

### Warehousing

Goods which after importing, are not cleared for home consumption or according to the procedure of temporary admission, must be put in warehouse. Goods can be warehoused in bonded warehouse, in the warehouse of the carrier, in the warehouse of a company or in a consignment depository.

There are free facilities at Budapest and provision for the loading, unloading or trans-shipping of barges and small sea-going vessels. A transit warehouse with refrigerated and air-conditioning facilities is also available at: MAHART National and Free Port, Budapest XXI., Kikotoi Fout 1. Csepel 1. Box 95.

## E. METHODS OF DOING BUSINESS

### General

The State has a monopoly of all external trade which is conducted mainly through the Foreign Trading Companies. In addition, the larger manufacturing Enterprises have also been authorised to import and export on their own account. Increasing numbers of Enterprises are being granted this right and up-to-date lists of the Foreign Trading Companies and Enterprises are available from Importers Lists Section, Export Services and Promotions Division, DTI.

The new economic mechanism (NEM) introduced in January 1968 made provision for manufacturing Enterprises to become, in many respects, autonomous. At the same time, various financial controls and incentives were introduced which affect the size of the profit-sharing fund retained by the Enterprise. The practical effect of this is that more decisions relating to imports are taken at the Enterprise level. It is, therefore, essential for the exporters to engage in deeper market research than hitherto and approach Enterprises as well as the Foreign Trading Companies.

### Market prospects

A large proportion of Hungary's imports come from CMEA\* countries. The main competition from other Western countries comes from the Federal Republic of Germany, Italy, Austria, France and Scandinavian Countries. Products with the best marketing prospects are those which Hungary cannot obtain from her East European partners.

Hungary is also keen to enter into industrial co-operation arrangements with manufacturing and research concerns from both East and West. In addition, decree no. 28/1972 opened the way for the establishment in Hungary of joint equity companies in partnership with Hungarian firms.

Consumer and luxury goods are difficult to market, although imports of these goods have risen rapidly under the new economic mechanism.

\* CMEA = Council of Mutual Economic Assistance

## Representatives Agencies in Hungary

Hungarian citizens are not permitted to act for foreign firms. The Ministry of Foreign Trade established commercial agencies (see Appendix B) that act in the form of limited companies or limited liability companies representing at present more than 400 western firms.

The foreign companies decide themselves which of the enumerated agencies they entrust, against a certain per cent of commission with their exclusive representation in Hungary. The agencies do not specialize in a certain trade or branch, but cannot represent at the same time competing firms or goods.

The agencies - in accordance with international practice - represent the interests of their principals and act as middlemen, but do not conclude business on their own account. They provide their principals with important and regular information concerning the requirements and demands of the Hungarian market, and the competitiveness of the products and services in question.

The agencies also forward to their principals, information on the basis of which the foreign company may expand its sales in Hungary through the placing of patents or know-how at the disposal of their partners.

The agencies also seek opportunities for the establishment of co-operation between the foreign principal and some Hungarian enterprises in industrial production, or in certain markets.

The agencies can establish or maintain - on order - consignment stores and sample stores.

## Correspondence and Trade Literature

While it should preferably be in Hungarian, German is widely understood, particularly at state enterprise levels. English can suffice, and French is understood occasionally.

All correspondence must be by air-mail, and when forwarding trade brochures or product data sheets, several copies should be sent. Weights and measures should be in the metric system.

## Price Quotations

Hungarian currency (Forint) is not employed in external transaction and quotations should be in Canadian or USA dollars both F.O.B. and C.I.F. European port.

### Terms of payment

Credits are often sought and if granted, the guarantee of the Hungarian National Bank is advisable. Most business is done on a straight commercial basis but because of a foreign exchange shortage, Hungarian trading companies often propose barter, compensation or switch deals.

### Patents and Trade Marks

Manufacturers and traders are advised to patent their inventions and register their trade marks with Patent Bureau Danubia, Budapest V., József nádor tér 10, Hungary. This should be made through a patent or trade mark agent either in Canada or Hungary. Two State owned organisations, Licencia and Novex (see their mailing address and activity in Appendix A) deal with the Commercial exploitation of inventions by the purchase and sale of patents, know-how, and manufacturing licences.

