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REPORT

of the Workshop on Enterprise - to-Enterprise Co-operation
in the Agro-Food Sector between Firms in Spain and in
the CSFR, Hungary and Romania
/3-4 October, 1991, Vienna/

Background and aim of the Workshop

The recent basic political and economic changes in the countries of Central-Eastern Europe have radically altered the conditions for economic cooperation and the actors participating. The transition from a centrally planned economy, plagued by constantly surfacing constraints and inadequacies, arbitrary decision making process, monopolistic structure, to a market economy releasing the entrepreneurial ability opens the way to enterprise-to enterprise cooperation.

In all transition countries participating in the Workshop, measures have been taken to privatize the predominantly state-owned manufacturing industries. Legislative guarantees are given to attract foreign direct investors to join in this process. Direct foreign investment enjoys preferential treatment for taxes and other incentives. Regulations differ however from country to country.

The state monopoly of foreign trade has been abolished and as a result manufacturers are more and more interested in carrying out their foreign business activities directly without the mediation of trading companies. At the same time those previously engaged exclusively in foreign trade operations are increasingly turning their attention to industrial, domestic trading and service sectors. In addition to the transformation of existing enterprises, an increasing number of new, mainly small and medium sized companies are emerging with private capital involved. Thus a wide variety of enterprises is appearing.

seeking new contacts for all types of business activities, including traditional trade, information on transfer of technologies, industrial cooperation, management contracts, franchising, investment etc.

The agro-food sector plays a leading role in the economies of all the countries participating in the Workshop. Considerable export capacities have been developed particularly in Hungary and the CSFR; however, the main export market having been the Soviet Union many of the producers are facing serious difficulties. A temporary drop in domestic consumption and increasing competition from foreign suppliers in the wake of import liberalization is also facing the industry. These developments emphasize the importance of seeking new partners. Contacts between the Spanish companies and those of the other three countries are less developed than in the case of most other OECD countries. This is partly due to inadequate information on both sides and relatively weak personal contacts.

Hence the Spanish BANESTO Bank group requested UNIDO's Industrial Investment division to use the widely established contacts of its Programme Unit for Arab Countries, Europe and the Mediterranean Region for the organization of the Workshop. BANESTO provided to this end a financial support in the form of a third party trust fund project.

The aim of the Workshop was:

- to make the participants familiar with the general economic background of the countries invited;
- to provide general information on the agro-food sector of these countries;
- to identify areas of possible future UNIDO involvement;
- as the main output, to conduct direct business discussions between participating companies.

Programme and participation

The Workshop was opened by the director of the Industrial Investment Division of UNIDO and addressed by the Permanent Representative of Spain to UNIDO, as well as by the representative of BANESTO who also introduced the Spanish companies present.

The heads of the delegations from the Czech and Slovak Federal Republic, Hungary and Romania briefly outlined their economic policies and matters related to the agro-food sector. Participating companies were likewise introduced. Out of the two days session a total of eight and a half hours was allotted to bilateral discussions among participants upon their individual requests /For detailed description of the programme see Annex 1/. Hospitality events, hosted by BANESTO provided further opportunities for bilateral discussions. A short company profile on each of the participants was made available to facilitate the selection of partners for the individual meetings, which were scheduled by UNIDO, utilizing its specially developed computer programme. Altogether 121 meetings were arranged.

The interest aroused by the Workshop was demonstrated by the fact that in spite of some last minute cancellations, the number of participants was in the case of most countries higher than expected.

Both public and private enterprises were represented. In addition to food manufacturers of countries in transition a few trading and consulting companies as well machinery producers participated. Of the branches of the agro-food industry dairy-, meat- and sugar producers were most numerous though many other activities were represented. The delegations from the CSFR and Romania were headed by government officials. The Hungarian presentation was delivered by a representative of the Federation of Hungarian Food Industries.

