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**Information for Canadian Businessmen**

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**BULGARIA**

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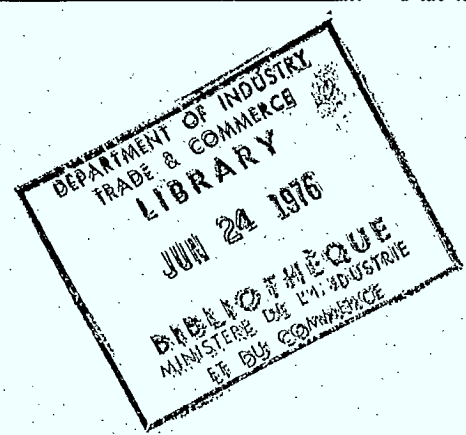
**May, 1975**



**Industry, Trade  
and Commerce**

**Industrie  
et Commerce**

BULGARIA



INFORMATION FOR CANADIAN BUSINESSMEN

*c. Canada Embassy (Austria)*

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Eastern Europe Division  
European Bureau  
Industry Trade and Commerce

April 1975

PEOPLES REPUBLIC OF BULGARIA

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

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

Telephone: 63-36-91

Telex: DOMCAN A 075320

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## BULGARIA

### A. GENERAL INFORMATION

#### Brief History

The 6th Century marks the beginning of Slavic penetration of the Balkan Peninsula followed by the Proto-Bulgarians a century later, a people belonging to the Turkic ethnical group. The first Bulgarian state was founded in 681 between these two tribal groups and the country adopted Christianity in 865. The Cyrillic alphabet was adopted in 863 and contributed much to the evolution of a Bulgarian culture during the 10th Century, one of the ramifications of which was the Bogomil anti-feudal movement.

The second Bulgarian state embraces the period from 1187 to 1396 when the country fell under Ottoman rule, which lasted five centuries. Nationalism began to rear its head in the latter half of the 18th Century and the struggle for liberation from the Turks ended in 1878 after Russia had declared war on Turkey.

The third Bulgarian state spans the years from 1878 to 1944 when the Bulgarian Communist Party effectively took power with the support of the Soviet Union. The monarchy was officially abolished in September 1946 and a one-party system officially adopted at the same time under the leadership of Georgi Dimitrov. Todor Zhivkov became President in 1949.

#### Geography

The country has an area of 43 thousand square miles and is bounded on the north by the Danube River and Romania, on the east by the Black Sea, on the south by Turkey and Greece and on the west by Yugoslavia. Its topography is marked by the central spine of the Stara Planina mountains on either side of which are fertile plains. Much of the mountain area is thickly wooded. Sofia is located close to a source of fine mineral water and which was one of the earliest spas in the region.

#### Demography

Bulgaria's population is about 8.7 million (1973 estimate), half of which is rural. There are just over one million people of other nationalities including Armenians, Gypsies, Jews, Macedonians, Romanians, and Turks.

Sofia, the capital and main commercial center, has a population approaching one million and there are three other cities with over 100,000: Plovdiv, a principal agricultural center, Varna and Bourgas, both important seaports on the Black Sea.

### Climate

Conditions vary considerably in different parts of the country, but are certainly not as extreme as, say, in Ontario and Quebec. Bulgaria, north of the Stara Planina, has a moderate continental climate, the Upper Thracian Plain has a transitional continental climate, and the country's southern most parts lie in the transitional mediterranean zone. Mountain climatic conditions prevail above an altitude of 1,000 meters. All of these zones are affected by the Black Sea. Mean annual temperature is about 12° Centigrade; 0° Centigrade in January, and 22° Centigrade in July. Average annual precipitation approaches 670 millimeters.

### Clothing

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

### Health

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

### Principal Religions

The practice of religion is tolerated, with the Greek Orthodox Church being most in evidence. There are a few Roman Catholics and Protestants, and Islam is represented.

### Language

Russian is the most widely used foreign language and both English and German are used by commercial and technical people, respectively. French is common amongst those educated before the War.

### Official Public Holidays

1 January	New Year's Day
1 and 2 May	Labour Days
24 May	Kiril and Metodi (Education Day)
9 and 10 September	Bulgarian National Days
7 November	Anniversary of Russian Revolution

If an official holiday falls on a Friday or Tuesday, the Sunday is usually treated as a working day and the Saturday or Monday, as the case may be, as a holiday in lieu.

### Hours of Business

Commercial offices and Ministries: 08.45 or 09.00 to 12.30 and 13.00 to 17.15 or 17.30 Monday to Friday; 07.30 or 08.00 to 12.30 or 13.00 Saturday.

National Bank and Foreign Trade Bank: 08.00 to 12.00 Monday to Friday; 08.00 to 11.00 Saturday.

Shops: 08.00 to 13.00 and 16.00 to 19.00 Monday to Saturday. Many shops in the centre of Sofia open 09.00 to 19.00

### Interpreter Service

Interpreters for businessmen are made available at no cost by all the larger State Trading Enterprises, provided it is known beforehand that they will be needed. Interpreters can also be hired through all Balkantourist offices at reasonable charges.

Head Office: BALKANTOURIST                      telephone: 87-75-74  
                  1 Lenin Square                      telex: 22583  
                  Sofia

### Weights and Measures

The metric system is in use.

### Electricity Supply

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

### Local Time

Bulgarian time is 2 hours ahead of Greenwich Mean Time. Daylight saving time is not used.

## B. TRAVEL

### Passports and Visas

All visitors require a valid passport and business visitors require, in addition, a visa which can be obtained at the airport on arrival or at border check-points. Visas are not required by bona fide tourists, providing they are visiting Bulgaria at least 24 hours and not more than two months. Visa extensions are granted, where needed, without difficulty by the Militia.



Despite the availability of visas on arrival, it will speed entrance formalities if it is obtained in advance of travel from the Bulgarian Embassy in Ottawa.

### Health Regulations

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

### Special Regulations

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

### Currency Regulations

The unit of currency is the lev divided in 100 stotinki. There are two rates of exchange, the official rate and a more advantageous rate for visitors. The following denominations are in circulation:

Notes: 1, 2, 5, 10 and 20 leva.

Coins: 1, 2, and 5 leva; 1, 2, 5, 10, 20 and 50 stotinki.

The present (April 1975) rate of exchange is approximately lev 1.20 equals Canadian \$1.00

It is forbidden to enter or leave Bulgaria with Bulgarian currency. There are no restrictions on the amount of foreign currency which may be taken in or out of the country. Travellers' cheques can be changed at the National Bank of Bulgaria and at the Balkantourist offices at most hotels. Remaining leva can be exchanged back again before departure at the airport or border, on presentation of the original receipts for foreign currency or cheques.

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

### Customs and Other Formalities

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

### Clearance Formalities on Travellers' Samples

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

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

### Transportation Services

Air The following airlines provide services to Sofia: Balkanair (Bulgaria), Air Algerie, Air France, British Airways, Iraqi Airways, Interflug (GDR), JAT (Yugoslavia), Lufthansa, LOT (Poland), Malev (Hungary), CSA (Czechoslovakia), Austrian Airlines, Syrian Arab Airlines, Tarom (Romania).

The airport is about 6 miles from the center of Sofia and 30 minutes should be allowed for taxi transfer.

The airport tax of 2 leva was abolished at the end of 1974.

Rail Daily services are available on the Simplon-Orient Express from Paris to Sofia via Switzerland, Italy and Yugoslavia and the Tauern Express via Belgium, the Federal Republic of Germany, Austria and Yugoslavia.

There are frequent trains between Sofia and Belgrade; Sofia and Bucharest; Sofia and Salonica; and Sofia and Istanbul.

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

\* Sea There are no direct shipping services to the Bulgarian Black Sea ports of Bourgas and Varna, although Russian vessels travelling from Montreal to Odessa will make calls as appropriate.

Road Visitors entering Bulgaria by road from western Europe should travel via Belgrade. The roads are good although heavily travelled during the summer tourist season.

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\* Note: Please check with Transportation Services Division.

## Travel in Bulgaria

Air Balkan-Bulgarian Airlines provide frequent air services linking Sofia with the main provincial towns. Flights from Sofia may sometimes be cancelled in winter because of fog. Air travel is comparatively cheap, being about 30% more expensive than first class rail fares.

Rail There are over 6,000 kms of railways. There are rail services connecting all the main towns.

Road There are over 11,000 kms of made-up roads. Roads linking the main centres, both industrial and tourist, are generally good and are hard surfaced.

International road signs are used. Speed limits of 50 km/h (31 mph) are imposed in most towns. There is a maximum speed limit for the rest of the country of 80 km/h (50 mph).