Hungary subscribes to the International Convention for the Protection of Industrial Property and also to the Madrid Arrangements for the international registration of trade marks.

Patents Application for a patent may be made by the inventor or by his assignee, whether an individual, firm or corporation. Prior to the filing date (or the Convention date) of the application, the invention must not have received sufficient publicity in Hungary to enable it to be put into practice. Patents are granted for the term of 20 years from the date of application subject to the payment of annual renewal fees. If a patented invention is not worked in Hungary 3 years after the date on which the patent was granted, the patentee may be ordered to grant licences. Medicines, foodstuffs (except new plant varieties and animal breeds) and chemical products cannot be patented; the process by which they are manufactured however is patentable and the patent granted extends also to the products prepared directly by the said process.

Trade marks Goods and services may both be registered. The first applicant is entitled to registration and exclusive use of a mark but registration may be barred if the mark is identical, or so similar as to confuse to one held by a third party and well known in the country, even if it is unregistered. Registration lasts for 10 years and may be renewed for similar periods. It may be cancelled if the mark is not used for 5 years. Application for renewal must be made not earlier than 12 months before, and not later than 6 months after the expiration of the previous period.

### Advertising

All advertising has to be arranged through the state enterprises as follows:

HUNGEXPO, Advertising Agency  
Magyar Hirdeto - Advertising  
OMKDK - Technoinform  
Produktinform - KGM MTTI  
(see their activity and mailing addresses in Appendix A).

Advertising can be arranged in various technical journals, daily press, radio, TV, cinema and posters.

### Fairs and Exhibitions

Undoubtedly the most important trade exhibition in Hungary is the Budapest International Fair. Since 1974 it has been held twice a year, as a technical fair in May and as a consumer goods fair in September. The commodity groups which can be displayed at the Budapest International Spring Fair are capital goods and public utility equipment as broken down in the following list:

1. Precision engineering
2. Telecommunication, Office machinery and computation techniques
3. Power generation, Electrical engineering
4. Metal-working, Metallurgy
5. Building industry, Air-conditioning
6. Transport, Material-handling
7. Light industry, Basic materials and machinery manufacture
8. Chemical industry, Mining

Throughout the year there are also a number of specialised exhibitions covering other sectors of industry as plastic, electronics, pollution control, etc. Those commodity groups displayed at the Budapest International Autumn Fair are consumer goods for private consumers and public utility purposes as broken down in the following list:

1. Clothing
2. Home Furnishings
3. Household Equipment
4. Food
5. Leisure time Products
6. Communication Products

More detailed information can be obtained from HUNGEXPO, Hungarian Trade Office for Fairs and Publicity (see in Appendix A).

These exhibitions and fairs provide useful opportunities for officials from state trading companies and end-users to see a firm's products. In addition, many valuable contacts can be established.

Individual firms and trade associations have also arranged exhibitions and symposia at the Federation of Scientific and Technical Societies. (see its mailing address in Appendix D) These are usually organised for an audience of experts and the Federation will only accept bookings from organisations which are in a position to deliver papers of a technical nature in a specific field, and covering the products exhibited.

### Recommendation for Canadian Exporters

- 1.) If you are going to sell to Hungary you should study this booklet and think about the method you hope to use to penetrate this different market. Your information should reach, if possible, end-user. It is suggested therefore to send 10 sets of your literature to the Commercial Division of the Embassy in Budapest who will distribute it to the appropriate trading firm as well as where possible directly to the eventually end-user for perusal.
- 2.) Your next step should be to offer your products directly to Hungarian organizations. If you wish to hire a commission agent, choose one of the commercial agencies. (see Appendix B) and contact them. If you wish to deal directly, send your offer to the Foreign Trade Company responsible for your product. The offer has to be as complete as possible i.e. giving your company's background, descriptive literature, samples, your products' sales history and informative prices F.O.B. Canadian port, or C.I.F. European port. In either case a copy of your correspondence should be sent to the Commercial Division of the Embassy in Budapest for information and follow-up.
- 3.) You can also contact the Hungarian Trade Commissioners in Montreal or Toronto (see Appendix C) who are foreign trade experts from various branches of Hungarian industry. They are responsible for Hungarian exports to Canada as well as for finding suitable items to be imported from Canada to Hungary. They are in a position to help you to screen your products and recommend the best way to offer them to Hungary.
- 4.) After receiving replies from Hungary you will be able to decide about possible further activity, i.e. a visit to Hungary, organization of a symposium or exhibition here, participation in trade fairs, etc.
- 5.) The Commercial Division of the Embassy assures you of its complete co-operation and hopes to see you in Budapest one day.