General condition for the cooperation

/a brief summary of the statements in the plenary/

In the framework of the radical reform in the CSFR price and foreign trade liberalization was accelerated and the internal convertibility of the Koruna introduced in 1991. Following an inflationary shock at the beginning of this year, the rate of inflation fell to an acceptable level. A restriction in the monetary and fiscal areas was applied. As a result of it as well as in consequence of the collapse of the former COMECON market, demand, including that for food products, declined sharply. Acts on privatization and restitution of property were passed. The number of joint ventures is increasing impressively. Regulation for companies with foreign participation include the possibility of requesting tax relief for a period of 2 years from the beginning of operations. Corporate profits, in cases where foreign participation is more than 30% are taxed at 40%. Dividends are taxed at 25% however bilateral agreements on avoiding double taxation may stipulate lower rates. The Foreign Exchange Act permits the repatriation of foreign investors capital and profits and bilateral agreements provide adequate guarantee. Import and export of goods can be, with a few exceptions carried out without licences. The average custom duties on import is 4,5% though a temporary surcharge, at present 15%, is also levied on the value of imports.

Agro-food industry, having an important role in the economy of the CSFR is also in the course of transformation. While two years ago only a few dozen state enterprises operated in the sector, today the process of demopolization has led to the emergence of hundreds of companies seeking international cooperation to become competitive in the world market.

Hungary is well advanced in the transition since several steps towards introducing market economy were taken even before the recent political changes. This is reflected in the number of enterprises

owned wholly or partially by foreigners. By the middle of 1991 close on 8000 such enterprises operated in the country with a total foreign capital of more than 1,6 billion US dollar.

The importance of the food industry is demonstrated by the fact that its annual output /in the value of 7,5 billion ECU in 1990/ in a country with a population of barely 10 million is equivalent to 2% of the total annual turnover of the food and beverage industries of the Common Market. However its share of total Hungarian consumption is 40% while in the EEC only 25% is spent on such items.

The gross profit in proportion to the turnover was in 1990 as high as 20%. The export value in 1990 was about 2 billion ECU out of which 1,4 billion ECU was sold for convertible currencies. /This figure included also that portion of the exports to the then COMECON countries which exceeded the annual plans for trade in Transfer Roubles/. 75% of the total convertible currency exports consisted of processed food products.

This performance proves the quality of the products as well as of the technology. Thus not necessarily new investments are of primary importance to improve the competitive position of the sector, though the situation of individual branches and manufacturers may considerably vary.

The collapse of trade with the former COMECON countries hit the food industry not only by losing an important share of their markets but also as a result of the changed payment conditions. Working capital requirement increased by three times even for companies having been able to replace the lost markets. Previously payment in the framework of CMEA trading was effected immediately upon delivery, whereas now payment may take over three months. With the present high interest rates demanded by Hungarian banks, most of the companies cannot afford export financing credits. Thus the food industry is primarily interested in finding partners able to offer solutions for bridging

the export financing gap. The biggest losses of market share have occurred in the wine and poultry industry.

At the same time the privatization process is going ahead. Sugar and confectionery industries are almost totally privatized, and in the case of distilling, tobacco and brewing the process is at a fairly advanced stage.

In Romania 9,5 mio.ha. tillable/arable land is available, however yields are at present 2-3 times lower than those in the developed countries. As a result essential inputs for the food industry are not always available. Technology and equipment are often obsolete. However skilled engineers and workers are available. In almost all of the 41 counties of Romania there are plants serving the major branches of the food industry /meat, dairy products, milling etc./. For the time being they are state owned, but bureaucratic plan setting and centrally dictated prices are not anymore limiting the decision power of the management. A law to privatize the trading companies was passed, 30% of their capital to be acquired by nationals providing for share vouchers free of charge. The remaining 70% of shares will be available for purchase by Romanian and foreign entrepreneurs. The privatization programme of the government envisages various measures to attract foreign capital. The rehabilitation of the food industry is among the priority tasks.

Representatives of the Banesto group outlined the services they can provide to promote business contacts among participants, and introduced Agrobanesto, a special department of the Group. The Bank has close contacts with agriculture and food industry in Spain. Of the Bank's 2000 branch offices, 60% operate in agricultural areas. Thus Agrobanesto provides information and consulting services for the sector, and has concluded agreements with central and local authorities to provide credits for special purposes.

