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ECONOMIC COMMITTEE

FILE FOR THE ECONOMIC COMMITTEE OF THE CSCE

INDUSTRIAL CO-OPERATION: LIST OF EAST-WEST AGREEMENTS(1)

Note by the Economic Directorate

INTRODUCTION

(i) Organization and terminology

The appended list of industrial co-operation agreements (ICAs) between Eastern and Western enterprises and governments is organized in terms of (a) the Eastern country involved, (b) the Western partner country and firm, and (c) the chronological order of conclusion of agreements. Where possible within these categories, the various types of ICA are listed starting with the relatively abstract and ending with the relatively concrete:

- Bilateral government agreements of principle that usually also establish machinery for joint exploration of industrial co-operation opportunities, joint commissions, working groups, exchanges of experts and technical information;
- Agreements at the enterprise level on technical co-operation (ranging from general exploration of possibilities to specific joint research-and-development projects): joint production and/or sales; Western profit-sharing and joint ventures in the East; joint operations (including construction projects in the third world); and joint companies (export, production or service) domiciled in the West but wholly or partly owned by the East;
- Projects of common interest, having substantial trade effects and including large-scale development of natural resources, industry and agriculture in the East.

This document includes: 1 Annex

(1) This note is complementary to document AC/127-D/455, 1st October, 1973.

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2. Also included in the list are the most recent reported East-West trade agreements, which usually accord Most-Favoured-Nation tariff treatment by the Western to Eastern country and occasionally also endorse principles of industrial co-operation.

(ii) Principal features

3. The list appended numbers almost 500 East-West ICAs. These include 86 intergovernmental agreements (25 by the USSR and at least 10 apiece by all East European countries except East Germany) which have been concluded with Western (including several NATO) governments. Twelve of these are 10-year agreements signed during the past year.

4. The remaining 400-odd ICAs with Western enterprizes are not all-inclusive. About 270 additional co-operation agreements are claimed by Eastern Europe (174 by Hungary, 42 by Poland and 52 by Rumania), but are not listed for lack of details. The resulting total of about 670 ICAs involving Western enterprizes is consistent with a March 1973 estimate of the ECE in Geneva.

5. Some features of the ICAs listed below suggest that industrial co-operation is expanding its rôle in East-West trade. Certain ventures, designated as notable successes, have been extended and expanded. The scale and complexity of the ICAs that some Western companies have been willing to enter have increased over time and some ingenious methods of Eastern compensation to repay Western credits covering large-scale development projects have been devised. For example, the \$190 million in Japanese capital and technical contributions to development of Siberian forestry and port facilities is to be repaid partly with services - use of the USSR as a landbridge to Europe to ship Japanese cargo containers via the Trans-Siberian railway. This scheme has become the nucleus of a series of supporting Soviet-Japanese ICAs including joint companies to oversee shipments on the Trans-Siberian and in the Pacific.

6. The rate of conclusion of new East-West agreements has been accelerating - from approximately 50 per year in the late 1960s to 100 per year since 1970. The ECE estimates that the value of East European exports resulting from industrial co-operation rose about one-half during 1971-72. Currently, ICAs account for about 20% of Hungarian and 12% of Polish engineering exports to industrialized Western countries, while Rumania attributes 12% of its hard-currency earnings to sales

by joint companies formed abroad under the auspices of industrial co-operation. In 1970, according to the ECE, an estimated \$300 million, or 15%, of Soviet trade with the West stemmed from industrial co-operation. At present, ICAs involving large-scale Soviet development projects with credits repayable in products are estimated to amount to more than \$2.0 billion, or over half of outstanding Western credits extended to the USSR.

7. Hungary and Poland account for over half of the total number of ICAs listed below. Hungary also has a comfortable lead over Poland even if the 268 additional East European agreements are included:

Number of ICAs signed with Western enterprizes	TOTAL	USSR	Eastern Europe	Poland	Hungary	Rumania	Czech.	GDR	Bulgaria
1. According to appended list	403	78	325	77	126	48	45	3	26
2. Adding extra claims	671	78	593	119	300	100	45	3	26
% share of total (average of rows (1) and (2))		15%	85%	19%	37%	14%	9%	1%	5%

8. Technical, historical and political factors probably play some part in this distribution of agreements among Eastern countries. Hungary and Poland may be relatively attractive as ICA partners because of their intermediate level of technical advance. They are probably better qualified technically than Bulgaria and Rumania to co-operate effectively with Western producers, yet are also less sophisticated than Czechoslovakia and the GDR and thus may appear less likely to pose a serious competitive threat to the West. Some British-Polish ICAs represent the re-emergence of close commercial ties that originated in the 19th century. A relatively large number of the ICAs of Hungary involve Austria, its alter ego of the Habsburg period, and one of their agreements embraces a mode of co-operation (on exchange of electric power) currently

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suggested by the East for large-scale projects of common interest. Political factors may help to explain (a) the apparent failure of Czechoslovakia to conclude new ICAs since 1971 and (b) the conclusion of a much greater number of agreements by Rumania than by Bulgaria and East Germany. The low number of ICAs attributed to the GDR may well be misleading, however, since it is uncertain whether this tally takes adequate account of transactions in commerce with West Germany.