Appendix A

Hungarian Foreign Trade Companies (HFTC)

Index of Hungarian Foreign Trade Companies according to special branches

Heavy Industries - Mining

BVM

Concrete and Reinforced Concrete Works  
CEMENT- ÉS MÉSZMŰVEK, VÁC.....

CHEMOKOMPLEX

Hungarian Foreign Trading Company of  
Machines and Equipment for Chemical  
Industry .....

CSEPEL

Export General Contractors .....

ERBE

Hungarian Power Plant Investment Company

GANZ-MÁVAG

Locomotive and Railway, Carriage Manufactu-  
res, Mechanical Engineers .....

GEOMINCO

Geological and Mining Engineering Corpo-  
ration .....

KGYV

Metallurgical Engineering Corporation ..

KOMPLEX

Hungarian Trading Company for Factory  
Equipment .....

MAT

Hungarian Aluminium Corporation .....

METALIMPEX

Hungarian Trading Company for Steel and  
Metals .....

MINERALIMPEX

Hungarian Trading Company for Oils and  
Mining Products .....

NIKEX

Hungarian Trading Company for Products of  
Heavy Industry .....

RÁBA

Hungarian Railway Carriage and Machine  
Works .....

TATABÁNYA COAL MINES

Export Office .....

UNION OF QUARRIES .....



Engineering - Road vehicles - Ships

AGROTRÖSZT  
Trust for Agricultural Supply .....

CHEMOKOMPLEX  
Hungarian Trading Company of Machines and  
Equipment for the Chemical Industry.....

FERUNION  
Hungarian Trading Company for Technical  
Goods .....

HUNGARIAN SHIPYARDS AND CRANE FACTORY....

LAMPART  
FnameI Industry Works .....

LEHELEX  
Export Office of the Factory Hütőgépgyár  
MÁV  
The Board of Hungarian State Railways ..

MEGÉV  
Enterprise for Providing Agricultural  
Machine and Tractor Spare Part .....

MOGÜRT  
Hungarian Trading Company for Motor Ve-  
hicles .....

PANNONIA  
Export Company of the CSEPEL Steel and  
Metal Works .....

PRECISION FITTINGS FACTORY  
Finomszerelvénygyár .....

TECHNOIMPEX  
Hungarian Machine Industries Foreign  
Trade Company .....

Electrical Industry - Precision Engineering

BHG  
Budapest Telecommunication Factory .....

BRG  
Budapest Radio Engineering Factory .....

BUDAVOX  
Telecommunication Foreign Trading Co. Ltd.

ELEKTROIMPEX  
Hungarian Foreign Trading Company for Tele-  
communication and Precision Goods .....

ELEKTROMODUL  
Hungarian Trading Company for Electro-  
technical Components .....

EMV  
Electromechanical Enterprise .....

FMV  
Finommechanikai Vállalat .....