Banesto Europe is expected to enter into an agreement with the Commission of the European Community to participate in their programme for promoting enterprise to enterprise cooperation in Eastern Europe. In this framework project and partner identification services can be provided free of charge: support is given to the preparation of feasibility studies and the Bank and EEC may contribute loan capital. Upon request advisory services may also be given. A fund in the amount of 20 M ECU has been established for this programme by the European Community. The beneficiaries may be small and medium size enterprises.

Conclusions, recommendations

The Workshop was considered useful by all participants. It was the first time that a bank has requested UNIDO to arrange such a meeting. While the provision of general information on the economic environment was considered important, the most valuable outcome was the establishment of personal contacts and the identification of business opportunities.

By the time the Workshop closed about half of the evaluation reports had been completed. According to these reports one letter of intent had already been signed and over half of the reported meetings will lead to further study of the cooperation possibilities.

It has been emphasized that no immediate results could be expected, nevertheless many of the discussions raised expectation for developing business relations. On behalf of the participants from the countries in transition it was mentioned that at this time the Spanish companies were more interested in export opportunities than in joint ventures or other type of investment activities. It was understood however that more simple forms of cooperation may lead at a later stage to closer ties. The representative of UNIDO stressed that foreign investment is not usually the primary aim of the companies, particularly not in

countries where they have not yet acquired sufficient experiences. Investment decisions may come with the realization that competitive positions can be acquired or preserved by such means.

Though the Workshop was organized to establish contacts between Spanish companies on the one hand and those of the countries in transition on the other, it was realized that useful discussions took place also within the delegations and among the representatives of Eastern Europe. This reflects the changes in the countries concerned. In spite of close ties at the government level, previously links at enterprise level hardly existed, particularly in trade related matters. The newly established enterprises in Hungary, the CSFR and Romania are now actively seeking contacts. Spanish companies also received from Banesto some new informations on activities of their country in developing business relations with the Central and Eastern-Europe. Several delegates stated the importance of having an opportunity to obtain first hand information on the activities of UNIDO. UNIDO's involvement in arranging this type of meeting was endorsed. UNIDO's knowledge of local conditions, extensive contacts and experience in organizing international meetings of this type, contributed to the success of the Workshop.

The participants supported the holding of further meetings of this type, however the possibility of organizing national Workshops in the capitals was also mentioned. Participants were requested to report on follow up activities they carried out.

The preparation of company profiles was appreciated. It would however enhance the success of future similar meetings were these made available to all participants well before the Workshop. It would also be useful if some information material on the general economic conditions, foreign investment regulations etc. of participating countries could be distributed in advance.

It was recommended that in the preparation of future meetings chambers of commerce and/or other representatives of trade and industry community should be more involved in addition to the government officials. In view of the ongoing changes in the role of such bodies, it is advisable to approach them after due consultation in individual countries.

PROGRAMME

of the Workshop on Enterprise -to-Enterprise Co-operation
in the Agro-Food Sector between Firms in Spain and in
Czecho-Slovakia, Hungary and Romania

THURSDAY 3 OCTOBER 1991

- 9:00 Opening of the meeting with statements from
- United Nations Industrial Development Organization /UNIDO/ Mr.J.M.Deroy, Director Industrial Investment Division/
 - Permanent Representative of Spain to UNIDO /H.E.F. Arias-Salgado, ambassador/
 - Banco Espanol de Crédito /BANESTO/ /Mr.J.M.Cortés Arcas, Representative for Austria and Eastern Europe/
- 9:30 Introduction by representatives of participating Spanish companies
- 11:15 Introduction by Head of the CSFR delegation /Mr.M. Preclik, Ministry of Agriculture of the Czech Republic/
- 11:35 Introduction by Head of the Hungarian delegation /Ms.J. Nöth, Federation of Hungarian Food Industries/
- 11:55 Introduction by Head of the Rumanian delegation /Mr.I. Serpu Ministry of Agriculture/
- 14:30 Introduction to UNIDO's Industrial Investment Programme
- 15:00 Bilateral meetings between participating company representatives
- 18:00 Welcoming reception for all participants hosted by UNIDO