Motorists should keep a constant look-out for unmarked road hazards. Night driving is better avoided because of slow moving or horse drawn vehicles.

International and foreign driving licenses are accepted. Bulgaria became a member of the Green Card Bureau in May 1972 and Green Cards are accepted.

Gasoline stations, which usually close at 22.00 hours, are located on the main roads between large towns but motorists should not let their fuel supply fall too low. Gasoline of 96 octane (Super) is normally available throughout the country. Air pumps are not available at every station, and the latter do not normally undertake repairs and maintenance, which are carried out by service centers (often hard to find). As parts for Western cars are not stocked, repairs are likely to be of an improvised nature and visitors are advised to carry tools and parts for minor repairs with them.

It is a serious offence to drive after drinking alcohol.

Measures to conserve oil supplies were introduced in 1974. Consumption of gasoline is restricted to 40 liters per month. Additional gasoline may be bought at twice the normal price.

### Car

Hire Cars are available on hire from Balkantourist offices at the major hotels.

Taxis Under an Ordinance of the Ministry of Transport in Sofia, published in the State Gazette of 5 March 1968, taxi drivers are empowered to charge 20 stotinki as an initial starting fare plus 12 stotinki per kilometer (16 stotinki between 22.00 and 06.00 hours). Waiting time is 2 stotinki a minute. Whatever the official attitude to tipping might be, taxi drivers expect a tip, although if they suspect that their customer is not acquainted with the Ordinance of 5 March they might well take it upon themselves to include the tip in their price.

C. MAIL, TELEGRAMS, TELEXES

Only airmail should be used and all outgoing envelopes should be clearly marked "by air mail". Telegrams and telex messages can be sent from any post office, usually open from 07.00 to 19.00 and from the main hotels. The General Post Office at 4 Gurko Street, Sofia, is open 24 hours a day.

D. HOTELS, RESTAURANTS AND TIPPING

Accommodation should be booked well in advance, particularly during the tourist or trade fair seasons, either direct with the hotel or through Balkantourist.

Hotels recommended by Balkantourist include:

Sofia

Grand Hotel Sofia  
Boulevard Ruski  
Telephone: 87-88-21  
88-47-51  
Telex: 22372

Hotel Balkan  
Lenin Place  
Telephone: 87-65-41  
Telex: 22454

Hotel Bulgaria  
Boulevard Ruski  
Telephone: 87-19-77  
Telex: 22499

Hotel Rila  
Tzar Kaloyan Street  
Telephone: 88-56-42  
Telex: 22692

Hotel Pliska  
Boulevard Lenin  
Telephone: 72-37-21  
Telex: 22352

Hotel Hemus  
31 Cherni Vruk  
Telephone: 66-14-15  
Telex: 22684

Plovdiv

Hotel Maritsa  
Telephone: 52-7-35

Park Hotel Moscow  
Nesabraska Street 9  
Telephone: 45-51-21

Hotel Trimontium  
Telephone: 25-5-61

Hotel Trakia  
Telephone: 22-6-33

Varna

Hotel Varna  
Telephone: 25-3-12

The current price for a single room with bath and breakfast at the Grand Hotel Sofia is 27 leva per night. A further 20 - 30 leva should be added for meals. These are the latest available rates, but visitors are reminded that hotel tariffs are subject to alteration at any time.

No service charge or tax is at present added to hotel bills.

At certain times and places e.g. Plovdiv during the Trade Fair and Black Sea resorts during the summer, full board must be paid for in advance, but vouchers are provided which can be used in any Balkantourist restaurant.

Laundry and dry cleaning services are available.

## Restaurants

In Sofia adequate meals are served at the restaurants of all the main hotels and also at the Russian Club, the Hungarian Restaurant, the Berlin Restaurant, the Lovna Sreshta (Hunters Lodge) and the Ropotamo Restaurant.

A short distance outside Sofia there are pleasant restaurants at Dragalevsti, Boyana, Kopitoto and Aleko on the Vitosha mountain (from which there are excellent views of the city), at Pancharevo on a lake some 20 minutes' drive from Sofia and at the Gorubliansko Hanche Restaurant just outside Sofia on the Plovdiv road.

## Tipping

Tipping is officially discouraged but in practice waiters, porters, chambermaids, barbers and taxi drivers do not refuse tips, which may be up to usual international levels.

## E. TRADE AND ECONOMIC INFORMATION

### General

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

### Foreign Trade

The bulk of Bulgaria's trade is with other CMEA members and 53% of it in 1972 was with the Soviet Union. About 20% of Bulgaria's foreign trade is now conducted with the western countries and the leading supplier is West Germany.

Total Bulgarian imports in 1973, according to UN Statistics, reached US\$3,266 million and exports in the same year totalled \$3,301 million. Trade with Canada is summarized in the following table:

#### Canadian Exports to Bulgaria - 1974: \$4.6 million

Barley	3.7
White pea beans	0.4
Purebred dairy cattle	0.3
Tobacco harvesting machinery	0.1

#### Canadian Imports from Bulgaria - 1974: \$4.1 million

Canned tomatoes	0.5
Fruit juice concentrate	0.4
Grape wines	0.4
Metalworking lathes	0.4
Dried vegetables	0.3
Antibiotics	0.3

### Banks and Banking

Banking is nationalized. The Bulgarian National Bank is the bank of issue with overall responsibility for currency and monetary policy. The Foreign Trade Bank handles all foreign trade transactions such as Letters of Credit, provision of guarantee and discounting of bills of exchange. It is also concerned with the financing of imports. The only other internal bank is the Savings Bank with branches in the country.

Quotations for the purchase of equipment from western countries are expected in hard currency terms, usually in dollars.

### Exchange Control

Foreign currency for the import transaction of the various state enterprises is provided exclusively, within the national economic plan, by the Foreign Trade Bank acting under the direction of the Bulgarian National Bank. The Foreign Trade Bank, therefore, has a direct interest in import transactions and the import enterprise would have to obtain the prior approval of the Bank before entering into a contract with an overseas suppliers. There should, therefore, be no exchange control difficulties.

### Customs Tariff

A Customs Tariff was introduced in January 1971 and duties are charged on most imports. These duties are paid, however, by the state-controlled importing enterprise and the exporter is not usually concerned with them. Purchases overseas are normally made on an f.o.b. basis.

The Bulgarian Customs Tariff is published in English by the International Customs Tariffs Bureau, Brussels (Year 1971-1972, number 74, 6th edition) which is still operative. Two rates of duty are used:

- a) for countries with which Bulgaria has signed agreements containing the mfn clause
- b) for countries entitled to Bulgarian preferential rates either in virtue of international agreements or independent resolutions or of special customs agreements.

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

### Import Licensing

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

### Commercial Samples and Temporary Imports

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

Goods temporarily imported as samples or for international fairs, exhibitions, sports events may be cleared without payment of customs duties providing a letter of guarantee is submitted to the Customs by a Bulgarian enterprise or other appropriate Bulgarian organisation. Alternatively, samples may be imported under an ATA Carnet. This is an International Customs clearance document which allows samples to be temporarily imported without the need to pay duty, raise bonds or deposit duty with Customs Posts in different countries. Under this procedure a deposit of a percentage of the total value of the goods, or a guarantee for the amount of the deposit must first be lodged with the issuing Chamber of Commerce. An ATA Carnet cannot be used for goods being despatched by mail.

### Documentation

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

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

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

### Safety and Technical Regulations

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



## F. DOING BUSINESS

### Organisation of Industry and Foreign Trade

Industries or groups of similar industries are controlled by State Economic Corporations. These Corporations control production, research, investment and home sales of member factories and assume responsibility for their performance. They also take over the legal responsibilities of their subsidiaries and own their property.

Foreign trade and the right to sign foreign trade contracts is the responsibility of Foreign Trade Organisations who are specially authorised to handle transactions under the Foreign Trade Law. They are registered for this purpose with the Bulgarian Chamber of Commerce whose purpose it is to assist in promoting Bulgaria's foreign trade relations. It is primarily an information center and publishes material about Bulgarian trade in foreign languages, including English and French and answers enquiries. The Chamber organizes Bulgarian exhibits at trade fairs abroad, issues certificates of origin and certifies documents.

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

### Representation

No private sector agency arrangements on a resident basis are permitted in Bulgaria. However, exclusive local representation can be arranged through state trading organisations. The standard procedure is to approach one of the agency bureaux under the control of INTERPRED, an enterprise within the Ministry of Foreign Trade. Canadian firms are usually represented by SHIPKA, 2 Stamboliiski Boulevard, Sofia, telephone 87-17-21, telex 22284, 22794, cables SHIPKAPRED Sofia. Shipka specialises in English-speaking agencies and their terms include the offer of full-time representation for a negotiated fee. Shipka is always anxious to attract new clients. It is a general rule that a particular bureau may not handle competitive lines, a difficulty which can be resolved by negotiation.