GAMMA WORKS .....  
GANZ ELECTRIC WORKS .....  
GANZ MEASURING INSTRUMENT WORKS .....  
IGV  
Factory for Office Machines and Mechanical Instruments .....  
LABOR INSTRUMENT WORKS .....  
MEDICOR WORKS .....  
METRIMPEX  
Hungarian Trading Company for Instruments .....  
MIGÉRT  
Instrument and Business Machine Sale Company .....  
MOM  
Hungarian OPTICAL Works .....  
MVMT  
Electricity of Hungary .....  
OFOTÉRT  
Optical and Photographic Materials ..  
OMKER  
Commercial Company for Medical Instruments .....  
ORION  
Radio and Electric Co. ....  
TERTA - TELEFONGYÁR  
Telephone Factory .....  
TRANSELEKTRO  
Hungarian Trading Company for Electrical Equipment and Supplies .....  
TUNGSRAM  
United Incandescent Lamp and Electrical Co. Ltd. ....  
VIDEOTON RT.  
Industrial Foreign Trading Company ...  
VILLÉRT  
Electrical and Installation Material Sales Company .....

Chemicals and Pharmaceuticals

CHEMOKOMPLEX  
Hungarian Trading Company of Machines and Equipment for the Chemical Industry  
CHEMOLIMPEX  
Hungarian Trading Company for Chemicals  
MAGNESITE INDUSTRY  
Works of Refractory Products .....  
MEDIMPEX  
Hungarian Trading Company for Pharmaceutical Products .....

TAURUS

Hungarian Rubber Works .....

Textiles - Clothing - Leather goods

BIVIMPEX

Trading Company of the Hungarian Tanneries

BUDAPRINT

Textile Printing Co. ....

HUNGAROTEX

Foreign Trading Company for Textiles .....

TANNIMPEX

Hungarian Foreign Trading Company for  
Hides, Leather and Furs .....

Arts - Crafts - Science - Culture

AKADIMPORT

Supply Service for Research of the Hun-  
garian Academy of Sciences .....

ARTEX

Hungarian Trading Company .....

CARTOGRAPHIA

Hungarian Company for Surveying and Mapping

DANUBIA

Patent Bureau .....

HUNGARIAN STATE MINT .....

HUNGARIAN STUDIO OF PUBLICITY PHOTOS .....

HUNGAROFILM

Enterprise for the Export and Import of  
Films .....

KULTURA

Hungarian Foreign Trading Company .....

LICENCIA

Hungarian Company for the Commercial  
Exploitation of Inventions .....

MTI PUBLISHING OFFICE .....

NOVEX

Foreign Trading Company Ltd. for Develop-  
ment and Commercialization of Inventions .

PHILATELIA HUNGARICA

Hungarian Trading Company for the Export-  
ation and Importation of Postage Stamps ..

TESCO

Organization for International Technical  
and Scientific Cooperation .....

Fuel - Agricultural Produce - Food

AGRARIA - BÁBOLNA

Foreign Trade Office of Statefarm Bábolna .....

AGRIMPEX

Hungarian Trading Company for Agricultural Products .....

HUNGARIA HOTEL AND RESTAURANT COMPANY ...

HUNGARIAN DEEPFREEZING INDUSTRY .....

HUNGAROFLOR

Export-Import Office of Ornamental Plants, Buds, Roses and Cut Flowers .....

HUNGAROFRUCT

Co-operative Society for the Export and Import of Fruit and Vegetables .....

LIGNIMPEX

Hungarian Trading Company for Timber, Paper and Fuel .....

MAVAD

Hungarian Cooperative Enterprise for Game Trading .....

MONIMPEX

Hungarian Foreign Trading Company .....

NÁDEX

Reed Farming Association .....

PANNONIA HOTEL AND CATERING COMPANY .....

TERIMPEX

Export and Import of Cattle and Agricultural Products .....

Miscellaneous

DATORG

Foreign Trade Data Processing and Organizing Co. Ltd. ....

HUNGAROCOOP

Hungarian Cooperative Foreign Trade Company .....

HUNGEXPO

Hungarian Foreign Trade office for Fairs and Publicity .....

INSTITUTE FOR ECONOMIC AND MARKET RESEARCH

INTERAG Co. Ltd. ....

INTERCOOPERATION

Co. Ltd. for Trade Promotion .....

INTRANSMASH

Material Handling, Designing Engineering

KONSUMEX

Foreign Trade Company .....

MAGYAR HIRDERŐ - ADVERTISING .....