FRIDAY 4 OCTOBER 1991

- 9:00 Introduction to BANESTO's
- Financing mechanisms for business cooperation: /Ms.M.I. Garcia Diez, Agrobanesto/
 - Support Scheme for private sector initiatives to establish joint ventures with non-EC European partners /Ms.Lidia Cifuentes, Banesto Europa/

- 10:00 Bilateral meetings /cont'd/
- 14:00 Introduction to UNIDO's role in the promotion of international transfer of technology /mr.A.Araoz, Deputy Dir. Gen, Dept. for Industrial Promotion, Consultation and Technology/
- 14:30 Introduction to UNIDO's programme for the promotion of enterprise-to-enterprise cooperation through trust fund arrangements /Mr.Surjit Sachdeva/
- 15:00 Bilateral meetings /cont'd/
- 17:00 General round-table discussion
- 17:30 Closure of workshop

Participants of the
 Workshop on Enterprise -to-Enterprise Co-operation
 in the Agro-Food Sector between Firms in Spain and in
 Czecho-Slovakia, Hungary and Romania

Sponsor	Persons	Activity
<u>SPAIN</u>		
Agrolimen S.A. Capitan Haya, 38 E-28020 Madrid Tel: 1-2798179	Mr.J.Juberias Gomez	Agro-food sector
Antonio Heras Arazo Transversal 1-7 E-22400 Monzon Huesca Tel: 74-401296	Mr.J.Morell Ruset Ms.P.Rufas Calasanz Ms.B.Noya Mur	Manufacturing of industrial bakery prod
Artynde, S.A. Poligono Ind.Villa- lonquejar, Valle de Mena P.18, Burgos Tel: 47-266676	Mr.R.Munoz Alonso	Transformation of stainless steel to be used in food and beve- rage sectors
Bodegas Asociadas Cooperativas "BACO" Avda. Criptana, 21 E-13600 Alcazar de San Juan, Ciudad Real Tel: 26-545200	Mr.R.Fernandez Sanz	Trade of wine and derivatives
Industrial del Frio Comercial /CAPELI/ Pol.Ind.Fuente arro Villa de Madrid, 32 E-46980 Paterna, Valencia Tel: 6-1388611	Mr.J.Castells Lacruz	Trading and manufactu- ring of furniture and equipment
Codesa Camino Paseo s/n Cuenca Tel: 03467-490000	Mr.A.Talavera Paroja	

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Sponsor	Persons	Activity
Comercial de cereales y semillas S.A. Iniesta Cuenca	Mr.A.Talavera Pareja	
Cuetara, S.A. Ctra.N-III Km. 48 E-28599 Villarejo de Salvanes, Madrid Tel: 1-8744000	Mr.J.Perez-Ilzarbe	Manufacturing of bakery products
Crupo Navidul, S.A. Velazquez, 140 E-28006 Madrid Tel: 1-2622504	Mr.J.M.Diaz del Rio Ms.D.Martin Alonso	Manufacturing of ham and sausages
Inagrosa Velazquez, 31 E-28001 Madrid Tel: 1-4359080	Mr.Fernandez Villa- fane Mr.A.J.Moreno Pavon	Manufacturing of bio- stimulus for agri- culture and cattle
Lacteas Garcia Baquero S.A. Poligono Industrial Alces 23 y 24, E-13600 Alcazar de San Juan, Ciudad Real Tel: 26-540259	Ms.M.del Mar G.Baquero Mr.M.A.Garcia Baquero	Manufacturing of cheese
Maquinaria Agricola El Leon S.A. Poligono Valdeferrin P. 104, E-50600 Ejea de los Caballeros, Zaragoza Tel: 76-660258	Mr.J.Aguas Campos Ms.M.Valiente Orruno	Manufacturing of agricultural machinery and civil works
Matres, S.A. Marmoles, 66 E-29007 Malaga Tel: 52-278320	Mr.F.Martin Mandly	Manufacturing and trading of industrial machinery
Onza de Oro, S.A. Ribierina s/n E-15940 Puebla del Caraminal, La Coruna Tel: 81-830050	Mr.C.Martin Alvarez	Manufacture of tinned fish and shellfish
Perez Escamez Hermanos S.A. Avda. de Murcia s/n E-30180 Bullas, Murcia Tel: 03468-652011	Mr.A.Perez Escamez Mr.J.Perez Egea	