9. Judging by the appended list, West Germany and France have both concluded substantially more ICAs than have other Western countries. Following is the distribution of co-operation agreements among Western partners:

West Germany	18%
France	18%
Austria	12%
Italy	11%
United Kingdom	9%
Sweden	9%
United States	7%
Other	16%
<u>TOTAL</u>	<u>100%</u>

The FRG seems to gain a clear lead, however, if the additional East European ICAs are considered. Rumania claims 50, and Poland 35, more agreements with West German companies than are included in this Annex.

10. The prevailing modes of East-West industrial co-operation, reflected in well over half of the non-governmental ICAs listed below, are joint research and development (technical co-operation) and joint production (including profit-sharing and joint ventures) in the East. The USSR has shown more interest than its Allies in technical co-operation and (having greater capacity) in large-scale development projects (e.g. chemical plants, port facilities, Siberian natural gas and timber), some of which involve several hundred million dollars of Western equipment and covering credits. To be sure, other Eastern countries have also engaged in sizeable development schemes (e.g. two 1972 Polish ICAs of \$80 million apiece with French and Danish companies on bus and cement production). Eastern Europe, however, seems to have concentrated a much larger share of its co-operative effort on joint production,

a field where in the short run the trade effects may be relatively modest but the degree of economic interdependence engendered between the Eastern and Western enterprize is relatively high. Export promotion through joint operations and joint companies (ranging from sales agents through assembly plants to Skoda service stations in the West) also concern a relatively high proportion of the ICAs concluded by Rumania, Czechoslovakia and Bulgaria:

ICAs: % share of each type	TOTAL	USSR	Eastern Europe	Poland	Hungary	Rumania	Czech.	Bulgaria
R&D and production in the East, including:	61	58	64	63	68	50	64	68
(Technical co-operation)	(33)	(53)	(28)	(29)	(23)	(20)	(38)	(40)
(Joint production etc.)	(28)	( 5)	(36)	(34)	(45)	(30)	(26)	(28)
Export promotion	25	21	24	20	16	38	34	32
Projects of common interest (product-sharing)	14	21	12	17	16	12	2	0
<b>TOTAL</b>	<b>100</b>	<b>100</b>	<b>100</b>	<b>100</b>	<b>100</b>	<b>100</b>	<b>100</b>	<b>100</b>

Addition of the 268 extra East European ICAs tends to exaggerate the effects described above, since 37 of the Rumanian additions pertain to joint export companies and 80 of the extra Hungarian agreements concern technical and production co-operation in the East.

NATO,  
1110 Brussels.

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<u>CONTRIBUTIONS</u>						
<u>DATE</u>	<u>TYPE AND DURATION OF AGREEMENT</u>	<u>BY WEST: PARTNER</u>	<u>SERVICE</u>	<u>CONTRACT VALUE</u>	<u>BY EAST</u>	<u>REMARKS</u>
<b>I. <u>USSR</u></b>						
<b>A. <u>WITH FINLAND</u></b>						
1955	Principles of economic, industrial, technical co-operation	Government				Renewed in 1971
1967	Principles of economic, scientific, technical co-operation	Government				
1971	<u>Project of common interest</u> Electricity exchange 1971-1975	Government	Will triple electrical transmission to Finland to 450 megawatts			
1972	<u>Project of common interest</u> Border trade in resources	Government	Provides labour (4,000 commuters) plus equipment to develop iron-ore deposits and forestry in USSR			Provides equipment to build steel plant, power stations in Finland
1972	<u>Natural resources development</u>	<u>Neste Co.</u>	Provides gas pipeline equipment	<u>\$150 m</u>		Repays credit with natural gas (1.4 billion cubic metres yearly after 1975) under 20-year supply contract
<b>B. <u>WITH ITALY</u></b>						
1965	Technical co-operation, 1965-1969	<u>Fiat Co.</u>	Joint R & D on motor vehicles			Renewed in 1970 for five years
1966	Technical co-operation	<u>Fiat Co.</u>	Provides "Lada" automobile plant	<u>\$390 m</u> (a)		Plant completed 1972 two years behind schedule. USSR has exported Lada since 1971, aims to export 220,000 yearly
1966	Principles of scientific, technical co-operation	Government				
1969	Technical co-operation, 1969-1974	<u>ENI</u>	Joint R & D of oil and gas			
1969	<u>Development of natural resources</u>	<u>ENI</u> <u>Finsider</u>	Provides 800,000 tons of wide-diameter gas-line pipe	<u>\$200 m</u>		Repays with natural gas (6 billion cubic metres yearly after 1975) under 20-year supply contract. Will earn USSR about \$60 m per year in free foreign exchange when the credit is repaid