MFRT

Quality Control Co. Ltd. ....  
OMKDK - TECHNOINFORM .....  
PRODUKTINFORM  
Institute for Technical and Scientific  
Information of the Ministry of Metallurgy  
and Machine Industry .....

Transport

GYSEV

Railway of Győr-Sopron-Ebenfurt .....

HUNGAROCAMION

International Road Transport Company .....

MAFRACHT

Hungarian Shipping Agency .....

MAHART

Hungarian Shipping Company Limited .....

MALEV

Hungarian Airlines .....

MASPED

Hungarian General Forwarding Enterprise .....

MÁV

The Board of the Hungarian State Railways .....

Appendix B

Commercial agencies of foreign companies

AGENTURA

Budapest V., Mérleg u. 2  
Letters: H-1368 Budapest, P.O.B. 187  
Phone: 187-699, 182-931, 181-705  
Telex: 22-5725  
Cables: Agentura-Budapest

"EUROCOM"

Foreign Trading Agency Limited  
Budapest XIV., Gyarmat u. 5/a  
Letters: H-1441 Budapest, P.O.B.67  
Phone: 636-623  
Telex: 22-6217 EUCOM H  
Cables: "EUROCOM" Budapest

HUNGAGENT LTD.

Budapest II., Lajos u. 11-15  
Letters: H-1374 Budapest, P.O.B.542  
Phone: 886-180  
Telex: 22-5426  
Cables: Hungagent-Budapest

HUNICOOP

Foreign Trade Office for Cooperation in the Engineering Industry  
Budapest VI., Népköztársaság utja 113  
Letters: H-1367 Budapest, P.O.B. 111  
Phone: 424-950  
Telex: 22-4435  
Cables: Hunicoop-Budapest  
Activity: Preparation of cooperation activity and purchasing of  
licences in the field of metallurgy and machine industry.

IMPORTTRADE

Budapest V., Petőfi tér 2  
Letters: H-1374 Budapest, P.O.B. 541  
Phone: 189-880, 187-743, 189-923, 180-975  
Telex: 22-4198, 22-4667  
Cables: Importtrade-Budapest

INDUSTRIA LTD.

Budapest VII., Akácfa utca 2/b  
Letters: H-1400 Budapest, P.O.B. 64  
Phone: 225-487  
Telex: 22-4364  
Cables: Industria-Budapest

Activity: Commercial representation of foreign firms:  
- technical consulting service  
- after sale service  
- market research for import-export and for commission work possibilities etc.

INTERAG

Budapest XIII., Rajk László u. 11  
Letters: H-1390 Budapest, P.O.B. 184  
Phone: 329-340, 329-560  
Telex: 22-4776  
Cables: Interag-Budapest

MERCATOR

Budapest XIV., Thököly ut 156  
Letters: H-1441 Budapest, P.O.B. 77  
Phone: 833-163, 833-177, 630-355  
Telex: 22-5046  
Cables: Mercator-Budapest

UNIVERSAL CO. LTD.

Budapest V., Felszabadulás tér 1.  
Phone: 181-821, 181-824, 188-368  
Letters: H-1364 Budapest, P.O.B. 54  
Telex: 22-5347 univ. h  
Cables: Universal-Budapest

ZENIT

Budapest V., Néphadsereg utja 12  
Letters: H-1367 Budapest, P.O.B. 17  
Phone: 128-807, 128-667  
Telex: 22-5335  
Cables: Zenit-Budapest

Appendix C

Hungarian Government Offices in Canada

1.) EMBASSY OF THE HUNGARIAN PEOPLE'S REPUBLIC

7 Delaware Avenue  
Ottawa, K2P 0Z2  
Telephone: 234-8316  
232-1711

2./ TRADE REPRESENTATION OF THE HUNGARIAN PEOPLE'S REPUBLIC

1350 Sherbrooke St. West, Suite 1510  
Telephone: 849-9261  
849-9262  
Cables: Hungexport  
Telex: 05-25162+  
Montreal Quebec  
H3G 1J1