Sponsor	Persons	Activity
Piquer Hermanos, A.A. /PIQUERSA/ Granada, 134 E-04004 Almeria Tel: 51-234111	Ms.I.Piquer Socias Mr.M.Navarro Murcia	Manufacturing and trading of civil machi- nery and civil works
S.A.T. no 42 Los Gonzalez Extramuros s/n E-44300 Monreal del Campo Teruel Tel: 74-863146	Mr.G.Gonzalez Gorriz	General refrigerated slaughterhouse
Talleres Clavijo, S.A. Pol. Ind. La Escapada s/n E-26140 Lardero La Rioja Tel: 41-448057	Mr.M.Miguel	Manufacturing of macinery for fodder factories
Vegetales Congelados, S.A. /VECONSA/ Camino del Olivar s/n E-30560 Alguazas Murcia, Spain Tel: 68-620201	Mr.T.Hernandez Bernal	Freezing of vege- tables

CZECHO-SLOVAKIA

Agroprojekt Praha Czechoslovakia Prahai Ve Smeckach 33	Mr.Vrana, Vladimir	
Bardejovska Mliekaren s.p. CS-085 07 Bardejov, Dukelska 7 Czechoslovakia Tel: 935-3275	Mr.Bajus, Miachl Mr.Prexta, Demeter	Dairy production
Biopo Leopoldov Czechoslovakia	Mr.Miklovic, D.	
Biotechnologicky podnik s.p.Leopoldov Irnavska cesta 920 41 Leopoldov Czechoslovakia Tel: 0804-217 41-2	Ing.Masaryk, Jozef	Production of citric acid fine refined alcohol, spirit vinegar

Sponsor	Persons	Activity
Cukrava Hradec Kralove Kalendova ul. CS-501 32 Czechoslovakia Tel: 42-49-37021	Ing.Herick, Jaroslav	Refined sugar production
Cukrovary Olomouc Statni Podnik Kosmonautu 10 772 46 Olomuc Czechoslovakia Tel: 068-28041	Ing.Fejt.Frantisek	Refined sugar
Destila Kovodelne Druzstvo Stefanikova 8 658 96 Brno Czechoslovakia Tel: 05-740800	Mr.Vecera. Ladislav	Food machinery production
Figaro Trnava Mesacna 2 917 61 Trnava	Mr.Ostrovsky Stanislav Ms.Jurkasova Maria	Production of hard candies and lollipops
Foodstuffs Enterprise Trebishov Cukrovarska Str. CS 075 90 Czechoslovakia Tel: 201115	Ing.Hrin,Anton Ing. Hohos, Jan	Sugar refining, sweets, butter, dry milk and yeast
Hispagra Klimova 2107/13 158 00 Praha 5 Czechoslovakia Tel: 294441/307	Ing.Jemelik, Zdenek Dr.Prochazkova, Marcela	Consulting and trade advisory
Jihoceske Mlekarny, a.s. 391 02 Sezimovo Usti II Czechoslovakia Tel: 0361-98150	Ing.Kopacek, Jiri	Milk processing
Kolinske cukrovary U krizovatky 608, Kolin 4 Czechoslovakia Tel: 0321 205 55	Ing.Bohac, Miloslav	Refined sugar and its modifications
Konzervarny a lihovary s.p. Gen.Klapalka 519 549 01 Nove Mesto nad Metuji, Czechoslovakia Tel: 42-441-71252	Ing.Vlasakova, Lenka	Canning food and beverage producer