### Buying Patterns

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

### First Contact with Buyers

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

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

### Correspondence

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

### Price Quotations

Cif, fob, or franco border quotations are equally acceptable. Prices are generally quoted in US dollars.

### Visits

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

### Contact with End Users and Project and Production Planners

It is possible to visit factories which are consumers of imported products; but more likely contact will be established by meeting factory or Corporation representatives at their respective commercial offices in Sofia. Business correspondence and trade literature may be sent direct by air mail to individual factories and Corporations in addition to Foreign Trade Organizations.

### Appointments

Bulgarian officials are reluctant to consider appointments for meetings more than 2 or 3 weeks ahead; ideally they like appointments to be confirmed 3 or 4 days in advance so that proper arrangements can be made for interpreters whom they usually provide themselves. The standard of English and French interpretation offered by Bulgarian organizations is usually high. The Bulgarian Chamber of Commerce can be very helpful with the making and confirming of appointments. The address is 11a Stamboliiski Boulevard, Sofia, phone 87-26-31, telex 22374, cables Torgpalata Sofia.

### Advertising

Bulgarreklama, a department of the Bulgarian Chamber of Commerce, at 42 Parchevitch Street, phone 8-51-51, telex 22318, cables Bulgarreklama Sofia, is authorized to assist foreign firms with advertising and trade promotion generally. However, it should be recognized that the value of advertising is limited in a directed economy.

Facilities for advertising through the Press, radio, television, the cinema and by illuminated signs, in the main cities, are all available. Bulgarreklama can supply details, together with respective charges.

### Fairs and Exhibitions

The most important publicity and promotion medium for the sale of foreign goods is the Plovdiv International Trade Fair, held annually for 8 days usually during the first half of September (in 1975 the dates are fixed for 3 - 10 September). It began 80 years ago and has had international status for 28 years. About 40 countries take part.

Representatives of most of the production ministries, corporations, factories and Foreign Trade Organizations visit the Plovdiv Fair each year and this is a useful way for exporters to make commercial impact.

### Industrial Cooperation

As in most other East European countries, the word "cooperation" is heard everywhere and it denotes, in Bulgaria, any type of industrial or sales agreement except a joint venture in the country itself. Direct equity participation is not permitted under Bulgarian law but profit sharing, product buy-back and joint marketing agreements in third countries are all possible, as is the more traditional licensing arrangement. The Foreign Trade Organization, Technoimpex, has been specially set up to negotiate licensing agreements.

### Counter Purchase and Compensation Trading

Because of a shortage of hard currency, the Bulgarian importer may seek to negotiate compensating purchases of Bulgarian goods (not necessarily to the full value of the imported goods), and willingness to negotiate on this basis can sometimes help an exporter to get his order. There are specialist firms in Austria and other parts of Europe experienced in this type of business which can help to arrange such deals.

### General

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

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

### Patents

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

### Trade Marks

The first applicant is entitled to registration and exclusive use of a mark, but if a registered trade mark is not used for at least 5 years the registration may be cancelled. Registration lasts for 10 years and may be renewed for similar periods. Application for renewal must be made not earlier than one year before and not later than 6 months after the expiration of the previous period. Service marks are registrable.

APPENDIX A

CURRENT ECONOMIC AND TRADE SITUATION

The crossroads of the Balkans and a country of sometimes startling contrasts, Bulgaria is the most closely linked with the Soviet Union of all the countries of the Council for Mutual Economic Assistance (CMEA or COMECON). Friendship with the Soviet people is both an historical phenomenon dating from the days of liberation from Turkish domination and the Nazi armies, and a political aim of the Bulgarian Government. It is not surprising, therefore, that Russian is the most popular foreign language and that the Soviet presence in industrial development and construction is pronounced.

At the same time Bulgaria is the least developed of the Socialist countries, with the exception of Albania, and for that reason, presents a different complexion to the enterprising exporter. Despite heavy reliance on Soviet expertise and financial assistance, Bulgaria recognizes and welcomes Western technological excellence. The bona fide exporter will find not only a warm welcome at the doors of the technical ministries but also an impressive array of highly trained talent among the men and women on the opposite side of the bargaining table.

Performance of the Bulgarian economy in 1974 fell a little short of expectations. Capital investment was off 4 per cent from the planned target of leva 4,452 million (U.S. \$1.00 = leva 1.2 tourist rate), although the value of completed projects at leva 4,633 million was 32 per cent higher than the previous year. Agricultural production was down, largely due to a severe drought which affected most unirrigated areas. But there were some reported bonuses during the 1974 Plan year. Among them were pay increases for certain groups, including farmers; retail trade turnover increased marginally (despite some shortages throughout the year); and individual real annual income surpassed targets, to reach leva 1,146.

No details of the 1976-80 Five-Year Plan have been released but it is unlikely there will be any major shift of emphasis, and an analysis of plans for 1975 provides some clues to export opportunities.

In general, the targets of the 1971-75 Five-Year Plan should be fulfilled.

Capital investment in 1975 will rise by 7 per cent over 1974 and industrial production will increase by 8 per cent. The latter will have increased by 55 per cent over the 1970 base period and, this year, will concentrate on power generation, ferrous metallurgy, the chemical industry, and machine building. Considerable emphasis will be laid on improving the standard of living and on providing more consumer satisfaction through increased supplies of both goods and services. Anti-pollution measures and reforestation have been allocated substantial funds. There is a serious shortfall in housing construction, and a planned target of 68,000 units for 1975. Consequently there is interest in new construction techniques and equipment to help raise productivity. In setting industrial targets, great emphasis is being laid on increasing labour productivity. It has been suggested that 86 per cent of planned industrial growth will be due to higher per-capita labour output. This clearly suggests the introduction of automated techniques and therefore there may develop a market for sophisticated electronics.

Considerable stress has been placed on improved performance in agriculture, a sector of the economy not noted for impressive results in the past. Total output must increase 9.3 per cent during 1975, not an unrealistic figure when based on the under-achievement of 1974. Stock breeding seems to be the prime concern and an increase in areas of fodder crops of 7.7 per cent, to a total of more than 2 million tons, at the expense of cereals, sunflowers, cotton, and certain other crops, is planned. It is noteworthy that the Food and Agriculture Organization of the U.N. has financed a fodder research project and that a state economic enterprise is devoted exclusively to this. Bulgarian leaders have stated that improved production of meat, milk, and eggs is the major problem of agriculture and Canadians may find opportunities for sales of breeding cattle and semen.

Installation of about 52,000 telephones is planned in 1975, over-reaching the target of 8 sets per 100 families. Television and radio broadcasting stations will continue to expand their facilities. In this and other areas the

Bulgarians plan to introduce new scientific and technological developments, and Canadian exporters should ensure that their achievements are made known.

Canadian exports to Bulgaria are nominal and there are opportunities to improve our performance. A comparison of planned Bulgarian requirements and demonstrated Canadian capabilities suggests that the best chances lie in specialized agricultural machinery and machinery related to forestry; i.e.: extraction, processing, and conservation. Canadian cattle for breeding purposes should also sell in Bulgaria. Furthermore, until targets for residential and other construction are met, it is likely that new techniques and materials will be sought eagerly. And, despite existing Bulgarian ties with European and CMEA suppliers, Canadian manufacturers of electronic specialties may find that a market will develop.

Exporters wishing to deal with Bulgaria must first of all identify the organization which trades in that particular product, then ensure that complete literature with technical specifications, prices, and delivery terms is forwarded. Often it is prudent to send pertinent material to us in Vienna in three sets, which we will then forward to the right party, copying it to the Ministry of Foreign Trade, which influences all import transactions, and hand-carrying a third set on a personal trip to Sofia. If interest is shown, direct correspondence by the exporter followed by a personal visit are essential ingredients in the recipe for obtaining a contract.

One asset in trading with Bulgaria is flexibility. Your product as it exists may not be just right for the job but, if modification of design is possible, negotiation with the end user may result in changes satisfactory to both sides, culminating in a worthwhile sale. Furthermore, mutually-advantageous direct export may pave the way to a profitable manufacturing arrangement.

Many businessmen ask themselves why they should endure the difficulties and keen competition of doing business in East European countries, when easier, more familiar markets are close at hand. But two good reasons come quickly to mind: the most important being the simple desire to expand the marketing base; but equally attractive are the very high returns confronting the exporter -- the chance of selling a six months' supply of, say, dome fasteners for the garment industry of an entire country (that's a lot of dome fasteners!). In any event, contacting the Department's Eastern Europe Division or its office in Vienna could prove to be worthwhile.