3./ BRANCH OFFICE OF THE HUNGARIAN TRADE REPRESENTATION

102 Bloor St. West, Suite 850  
Telephone: 923-3596  
923-3697  
Cables: Hungexport  
Telex: 06-22551+  
Toronto Ontario  
M5S 1M8



Appendix D

Addresses of Hungarian Ministries, Offices, Organizations, Banks

Ministries

Ministry of Agriculture and Food

H-1860 Budapest  
V., Kossuth Lajos tér 11.  
Phone: 113-000

Ministry of Building and Urban Development

H-1370 Budapest P.O.B. 613  
V., Beloiannis u. 2/4  
Phone: 112-200

Ministry of Education

H-1884 Budapest  
V., Szalay u. 10/14  
Phone: 118-600

Ministry of Finance

H-1369 Budapest P.O.B. 481  
V., Jozsef nádor tér 2/4  
Phone: 182-660

Ministry of Foreign Affairs

H-1394 Budapest P.O.B. 423  
II., Bem rkp. 47  
Phone: 350-100

Ministry of Foreign Trade

H-1880 Budapest  
V., Hinvéd u. 13/15  
Phone: 119-050

Ministry of Health

H-1361 Budapest P.O.B. 1  
V., Akadémia u. 10  
Phone: 114-600

Ministry of Heavy Industry

H-1363 Budapest P.O.B. 35  
V., Marko u. 16  
Phone: 114-250

Ministry of Home Defence  
H-1885 Budapest  
V., Pálffy Gy. u. 7/11  
Phone: 114-200

Ministry of the Interior  
H-1903 Budapest  
V., Jozsef Attila u. 2/4  
Phone: 313-700

Ministry of Internal Trade  
H-1368 Budapest P.O.B. 371  
V., Vigado ú. 6  
Phone: 185-940

Ministry of Justice  
H-1363 Budapest P.O.B. 54  
V., Szalay u. 16  
Phone: 115-055

Ministry of Labour  
H-1370 Budapest P.O.B. 609  
V., Szabadság tér 15  
Phone: 121-820

Ministry of Light Industry  
H-1251 Budapest P.O.B. 20  
II., Fő u. 68  
Phone: 154-090

Ministry of Transport and Post  
H-1400 Budapest P.O.B. 87  
VII., Dob u. 75/81  
Phone: 220-220

Offices, Organizations

Hungarian Chamber of Commerce  
H-1389 Budapest P.O.B. 106  
Budapest V., Kossuth Lajos tér 6/8  
Phone: 314-155

Federation of Technical and Scientific Societies  
H-1055 Budapest  
Budapest V., Kossuth Lajos tér 6/8  
Phone: 113-250

State Office of Technical Development

H-1052 Budapest  
Budapest V., Martinelli tér 8  
Phone: 316-560

National Council of Consumers' Co-operative Societies

SZÖVOSZ

H-1054 Budapest  
Budapest V., Szabadság tér 14  
Phone: 112-800

National Council of Industrial Co-operatives

OKISZ

H-1052 Budapest  
Budapest V., Pesti Barnabás u. 6  
Phone: 188-800

State Board for Materials and Prices

H-1051 Budapest  
Budapest V., Guszev u. 23  
Phone: 113-650

National Water Authority

H-1011 Budapest  
Budapest I., Fő u. 48/50  
Phone: 151-031

Hungarian Central Statistical Office

H-1024 Budapest  
Budapest II., Keleti Károly u. 5/7  
Phone: 152-850

National Office of Inventions

H-1370 Budapest P.O.B. 552  
Budapest V., Garibaldi u. 2  
Phone: 313-300

Hungarian Academy of Sciences

H-1051 Budapest  
Budapest V., Rooseveltt tér 9  
Phone: 113-400

Institute for Cultural Relations

H-1051 Budapest  
Budapest V., Dorottya u. 8  
Phone: 183-890

Banks

MAGYAR NEMZETI BANK

NATIONAL BANK OF HUNGARY  
Budapest V., Szabadság tér 8/11  
Letters: H-1850 Budapest, 54  
Phone: 112-600 (10 lines)  
Cables: BANKO Budapest  
Telex foreign section: 22-5755  
(answer back: BANKO)  
Dealers: 22-4771  
(answer back: MAGAR)

Sphere of activities: all kinds of banking operations  
Correspondents: Central banks and leading international banks all  
over the world  
Branches: 101 in the provinces

MAGYAR Külkereskedelmi Bank Rt.