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Sponsor	Persons	Activity
Levicky Priemysel LEVICE-Gena Czechoslovakia Tel: 0813-210 05	Ing.Lelovska, Zuzanna	Production of meat and meat products
Madeta Plana nam Pratejsui 2801/2 390 Ol Tabor Czechoslovakia	Mr.Kopacek, Jiri	
Masokombinat Cekovice Kostelecka 822 Praha 9 196 00 Czechoslovakia Tel: 859 06 39	Ing.Schaller, Karel	Slaughtering and meat processing
Masokomp Havl. Brod Havlickovo nam 175 580 Ol Havlickuv Brod Czechoslovakia Tel: 0451/21247	Mr.Hlavac, Ludik	Production and processing of meat
Masovy Priemysel, s.p. Czechoslovakia Tel: 0862-26641	Dr.Smykal, Jozef Ing.Lukacova	Slaughterhouse
Meat factory Levice Czechoslovakia	Ms.Gunarova, Gizela	
Milex Bratislava, statny podnik Studena ul. c. 35 823 65 Bratislava Czechoslovakia Tel: 236 088	Mr.Halak, Miroslav Mr.Gabriel, Stefan	Dairy production
Milex Progres, Bratislava Ruzova dolina 27 82465 Bratislava Czechoslovakia Tel: 42-7-60505	Mr.Klisky, Jan Ing. Nemoc, Marian Ms.Kubickova, Paulina	Consultancy
Milex Statny Podnik Levice Jurska cesta 2 CS-934 Ol Levice Czechoslovakia Tel: 0813-27121	Ms.Vacziova, Zuzana	Milk production
Mlyn a pekeren Jedra Racianska 38 Bratislava Czechoslovakia Tel: 616 47	Ing.Razusova, Ludmilla Mr.Platenik, Stanislav Ing.Tasky, Marian	Wheat mill

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Sponsor	Persons	Activity
Noko, state enterprise 915 20 Nove Mesto nad Vahom Czechoslovakia Tel: 26 06	Mr.Eduard Weiss	Production of fruit juices, ketchups, syrups, canned vegetables
Ostravska Mlekarna s.p. Martinovska ul. 723 14 Ostrava-Martinov Czechoslovakia Tel: 069/443235	Ing.Sousek,Milan Mr.Zajac,Jaroslav Mr.Najser,Ivan	Milk production
Potravina sky Kombinat Trebisov Czechoslovakia	Mr.Hrin, Anton Mr.Paivta,Michal	
Puchov S dairy Komensky Street Puchov Czechoslovakia Tel: 3048	Ms.Rosinova,Zdena	Milk processing
Safarik Upredpoli 13 Praga 10 Czechoslovakia	Mr.Safarik,Fran- tisek	
Severoceske Lukove Zavody s.p. Zukova 100 Usti nad Labem CS-401 29 Czechoslovakia Tel: 047-381	Ing.Handl,Miloslav	Production of Crude oils, Edible fats
Tovarny Mlynskych Stroju Pardubice Promyslova ul. 532 34 Pardubice Czechoslovakia Tel: 040/24511	Mr.Moravec,Miroslav	Equipment for retending plants
Translint Jasikova 3 Bratislava Czechoslovakia	Mr.Kolecani,Frantisek	
Rovarny Mlynskych Stroju Pardubice Promyslova ul. 532 34 Pardubice Tel: 040/24511 Czechoslovakia	Ing.Vajsochr, Jaroslav Mr.Matejicek,Jan	Equipment for mills