#### Consumption Indicator Targets for 1975

Meat & meat produce	126	lbs.
Eggs	159	
Vegetables	302	
Fruit	395	
Cotton textiles	31	sq. yds.
Woollen textiles	9	
Gloves	2.2	pairs
Radio sets per 100 families	106.9	
TV sets per 100 families	65.3	
Refrigerators per 100 families	62.6	
Cars per 100 families	14.4	
Telephones per 100 families	8	10

APPENDIX B

LIST  
OF MINISTRIES, COMMITTEES, FOREIGN TRADE  
ORGANIZATIONS AND STATE ECONOMIC  
ASSOCIATIONS TRADING ABROAD  
DIRECTLY OR INDIRECTLY

1. Ministries and Committees

STATE COUNCIL  
2, Dondukov Blvd.  
Tel.: 88-18-21  
88-59-81

COUNCIL OF MINISTERS  
Tel.: 86-91

MINISTRY OF AGRICULTURE AND FOOD INDUSTRY  
55, Christo Botev Blvd.  
Tel.: 86-71

MINISTRY OF CHEMICAL INDUSTRY  
2, Triyaditsa St.,  
Tel.: 86-01

MINISTRY OF CONSTRUCTION AND ARCHITECTURE  
2, Dondukov Blvd. (entr. - Legué St.)  
Tel.: 85-01

MINISTRY OF EDUCATION  
20, Stamboliiski Blvd.  
Tel.: 84-31

MINISTRY OF ELECTRONICS AND ELECTRICAL ENGINEERING  
55, Chapaev St.,  
Tel.: 73-51

MINISTRY OF ENERGETICS  
2, Benesh Sq.,  
Tel.: 86-01



MINISTRY OF FINANCE  
102, Rakovski St.,  
Tel.: 84-91

MINISTRY OF FOREIGN AFFAIRS  
1, Slaviyanska St.,  
Tel.: 87-48-11  
Telex: 22530

MINISTRY OF FOREIGN TRADE  
12, Sofiiska Komuna St.,  
Tel.: 88-20-11  
Telex: 22524

MINISTRY OF FORESTRY AND ENVIRONMENT PROTECTION  
17, Antim I St.,  
Tel.: 86-71

MINISTRY OF HOME TRADE AND SERVICES  
2, Anghel Kanchev St.  
Tel.: 85-61

MINISTRY OF INFORMATION AND COMMUNICATIONS  
6, Gourko St.

MINISTRY OF LABOUR AND SOCIAL CARES  
2, Benesh Sq.  
Tel.: 86-01

MINISTRY OF LIGHT INDUSTRY  
29, Aksakov St.  
Tel.: 8-61-31  
Telex: 22387

MINISTRY OF MACHINEBUILDING AND METALLURGY  
8, Slavyanska St.  
Tel.: 87-07-41

MINISTRY OF MINERAL RESOURCES

2, Dondukov Blvd.  
Tel.: 86-91  
83-851  
Telex: 22337 geobg

MINISTRY OF PUBLIC HEALTH

5, Lenin Sq.  
Tel.: 86-31

MINISTRY OF SUPPLY AND STATE RESERVES

37, Ekzarh Yossif St.  
Tel.: 84-11

MINISTRY OF TRANSPORT

9/11, Levski St.  
Tel.: 44-39-51

COMMITTEE FOR AGRICULTURAL EQUIPMENT

with the Ministry of Agriculture and Food Industry  
22, Christo Botev Blvd.  
Tel.: 85-31  
Telex: 22325  
22326  
22798

COMMITTEE FOR ARTS AND CULTURE

17, Stamboliiski Blvd.  
Tel.: 84-81

COMMITTEE FOR FOREIGN ECONOMIC RELATIONS

21, Aksakov St.  
Tel.: 87-24-15/19

STATE PLANNING COMMITTEE

21, Dondukov Blvd.  
Tel.: 86-01

COMMITTEE FOR THE PRESS  
with the Council of Ministers  
11, Slaveikov Sq.  
Tel.: 87-91-11

COMMITTEE FOR PRICE FORMATION  
with the Council of Ministers  
2, Triyoditsa St.  
Tel.: 86-01

COMMITTEE FOR QUALITY, STANDARDIZATION AND  
METROLOGY  
with the Council of Ministers  
21, 6th September St.,  
Tel.: 85-81

COMMITTEE FOR RECREATION AND TOURISM  
1, Lenin Sq.  
Tel.: 87-75-73

COMMITTEE FOR SCIENCE AND TECHNICAL PROGRESS  
8, Slaviyanska St.  
Tel.: 88-56-61

COMMITTEE FOR TELEVISION AND RADIO  
4, Drogan Tsankov Blvd.  
Tel.: 85-41

CENTRAL CO-OPERATIVE UNION  
99, Rakovski St.  
Tel.: 84-41

## II. Import - Export Organisations

AGROMACHINAIMPEX - State  
Commercial Enterprise  
5, Aksakov St.  
Tel.: 88-53-21/5  
Telex: 22563  
Cables: Agromachinaimpex

Import and export of tractors,  
agricultural machinery, pumps  
and spare parts.

AVTOIMPEX - State  
Commercial Enterprise  
34, Totleben Blvd.  
Tel.: 52-18-11/6  
Telex: 22665  
Cables: Avtoimpex

Import and export of motor cars,  
buses, trailers, two-wheeled  
vehicles, internal combustion  
engines, electric parts for  
motor vehicles, accessories  
and units, garage equipment,  
motor vehicle spare parts, etc.  
Provides service for the motor  
vehicles manufactured.

BALKANCARIMPEX - Foreign  
Trade Enterprise  
56, Alabin St.  
Tel.: 88-21-22  
Telex: 22386  
Cables: Balkancarimpex

Export and maintenance of  
electric and i.c.e. trucks,  
electric hoist, rack-servicing  
machines, cantilever and grab-  
bucket cranes, starter and  
traction batteries, steel sections.

Import of special electric  
apparatus, units and details for  
the machines and equipment  
manufactured.

BULGARCOOP - Foreign Trade  
Enterprise at the Central  
Cooperative Union  
99, Rakovski St.  
Tel.: 84-41  
Telex: 22429  
22349  
Cables: Bulgarcoop

Export of herbs, essential oil  
seeds, dried wild and forest  
fruits, dried and canned mushrooms,  
canned poultry and dishes,  
preserved fruits and vegetables,  
live rabbits, pigeons and their  
meat, form products, bee-honey,  
industrial consumer goods (textile,  
footwear, knitwear), etc.  
Import of industrial consumer  
goods - household electric  
appliances, radio and TV sets,  
textile, knitwear, footwear, etc.

BULGARKONSERV - State  
Commercial Enterprise  
7, Stamboliiski Blvd.  
Tel.: 88-59-51  
88-29-42  
Telex: 22297  
22289  
Cables: Bulgarkonserv

Export of preserved fruits  
and vegetables, fruit and  
vegetable juices, syrups,  
compotes, jams, tomato  
products, sterile vegetable  
and mixed (meat and vegetable)  
preserves, dried and frozen  
fruits and vegetables, baby foods.

BULGARSKA KINEMATOGRAFIA  
- State Corporation  
(Bulgarian Cinematography)  
Export and Import of Films  
- Foreign Trade Office  
135, Rakovski St.  
Tel.: 88-12-91  
Telex: 22447 Filmex

Export and import of cinema films

BULGARPLODEXPORT - Foreign  
Trade Enterprise  
22, Alabin St.  
Tel.: 84-51  
Telex: 22451  
22452  
22453  
Cables: Bulgarfrukt

Export of fresh fruits and  
vegetables, pulps, pickles,  
fresh flowers, walnuts and  
fruit kernels.

Import of citric and southern  
fruits, fruit juices.

BULGARTABAC - Foreign  
Trade Enterprise  
14, Stamboliiski Blvd.  
Tel.: 87-52-11/6  
Telex: 22396  
Cables: Tabak

Import and Export of tobacco,  
cigarettes and tobacco products.

CHIMIMPORT - State  
Commercial Enterprise  
2, Stefan Karadja St.  
Tel.: 88-38-11  
Telex: 22521  
22522  
Cables: Chimimport

Export of chemicals - inorganic,  
organic, pure and for analysis;  
chemical fertilizers, plant  
protection preparations; aniline  
dyes; photographic paper; plastics  
and plastic products; synthetic  
rubber and rubber products;  
automobile tyres, etc.