HUNGARIAN FOREIGN TRADE BANK LTD.  
Budapest V., Szent István tér 11  
Letters: H-1821 Budapest  
Phone: 414-390 (10 lines)  
Cables: EXTERBANK Budapest  
Telex: 22-5557 (answer back: Exter H)  
22-5558 (answer back: Exter H)  
Banking facilities deposits:  
22-5106 (answer back: Exter H)  
22-5559 (answer back: Exter H)

Main field of activity:

World -wide banking service  
Transactions in international banking practice relative to export  
and import, active and passive deposit transactions, establishing  
interbank credit and other agreements, granting credits in foreign  
currencies to Hungarian enterprises.

The Bank deals with the promotion and coordination of joint manu-  
facturing and trading arrangements between Hungarian and foreign  
enterprises, barter transactions, assists in launching joint ven-  
tures abroad with Hungarian participation.

Furthermore, the Bank buys and sells travellers cheques and keeps  
foreign currency accounts on the name of foreign banks, firms  
and individuals.

NATIONAL SAVINGS BANK /OTP/  
H-1976 Budapest  
Budapest V., Münnich Ferenc u. 16  
Phone: 319-782

Appendix E

Useful Canadian Addresses

1./ Chief, Eastern Europe Division  
European Bureau  
Department of Industry, Trade and Commerce  
Ottawa, Ontario K1A OH5

2./ Industry, Trade and Commerce - Regional Offices

<u>Address</u>	<u>Telephone</u>	<u>Telex</u>
<u>ST. John's Newfoundland</u>		
F.A.D. /Dale/ Blair Director Newfoundland Region 210 Water Street St. John's, Newfoundland A1C 1A9	/709/722-6074	016-4749
<u>HALIFAX, Nova Scotia</u>		
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Appendix F

Hungarian Economic Literature

Hungarian Chamber of Commerce Publications

- Hungarian Foreign Trade, quarterly in English, French, Russian and German
- Hungarian Exporter, monthly in English
- Hungarian Heavy Industries, quarterly in English
- Marketing in Hungary, quarterly in English and German
- Hungaropress Economic Information, fortnightly bulletin in English, French, Russian, German, Spanish and Italian
- Directory of Hungarian Foreign Trade Companies, published every year in English, French, German, Hungarian, Russian, Spanish
- Magyar Import /Hungarian Imports/, bimonthly in Hungarian, carries advertisements for foreign clients
- Propaganda, Rekl'm /Publicity, Advertising/, bimonthly in Hungarian, carries advertisements for foreign clients
- Külgazdaság /Foreign Economic Relations/, monthly in Hungarian, carries advertisements for foreign clients
- Világgazdaság /World Economy/, daily in Hungarian, carries advertisements for foreign clients
- Hungarian Statues concerning Foreign Trade, by I. SZASZ, Corvina Press, 1971
- Handbook of Hungarian Foreign Trade, Corvina Press, 1971

Hungarian Central Statistical Office Publications

- Statistical Yearbook, in English and Russian
- Statistical Pocket Book, published every year in English, Russian, German
- Hungary Today, published every three or four years in English, French, German, Russian and Spanish

Other Economic Publications

- Economic Bulletin of the Hungarian National Bank, half-yearly
- Acta Oeconomica, bimonthly of the Hungarian Academy of Sciences
- The New Hungarian Quarterly
- Budapestester Rundschau, weekly
- Nouvelles Etudes Hongroises, annual
- Hungary, yearbook in English, French, German, Russian and Spanish, Pannonia Press
- MTI Budapest, Wekkly Bulletin
- Abstracts of Hungarian Economic Literature, Scientific Council of World Economy