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Sponsor	Persons	Activity
Vychodoslovenske hydinar- ske zavody, s.p.Kosice Garbiarska c.1 Kosice Czechoslovakia Tel: 218 43 or 218 47	Mr.Bornemisa,Gregor	Poultry and eggs
Vyvojovo Krajna 49 823 70 Bratislava Czechoslovakia Tel: 07220 234	Dpt.Brichta,Karol	Production and repair of machinery for dairy production
ZVU Hradec Kralove P.O.Box 1 501 47 Hradec Kralove Czechoslovakia Tel: 040/24511	Ing.Melichar, Bohuslav Mr.Lnenicka, Jaroslav	Production of equipment for sugar plants and breweries etc.
<u>HUNGARY</u>		
Dunakeszi Hütőipari Vállalat P.O.Box 37 2121 Dunakeszi Hungary Tel: 361-27-42911 Fax: 361-160-2296	Ms.Peter-Szabo	Quick frozen fruits
Élelmiszer-Gépipari Kft. 1105 Budapest, Halom u.42. Hungary Tel: 361-157-0357 Fax: 361-157-2687	Mr.Zimmerman, Laszlo Mr.Schubert,Zoltan	Food technology
Federation of Hungarian Food Industries Kunyed u.13-15 1012 Budapest Hungary Tel: 361-175-9722 Fax: 361-155-5057	Mr.Palyi, J. Ms.Nöth Judit	
Gabona Trading Company Limited V.,Dorotya u.1. H-1051 Budapest Hungary Tel: 361-118-3900		Export of grains,import of soybean meal

Sponsor	Persons	Activity
Csavar Kft. Illatos u.7. 1097 Budapest, Hungary Tel: 361-147-6160	Mr. Csapo, G.	Machines for meat, dairy ets. industry
Lignitrade Ltd. Honvéd u.20 1055 Budapest Hungary Tel: 361-112-1800 Fax: 361-132-4723	Mr. Morvay, P.	Trading, food products
Meat Industrial Company of Budapest Gubacsi ut 6. 1097 Budapest Hungary Tel: 361-134-3940	Mr. Juhász, László	Slaughtering of pigs, production of cut meat
Mirelite Hűtőipari Vállalat Haller ut 11-13. H-1096 Budapest Hungary Tel: 361-118-0499	Mr. Rusvai Béla	Production of frozen pizza and meat balls
Dairy of Vas County 9700 Szombathely Nádasdy F.u.16. Hungary Tel: 36-94-11-008	Mr. Szakaly, Otto	Dairy production

ROMANIA

Romanian Development
Agency
7, Bld. Maeheru
Bucharest
Romania

Mr. A.D. Soare
Mr. G. Mihai

Bachus S.A.
Spataralui Avenue no 5
Buzau
Romania
Tel: 26798

Mr. Nicolae,
Vamesul

Wine and Brandy bottling

Sponsor	Persons	Activity
Bucovina S.A. Cal.Humorului 5 Suceava Romania Tel: 16388	Mr.Liviu,Vierbinski	Dairy production
Central Union of Handi- craft Cooperatives 46, Calea Plevnei Bucharest Romania	Mr.Tara,Ioan	
Chamber of Commerce Piata Victoriei No 3 Timisoara Romania	Mr.Palcau,A-S	
Compan S.A. Domneasca Str.no 253 Tirgoviste Romania Tel: 13138	Mr.Ion,Necula	Wheat and corn mill
Covalact S.A. Sf. Gheorghe Covasna Romania Tel: 13138	Mr.Ion,Balan	Dairy production
Ministry of Agricul- ture and Food /Romania/ Bvd.Carol 24 Bucharest Romania	Mr.Vasitiesiu,Ti- beriu	
Prola S.A.Prahova Soseaua Vestului no 1 Ploiesti Romania Tel: 51341	Mr.Eugen,Marinoiu	Dairy production
Scandia S.A.Sibiu Morii Street no 47 Sibiu Romania Tel: 924/77766		Slaughterhouse
Tomisind S.A. Caraiman Street no 9 Constanta Romania Tel: 85185	Mr.Gabriel,Di- moftache	Canned fish production

Sponsor	Persons	Activity
Ursus 3400 Rue Manastur 2-6 Cluj Napoca Romania	Mr.Buzoianu,O.	
Zaharom-Romsit W.Maracineau Square 1-3 Sector I, Bucharest Romania Tel: 150780	Mr.Vasile,Stancu	Station for sugar beet seeds conditioning
Zarea S.A. Blvd.Buchurestii-Noi 111 Sector 1, Bucharest Romania Tel: 674570	Mr.Cornel,Stoian	Ch

AUSTRIA

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