Import of organic and inorganic salts, acids and bases; solvents; chemical fertilizers, plant protection preparations; raw materials for the production of plastics; natural and synthetic rubber and rubber products; soots; aniline dyes; lacquers and paints; tanning extracts; laboratory chemicals and reagents; cinema and photographic materials; automobile tyres; explosives, etc.

CHERNA METALURGIJA - State Economic Corporation (Ferrous Metallurgy) Raw Materials and Exchange of Ferrous Metals Foreign Trade Office 11, Lavellet St.  
Tel.: 89-38-07  
88-54-27  
88-54-20  
Telex: 22391

Import of ferrous ores, manganese ores, coking coal, pyrite concentrate, ferroalloys.  
Export of ferroalloys, steel balls.  
Exchange deals with ferrous metals.

ELECTROENERGETIKA - State Economic Corporation (Electroenergetics) 4, Triyaditsa St.  
Tel.: 88-19-11  
Telex: 627 Elektro

Import and export of electric power.

ELECTROIMPEX CO. LTD. 17, George Washington St.  
Tel.: 88-49-91  
88-51-21  
Telex: 22525

Export of electric motors, electric aggregates, transformers, hoisting electric magnets, welding equipment, signal equipment, high- and low-voltage apparatus, amplifiers and loudspeakers, current rectifiers, electric instruments for manual use, radio sets, TV sets, industrial electronic equipment, medical instruments, drugstore equipment, electric medical apparatus, power transmission and power station equipment.  
Import of electric motors, synchronous generators, d.c.

machines, cinema apparatus and equipment, welding machines, radio and TV apparatus, electric furnaces, low- and high-voltage apparatus, cables and conductors, household electric appliances, telephone and telegraph equipment.

FURAZHIMPORT - Foreign Trade Enterprise (Fodderimport)  
10, Graf Ignatiev St.  
Tel.: 88-06-42/4  
87-11-31/3  
Telex: 22317  
Cables: Furazhimport

Import of groats - soya, peanut and sunflower, fishmeal, powder milk, vitamins and veterinary drugs and preparations.

HEMUS - Foreign Trade Company  
6, Rouski Blvd.  
Tel.: 87-03-65  
Telex: 22267 Hemkik  
Cables: Hemus

Import and export of books, music scores, newspapers, periodicals, gramophone records, paintings and sculptures, souvenirs, museum articles, photcameras and philatelic accessories. Export of film scrap, silver nitrate, black/white and colour post-cards, photo-albums and slides. Import of machines, equipment and materials related to photography and publishing.

HRANEXPORT - Foreign Trade Company  
10, Graf Ignatiev St.  
Tel.: 88-22-51/4  
Telex: 22525  
22526  
Cables: Hranexport

Export of wheat, maize, beans, sunflower seed, edible and technical oils of vegetable origin, etc. Import of cereals, pulses, castor, tugsten, linseed and coconut oils, etc.

INDUSTRIALIMPORT - Foreign  
Trade Company  
3, Pozitano St.  
Tel.: 87-30-21  
Telex: 22591  
22592  
Cables: Indimport

Export of woolen and cotton  
knitwear, woolen and cotton  
ready-to-wear, woolen,  
synthetic, cotton, linen fabrics,  
leather garments, leather fancy  
goods, footwear, rubber shoes,  
chemical fibres - polyester,  
polyacryl, polyamid; household  
and restaurant porcelain articles,  
pressed and blown glassware,  
sanitary porcelain articles,  
white and coloured faience tiles.  
Import of cotton, yarn, wool,  
man-made textile raw material,  
textiles products, raw cattle,  
lamb, sheep and pig skins, box-  
calf, suede, nap, artificial  
leather, leather footwear etc.

INTERCOMMERCE - Foreign  
Trade Enterprise  
16, Lenin Square  
Tel.: 87-24-15/19  
Telex: 22320  
22567  
22568  
Cables: Intercommerce

Multilateral and barter  
transactions, import and export,  
sale of Bulgarian and imported  
goods against foreign currency,  
participation in foreign firms.

INTERPRED  
2 Stamboliiski Boul.  
Tel.: 87-45-21/24  
Telex: 22284  
22794  
Cables: Inpred

Association of the bureaus  
for representation of foreign  
firms and commercial mediation.  
The association includes the  
following offices which have  
the same address:

BULPHARMA  
Tel.: 88-18-94  
Telex: 22284  
22794  
Cables: Bulpharma

Represents foreign firms  
trading in chemical and  
pharmaceuticals.



KOM  
Tel.: 87-94-73  
Telex: 22284  
22794  
Cables: Kompred

Represents mainly firms from  
the Federal Republic of  
Germany.

LOZEN  
Tel.: 87-08-27  
Telex: 22284  
22794  
Cables: Lozenpred

Represents Italian, France  
and Swiss firms.

LYULIN  
Tel.: 87-45-21/24  
Telex: 22284  
22794  
Cables: Lyulinpred

Represents mainly Japanese  
and British firms.

MOURGASH  
Tel.: 87-47-65  
Telex: 22284  
22794  
Cables: Mourgashpred

Represents mainly firms from  
the Scandinavian firms and the  
Federal Republic of Germany.

MOUSSALA  
Tel.: 89-03-72  
Telex: 22284  
22794  
Cables: Moussalapred

Represents mainly British and  
American firms.

RILA  
Tel.: 87-42-59  
Telex: 22284  
22794  
Cables: Rilapred

Represents mainly Italian,  
French and Swiss firms.

RUEN  
Tel.: 88-48-28  
Telex: 22284  
22794  
Cables: Ruenpred

Represents mainly Austrian,  
West German and Swiss firms.

SHIPKA  
Tel.: 87-17-21  
Telex: 22284  
22794  
Cables: Shipkapred

Represents mainly American  
firms.

TRAKIA  
Tel.:  
Telex: 22284  
22794  
Cables: Trakiapred

Represents mainly firms from  
the Federal Republic of Germany.

VIHREN  
Tel.: 87-42-35  
88-34-19  
Telex: 22284  
22794  
Cables: Vihrenpred

Represents mainly Italian and  
Japanese firms.

VITOSHA  
Tel.: 88-00-52  
Telex: 22284  
22794  
Cables: Vitoshapred

Represents mainly Italian firms.

All of the above offices can represent non-competing  
firms from countries other than those indicated.

INTRANSMASH - Bulgarian-  
Hungarian Company  
Office in Sofia  
40, Br. Buckston Blvd.  
Tel.: 5-68-71  
Telex: 22331  
Cables: Intransmash

Office in Budapest  
17, Marvani St.  
Tel.: 886-360  
Telex: 225762  
Cables: Intransmash

ISOTIMPEX - State  
Commercial Enterprise  
51, Chapaev St.  
Tel.: 73-61  
Telex: 22731  
22732  
Cables: Isotimpex

KINTEX - State  
Commercial Enterprise  
66, Anton Ivanov Blvd.  
Tel.: 66-23-11  
Telex: 22471  
Cables: Kintex

KORABOIMPEX - Foreign  
Trade Enterprise  
Varna, 128, D. Blagoev Blvd.  
Tel.: 2-95-11/9  
Telex: 77550  
77560  
Cables: Koraboimpex

Specialized company in designing,  
construction and supply of modern  
systems for complex mechanization  
and automation of inner-factory  
transport, loading and unloading  
as well as warehouse operations  
in industry, transport and trade.

Import and export of automated  
management systems, electronic  
computers and business machines,  
computer and control instruments,  
automation equipment, electronic  
and contact elements, special  
machines and equipment for pro-  
duction and maintenance of the  
above listed machines and equipment.

Import and export of special  
equipment and machinery, supply  
property, explosives, detonators,  
apparatus and other material for  
industrial and mining purposes,  
sports, hunting and fishing  
appurtenances, barter and  
multilateral transactions and  
transit operations.

Import and export of ships,  
marine and port equipment,  
etc.

LESSOIMPEX - Foreign  
Trade Company  
2, Tsar Assen St.  
Tel.: 88-02-11/8  
Telex: 22382  
Cables: Lessoimpex

Export of steamed and unsteamed  
beech and beech parts, Beer  
system chipboards and Okal  
system veneer boards, hard and  
softwood fibre boards, plywood;  
oak, beech and laminated  
parquetry, coniferous wood,  
wooden furniture, woodwork -  
doors and windows, retort  
charcoal, straw cellulose.  
Import of paper and cellulose,  
all types of paper and card-  
board - newsprint, printing,  
packing and technical; all types  
of cellulose, wood - logs and  
veneers, exotic wood - logs for  
furniture veneers; furniture  
facing.

MACHINOEXPORT Co. Ltd.  
5, Aksakov St.  
Tel.: 88-53-21  
Telex: 22425  
Cables: Machinoexport

Export of metalworking and  
woodworking machines,  
equipment and spare parts,  
measuring and cutting  
instruments, hydraulic and  
pneumatic products, air  
compressors for household  
refrigerators, refrigerator  
aggregates, industrial and  
household fittings, construction  
and furniture facing, metal  
products, gas and oil stoves,  
radiators and bearings.

MACHINOIMPORT - State  
Economic Corporation  
20, Jolliot-Curie St.  
Tel.: 73-81  
Telex: 22548  
22421  
227744  
Cables: Machinoimport

Study and import of machines,  
equipment and spare parts for  
the complete plants in the  
field of power industry,  
metallurgy, machine-building,  
the light, food and the  
polygraphic industries.

MINERALIMPEX - Foreign  
Trade Organization  
22, G. Dimitrov Blvd.

Export of mineral raw materials and their products, turned out by the economic organizations of the system of the Ministry of Mineral Resources, organizing the execution of survey, geological and mining activities abroad, import of refractory materials and refractory products, import and export of secondary raw materials.

NAUKA I TEHNIKA - State  
Economic Enterprise  
2, D. Voinikov St.  
Tel.: 84-11  
Telex: 22841

Import of individual machines and special apparatus, small quantities of chemicals, reagents; products and materials of short term delivery.

Export of original and single devices and equipment, products of the academies, higher institutes of learning and the organization for implementation of scientific and technical achievements.

NEFTOCHIM - Foreign  
Trade Economic Enterprise  
6, 11th August St.  
Tel.: 88-09-21/4  
Telex: 22461  
22462  
Cable: Petrochim

Export of petrochemical products, phenol, acetone, toluene, orthoxylol, acrynitrl, poly-sterene, high- and low-pressure polyethylene, monoethylene glycol, sodium sulfide, lubrication oils, paraffin, ceresin.

Import of crude oil, diesel fuel, masout, gasoline, ethylene liquid, lubrication oils, asphalt.

PHARMACHIM - Foreign  
Trade Enterprise  
16, Iliensko Shose St.,  
Tel.: 38-30-21  
38-31-21  
Telex: 22597  
22598  
Cables: Pharmachim

Import of drugs, pharmaceutical raw materials, chemicals for the pharmaceutical industry, aromatic products, perfumery and cosmetics.

Export of drugs, antibiotics, antipyretics, serums, vaccines, veterinary immunobiological products, antibiotics for stock-breeding, herb extracts, tinctures, essential oils, attars and compositions for the food, tobacco, soap and perfumery industries, perfumery and cosmetics.

RAZNOIZNOS - Foreign  
Trade Enterprise  
1, Tsar Assen St.  
Tel.: 88-02-11/8  
Telex: 22540  
Cables: Raznoiznos

Export of Persian-type carpets, Kotlenski and Chiprovtsi rugs, folk-style fabrics, leather and plastic fancy goods, sports and tourist articles, stationery, household lighting fixtures, marl and slag wool, household utensils and kitchenware, wickerwork, reed products and handbags, wrought-iron articles, copper articles, musical instruments, small iron articles, jewelry, Christmas tree decorations, toys, wallpaper, poker work, ceramic products, school accessories, consumer products, small household appliances, floor cleaners, meat mincers, batteries, etc.

Import of watches and clocks, spare parts for them, musical instruments, textile goods, haberdashery and dry goods, organic and technical glass, laboratory glassware, optics, special electric insulation materials, electric bulbs, projectors and other lighting fixtures, hair-makers accessories, razor blades, household enamelware, toys, prams, sports, hunting and fishing gear, drawing and stationery materials, school accessories, consumer goods, inflatable beach articles, jewelry, coffee, tea, olives, pepper, and other spices.

RIBNO STOPANSTVO - State  
Economic Corporation  
(Fishing Trust)  
Import/Export Directorate  
48, Iretchek St.  
Tel.: 52-16-35  
Telex: 22796  
Cables: Bulgarriba

Import and export of fish,  
tinned fish and fish products.

RODOPAIMPEX - Foreign  
Trade Company  
2, G. Genov St.  
Tel.: 88-26-01/3  
87-26-91/3  
Telex: 22541  
22542  
Cables: Rodex

Export of meat and meat products,  
live animals, poultry and products,  
eggs and dairy products.

Import of meat, pedigree animals,  
poultry, packing material,  
machines and equipment for stock-  
breeding and agriculture.

RUDMETAL - State  
Commercial Enterprise  
1, Dobrudja St.  
Tel.: 88-12-71/3  
Telex: 22537  
22528  
Cables: Rudmetal

Export of ferrous metals - steel  
pipes, coils, plate iron, cold  
rolled zinc-plated sheet iron,  
hot rolled bands, reinforcing  
bars, section iron, etc.; non-  
ferrous metals - lead, zinc,  
electrolytic copper; copper,  
brass and zinc rolled stock;  
Minerals - barite in lumps and  
concentrate, fluorite in lumps  
and concentrate, ground feldspar,  
washed caolin, quartz sand, technical  
ground talc, ground asbestos,  
bentonite, etc.

Import of ferrous and non-ferrous  
rolled stock, metal products,  
steel pipes, plate and sheet  
iron, tincan, electroplate  
iron, zinc plated plate iron,  
quality steels, metal products,  
tin, antimony, mercury etc.

SEMENA I POSADACHEN MATERIAL  
- Foreign Trade Office  
(Seeds and Planting Material)  
10, Graf Ignatiev St.  
Tel: 88-22-51  
Telex: 22625, 22626

Export of rooted vines, vine  
cuttings, vegetable and other  
seeds, flower seeds, seedings, etc.

Import of forest seeds, vegetable  
and other seeds, flower seeds, etc.

TECHNIKA - Foreign Trade  
Enterprise  
10, Graf Ignatiev St.  
Tel.: 88-06-42  
87-11-31  
88-15-71/2  
Telex: Timpex 22277  
Cables: Technika

Import and export of patents,  
licences and know-how, import  
of special equipment for the  
implementation of licences,  
scientific and technical co-  
operation.

TECHNOIMPORT - State  
Economic Corporation  
20, Jolliot-Curie St.  
Tel.: 73-81  
Telex: 22548  
22421  
22744  
Cables: Technoimport

Study and import of machines,  
equipment and spare parts for  
the complete plants of the  
field of the chemical,  
petrochemical and cellulose  
industries, as well as the  
industry for building materials  
and construction mechanization.

TECHNOEXPORT - State  
Economic Corporation  
21, Aksakov St.  
Tel.: 87-93-64/68  
Telex: 22593  
Cables: Technoexport

Export of complete plants,  
machines and equipment.

TECHNOEXPORTSTROY - Foreign  
Trade Enterprise  
11, Antim I St.,  
Tel.: 87-85-11/5  
Telex: 22328  
Cables: TES - Sofia

Housing construction, building,  
assembly, survey, designing,  
mining and geological, topo-  
graphic, land correction and  
other activities and rendering  
technical assistance abroad.

TECHNOIMPEX - Direction  
at the Committee for  
Foreign Economic Relations  
10, Graf Ignatiev St.  
Tel.: 88-15-71/2  
Telex: 22277  
Cables: Technoimpex

Renders scientific, technical  
and cultural assistance to  
foreign countries through specialists  
in the field of science, education,  
public health, industry, construction,  
agriculture, etc.

Arranges industrial and technical  
training in Bulgaria of foreign  
nationals.



METAL TECHNOLOGY - Scientific and Industrial Corporation  
53, Chapaev St.  
Tel.: 72-34-25  
Cables: Technomet

Sale of licences and know-how, participation in joint companies with enterprises and firms from foreign countries, industrial co-operation related to processing of metals under pressure.

TRANSIMPEX -Foreign Trade Enterprise  
65, Skobelev Blvd.  
Tel.: 52-23-21/5  
Telex: 22323  
Cables: Transimpex

Import and export of aviation equipment, airport equipment, locomotives, wagons, railway equipment, floating port and technical equipment, tugboats, ship equipment, spare parts for ships, ship and aircraft repair and service, bunkering of vehicles, recovery of sunken property, sea rescue operations, ship chandlery and food supply of Bulgarian and foreign vessels in the country and abroad, import and duty-free sale of goods in foreign currency, purchase and sale of old vessels for scrapping, foreign trade activity related to port construction in the country, setting up of duty-free-currency zones, warehouse and consignment centres, stevedore, tallyman and watchman services.

TSIMENT-MRAMOR - Foreign Trade Company  
(Cement and Marble)  
8, Sveta Sofia St.  
Tel.: 88-19-41  
87-18-25  
Telex: 22385  
Cables: Tsimra

Export and import of cement, clinker, lime, asbestos, concrete poles, cement pipes and marble plates and blocks, bricks and tiles, perlite and products, terracotta slabs, stoneware pipes and insulating construction materials.

TSVETNA METALURGIJA - State  
Economic Corporation  
(Non-ferrous Metallurgy)  
Raw Materials and Exchange  
of Non-Ferrous Metals  
Foreign Trade Office

11, Lavellet St.  
Tel.: 89-16-52  
Telex: 22472  
22391

Import and exchange of raw  
materials for the production  
of non-ferrous metals.

VINIMPEX - State  
Commercial Enterprise  
19, Lavellet St.  
Tel.: 88-39-21  
Telex: 22467  
Cables: Vinimpex

Export of bottled wines, on-  
tap wines, red and white sweet  
and sparkling wines, cognac  
brandy, aniseed, liquers,  
wine destilate, vinegar, grape  
juice, beer, hops, malt, mineral  
water, soft drinks.

Import of on-tap wine, drinks,  
natural cork and cork products,  
bottles, packing materials,  
screw tops, hops and malt, beer,  
concentrates for soft drinks.

VUGLISHTA - State  
Economic Corporation  
(Coal)  
Foreign Trade Office  
6, 11th August St.  
Tel.: 88-09-21  
Telex: 22461  
22462  
Cables: Vugel

Import and export of coal and  
briquets.

ZAHARIMPEX - Foreign  
Trade Enterprise  
10, Graf Ignatief St.  
Tel.: 88-22-51  
Telex: 22317  
Cables: Zaharimpex

Export of sugar beet seed,  
sugar candies, biscuits,  
chocolate products, glucose,  
starch, waffles, yeast for  
bread, citric acid, ethyl alcohol,  
etc.

Import of sugar, cocoa beans,  
peanuts, almonds, hazel nuts,  
agar-agar products, molasses,  
ethyl alcohol, citric acid,  
yeast for bread, hydrated oils,  
etc.

III. Transport, Tourist and Other Organizations  
Related to Foreign Trade

BALKANTOURIST - Foreign  
Tourist Enterprise  
1, Lenin Sq.  
Tel.: 87-75-74  
Telex: 22584  
22583

Travel agency for international  
tourism, tourist transport,  
management of hotels and  
restaurants.

BULGARIAN CIVIL AVIATION  
- BALKAN  
State Economic Corporation  
Sofia - Airport  
Tel.: 45-11-21  
45-28-21  
Telex: 22354

Air transport of passengers,  
mail and cargo on regular air  
routes in the country and  
abroad. Charter transport  
of passengers and cargo.  
Hire and rent of aircraft.  
Direct passenger flights to  
the following cities: Moscow,  
Budapest, Warsaw, Prague, Berlin,  
Bucharest, Copenhagen, Stockholm,  
Belgrade, Brussels, Vienna, Rome,  
Zurich, Frankfurt/M, Amsterdam,  
London, Madrid, Athens, Istanbul,  
Nicosia, Damascus, Beirut, Baghdad,  
Cairo, Khartoum, Tunis, Algiers,  
Casablanca, Tripoli. Freight  
flights to Vienna, Paris and  
Berlin.

BULFRACHT - State  
Economic Enterprise  
5, Gourko St.  
Tel.: 88-55-81  
87-45-33  
Telex: 22569  
22560  
22572  
22574  
Cables: Bulfracht

Charters Bulgarian and foreign  
ships for transport of Bulgarian  
and foreign cargo. Brokerage  
in transaction related to water  
transport, acts as middleman  
and concludes contacts in  
chartering of all kinds of vessels  
and equipment and renting. Brokerage  
in the field of maritime trade  
and shipping.

BULGARIAN CHAMBER OF  
COMMERCE AND INDUSTRY  
11a, Stamboliiski Blvd.  
Tel.: 87-26-31  
Telex: 22374  
Cables: Torgpalata

A public organization with membership of economic ministries, state committees, economic organizations and corporations, foreign and home trade enterprises, production enterprises and agro-industrial complexes. The Bulgarian Chamber of Commerce and Industry promotes establishment and development of trade and economic relations between Bulgarian economic and trade organizations and foreign business firms, assists and activization and deepening of Bulgaria's participation in the socialist economic integration with the USSR and member-countries of the Council for Mutual Economic Assistance, promotes industrial co-operation with the developing and the developed capitalist countries, acts as host and sends economic delegations for studying the possibilities for the development of Bulgaria's cooperation with other countries, assists interested parties in effecting control on import and export goods, organizes the participation of the country at international fairs and exhibitions, organizes the Plovdiv International Fair, publishes booklets, folders and other printed information material about the Bulgarian industry and agriculture, publishes a monthly paper "Economic News from Bulgaria" and the bi-monthly magazine "Bulgarian Foreign Trade", in foreign languages, arranges advertising campaigns of Bulgarian products abroad as well as of foreign goods in Bulgaria, registers foreign patents and trade marks in Bulgaria, settles by way of arbitration disputes and claims between local and foreign economic organizations, enterprises and individuals.

ARBITRATION COURT with  
the Bulgarian Chamber of  
Commerce and Industry  
11a, Stamboliiski Blvd.  
Tel.: 87-26-31  
87-22-95  
Telex: 22374  
Cables: Torgpalata

The Court settles disputes arising from contracts and/or other legal relations, established between the parties from different countries in effecting foreign trade and/or other international economic and scientific/technical relations, including maritime disputes. Parties in the dispute can be:

- a/. Bulgarian and foreign enterprises, firms or individuals,
- b/. foreign enterprises, firms or individuals.

BULGARKONTROLA  
42, Parchevitch St.,  
Tel.: 8-51-51  
Telex: 22318  
Cables: Bulgarkontrola

Specialized surveyance organization acting on clients' orders for supervision of import and export goods, expert examinations and average findings, seed control; chemical, physico-mechanical, textile and arbitration analyses of various goods.

BULGARKONTROLA -  
AVERAGE COMMISSARIAT  
42, Parchevitch St.  
Tel.: 8-51-51  
Telex: 22318

Makes average findings of losses and damages of goods and vehicles on behalf of Bulgarian and foreign insurance organizations and companies.

Settles claims of Bulgarian foreign trade enterprises on foreign insurance companies and lays regressive claims.

BULGARREKLAMA - Advertising  
Agency with the Bulgarian  
Chamber of Commerce and  
Industry  
42, Parchevitch St.  
Tel.: 8-51-51  
Telex: 22318  
Cables: Bulgarreklama

Arranges advertising of Bulgarian export goods abroad. Mediates and arranges advertising campaigns of foreign firms in Bulgaria, assists in the preparation of publicity materials, organizes exhibitions, symposia and other events of foreign firms in the country.

GENERAL AVERAGE ADJUSTER'S  
OFFICE with the Bulgarian  
Chamber of Commerce and  
Industry

11a, Stamboliiski Blvd.

Tel.: 87-26-31

87-22-95

Telex: 22374

Cables: Torgpalata

Upon request of Bulgarian and  
foreign interested parties/  
shipowners and owners of goods  
in transport/establishes the  
kind of average at sea, the  
amount of general average  
and issues statements of  
adjustments.

Collects deposits and other  
securities related to general  
averages and takes care of  
their liquidation.

Co-operates with foreign general  
average adjusters on general  
averages of Bulgarian and  
foreign vessels.

Takes care of the settlement  
of the issued statements of  
adjustment.

Mediates for voluntary settlement  
of claims, connected with  
collections on general averages;  
transport, freight and insurance  
contract.

PATENT AND TRADE MARK BUREAU  
with the Bulgarian Chamber  
of Commerce and Industry  
42, Parchevitch St.

Tel.: 8-51-51

Telex: 22318

Cables: Torgpalata

Represents foreign nationals  
and juridical persons in  
matters related to patenting of  
inventions, registration of  
trade marks and industrial  
models in Bulgaria and also  
represents Bulgarian enterprises,  
public organizations and individuals  
in matters related to registration  
of trade marks and industrial  
models abroad.

BULGARIAN FOREIGN TRADE  
BANK

2, Sofiiska Komuna St.

Tel.: 85-51

Telex: 22532

22533

Cables: Bulbank

Effects all commercial and non-  
commercial payments abroad,  
performs foreign currency  
and credit operations with  
other countries and grants  
credits to Bulgarian foreign  
trade organizations and en-  
terprises in foreign and local  
currencies.

BULGARIAN NATIONAL BANK  
2, Sofiiska Komuna St.  
Tel.: 85-51  
Telex: 22532  
22533  
Cables: Nationalbank

Emmission centre and main  
credit and payment centre.

BULSTRAD - Bulgarian  
Foreign Insurance and  
Reinsurance Co., Ltd.  
5, Dunav St.  
Tel.: 88-59-41  
Telex: 22564  
Cables: Bulstrad

Effects all operations  
connected with insurance  
of import and export goods,  
re-export goods, reinsurance  
operations, insurance of ships,  
aircraft, motor vehicles,  
personal and property insurances  
of foreign nationals and of  
Bulgarian citizens abroad.

CENTRAL COUNCIL OF THE  
SCIENTIFIC-TECHNICAL UNIONS  
IN BULGARIA  
108, Rakovski St.  
Tel.: 87-61-66

CENTRAL BOARD OF  
STATISTICS with the  
Ministry of Information  
and Communications  
10, 6th September St.  
Tel.: 87-87-11  
Cables: CSU

Collects, processes and  
publishes statistical  
data, issues statistical  
publications in Bulgarian  
and foreign languages.

CUSTOMS DIVISION  
with the Ministry of  
Finance  
102, Rakovski St.  
Tel.: 84-91

DESPRED - State  
Economic Enterprise  
2, Slavyanska St.  
Tel.: 87-60-16  
Telex: 22529  
22334  
Cables: Despred

International forwarding of  
import, export, re-export  
and transit goods by rail,  
road, sea and air.

FOREIGN TRADE RESEARCH  
CENTRE

8, Kaloyan St.  
Tel.: 87-86-91  
Telex: 22271  
Cables: NCVT

Scientific and practical research and information service in the field of international markets and prices, foreign trade policy; forecasting and planning, programming and effectiveness of foreign trade activity; scientific organization of labour. Design and implementation of Automatic System of Management of Foreign Trade Activity. Collection, processing, publication and distribution of foreign trade information, establishment of documentation and reference fund. Machine processing of information in the foreign trade system.

INFLOT - State  
Commercial Enterprise  
5, Gourko St.  
Tel.: 88-27-71  
Telex: 22376  
Cables: Bolinflot

Agent for all foreign ships calling at Bulgarian ports.  
Agent for all kinds of Bulgarian ships sailing abroad.  
Sale of tickets for all sea and ocean passenger lines.  
Branch offices at the ports of Varna, Bourgas; the Danubian ports of Rousse, Somovit, Lom, Svishtov and Vidin.

JUSAUTOR - Copy Rights  
Protection Directorate  
11, Slaveikov Sq.  
Tel.: 87-28-71  
87-37-40  
88-48-17  
Cables: Jusautor

Literary and theatrical agency acting as go-between for foreign publishers, theatres, agencies, etc. in coding copy and other rights for use of literary works of Bulgarian authors, as well as in acquiring rights for use of foreign literary works by Bulgarian publishers, theatres, etc.

INTERNATIONAL TRANSPORT -  
State Automobile Economic  
Enterprise  
Sofia, 38-Gorublyane  
Tel.: 70-11-18, 70-11-65/6  
Telex: 22356, 22380, 22620, 22788  
Cables: DAP-MP

International automobile transport.



INTERNATIONAL FAIRS AND  
EXHIBITIONS - Economic  
Enterprise

11a, Stamboliiski Blvd.

Tel.: 87-26-31/5

Telex: 22374

Cables: Interexpo

Organizes and carries out the participation of Bulgaria at world expositions, Bulgarian national exhibitions abroad, the participation of Bulgarian economic organizations at international Fairs, as well as the preparation of one-firm exhibitions abroad, exhibitions of foreign business firms in the country; supply of exhibition and building construction ordered by local enterprises and organizations.

PLOVDIV INTERNATIONAL FAIR  
37, G. Dimitrov, Plovdiv

Tel.: 5-31-91

5-31-90

5-31-45

5-27-22

Telex: 44432 Partet-Bg

Cables: Panaira Plovdiv

Organizers the International Fair in Plovdiv held annually between the 3rd and 10th of September, as well as specialized international exhibitions.

TORGRAFIK Co.

42, Parchevitch St.

Tel.: 8-51-51

Telex: 22318

Cables: Torgrafik

Publisher in foreign languages of all kinds of foreign trade printed materials publicizing the products of the industry, agriculture and other branches of national economy. Fulfills orders for all kinds of advertising photographic services. Places orders for printing abroad and supplies imported and local advertising and publicity souvenirs and materials.

Appendix C

Useful Addresses in Canada

1. Chief, Eastern Europe Division  
European Bureau  
Department of Industry, Trade and Commerce  
Ottawa, Ontario K1A 0H5

2. Industry, Trade and Commerce - Regional Offices in Canada

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

Director - F.A.D. Blair  
Newfoundland Region  
Telex: 016-4749  
Telephone: Area Code 709 722-6074

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

Director - C.P. McPherson  
Nova Scotia Region  
Telex: 019-21829  
Telephone: Area Code 902 426-3851

FREDERICTON, New Brunswick E3B 1A8  
Eastern Canada Building  
212 Queen Street

Director - F.D. Grimmer  
New Brunswick and Prince Edward Island Regions  
Telex: 014-46140  
Telephone: Area Code 506 454-9707

QUEBEC, Quebec G1R 2B5  
Suite 620  
2 Place Quebec

Director - Gilles P. Morin  
Quebec City Office  
Telex: 011-3312  
Telephone: Area Code 418-694-4726

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

Director - P.M. Audette  
Quebec Region  
Telex: 012-0280  
Telephone: Area Code 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  
Telephone: Area Code 416 369-3711

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

Director - G.A. Gillespie  
Manitoba Region  
Telex: 075-7624  
Telephone: Area Code 204 985-2381

REGINA, Saskatchewan S4P 2Y8  
970 - 2002 Victoria Avenue

Director - G.A. Cooper  
Saskatchewan Region  
Telex: 071-2745  
Telephone: Area Code 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  
Telephone: Area Code 403 425-6330

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

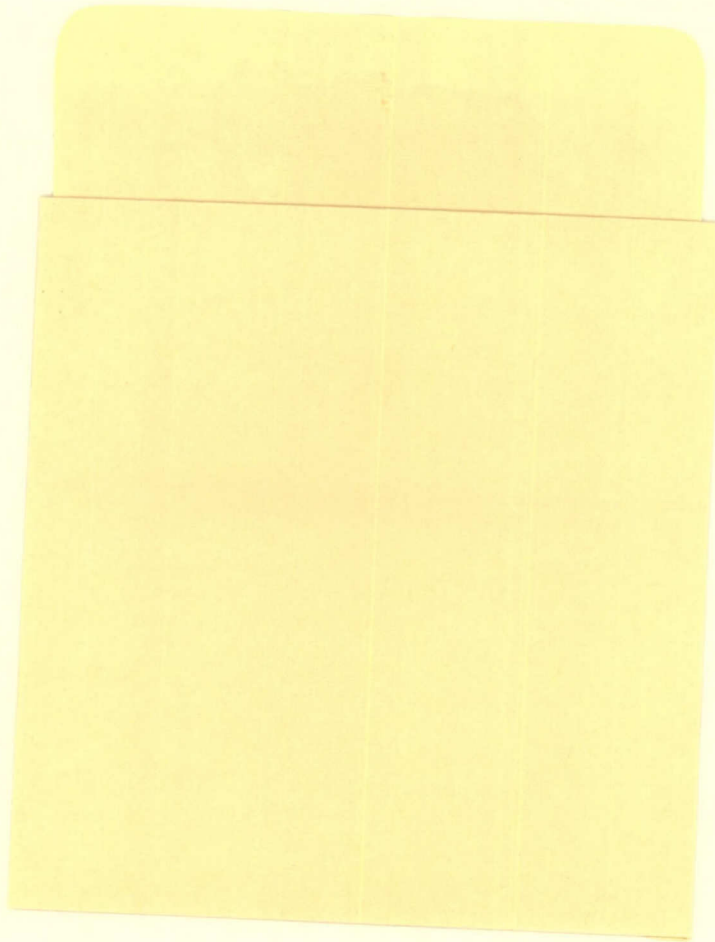
Director - J.F. Murray  
British Columbia and Yukon Regions  
Telex: 04-51191  
Telephone: Area Code 604 666-1434

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

4. Bulgarian Offices in Canada

Embassy of Bulgaria  
325 Stewart Street  
Ottawa, Ontario  
K1N 6K5  
Telephone: Area Code 613 232-3215/3453

Bulgarian Trade Commission  
1550 Maisonneuve Boulevard West  
Suite 210  
Montreal, Quebec  
H3G 1N4  
Telephone: Area Code 514 935-7494



INDUSTRY CANADA/INDUSTRIE CANADA



51455