(a) A portion of this total order was sub-contracted to other Western companies

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1970	Trade 1970-1974	Government				
1973	Principles of economic, scientific, technical co-operation	Government				
1973	Technical co-operation 1973-1982	<u>Montecatini-Edison</u>	Joint R & D of chemicals			
1973	<u>Industrial development</u>	<u>Montecatini-Edison</u>	Provides seven chemical plants (ammonia, urea, titanium, dioxide)	<u>\$500 m</u>	Repays credits with 0.5 m tons of ammonia (plus other products) annually over 10 years	
1973	Technical co-operation	<u>Innocenti</u>	Joint R & D on hot rolling of steel pipe			
	C. <u>WITH BELGIUM-LUXEMBOURG</u>					
1965	Joint production and trading company "Scaldia-Volga", Brussels		Assembles and sells Soviet motor vehicles (including the "Lada" Fiat) in Belgium and Western Europe			Used Renault (French) engines in Yalta auto in 1968. Used Perkins (UK) engines in Gorkiy truck in 1971
1966	Joint trading company, "Belso", Antwerp		Sells Soviet radios, cameras			
1967	Joint storage company, "Nafta-B", Antwerp	<u>Antoine Vloebergh; Belg. Stevedoring Co.</u>	Large-scale oil storage for exported Soviet oil Capital = B.fr. 3 m, 40% Belgian, 60% Soviet			In use since 1969
1971	Trade, 1971-1974	Government				
1971	Principles of economic, scientific, technical co-operation	Government				
(1973)	Joint trading company, "Almaz", (a) Antwerp		Sells Soviet diamonds			
	D. <u>WITH JAPAN</u>					
1965	Principles of economic co-operation	(Major companies)				
1965	Technical co-operation	<u>Mitsui</u>				
1970	<u>Project of common interest</u>	<u>Mitsui</u>	Develops port facilities for coal, wood chips, containers at Wrangel (near Nakhodka on Pacific); seven-year credit	<u>\$80 m</u>	Repays credit with services of port and of container shipments over Trans-Siberian RR to Europe	

(a) Brackets around a year signify, throughout the list, that the agreement concerned was reported that year but may have been concluded earlier

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<u>DATE</u>	<u>TYPE AND DURATION OF AGREEMENT</u>	<u>BY WEST: PARTNERS</u>	<u>SERVICE</u>	<u>CONTRACT VALUE</u>	<u>BY EAST</u>	<u>REMARKS</u>
1968	<u>Development of natural resources</u>	<u>Mitsubishi; Caterpillar</u>	Provides timber and forestry equipment	<u>\$133 m</u>	Repays credit with wood products (8.8 million cubic metres) during 1969-1974	
			Consumer goods (to support workers); five-year credit	<u>\$30 m</u>		
1973	<u>Industrial development</u>	<u>Mitsubishi; Sanyo; Kokusaku Pulp Co.</u>	Provides paper plant	<u>\$100 m</u>	Repays credit with paper	
1969	Technical co-operation	<u>Fuji</u>				
1969	Joint steamship company "Orient Marine Transport Co."	<u>Yamashita, Asuma</u>	Capital = 5 m yen; 80% Japanese, 20% Soviet			
1970	Technical co-operation	<u>Komatsu</u>	Joint R & D of tractors, road machinery			
1971	Trade, 1971-1975	Government				
1972	<u>Development of natural resources</u>		Provides timber and wood pulp plant	<u>\$45 m</u>	Repays with wood products (8 million cubic metres of chips, 4.7 million of pulp) over 10 years	
1973	Joint company, "Uniorient"		Manages westward shipment of Japanese cargo containers over Trans-Siberian RR			Reportedly ships 1,500 containers monthly for ten Japanese companies
1973	Principles of scientific-technical co-operation	Government				
	<u>E. WITH FRANCE</u>					
1965	Technical co-operation	Government	Joint development of French colour-TV system (SECAM)			
1966	Principles of scientific-technical co-operation	Government				
(1966)	Joint bank, Paris "Banque Commerciale pour l'Europe du Nord"		Serves Soviet trade with the West Capital = F.fr. 90 m. 10% French; 90% Soviet			
1967	Technical co-operation	<u>Peugeot</u>	Joint R & D on motor vehicles			
1967	Technical co-operation	<u>Renault</u>	Joint R & D on motor vehicles			
1968	<u>Joint production</u>	<u>Renault</u>				See I C above

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(1970)	Technical co-operation	<u>André</u>	Joint R & D on textile machinery			
(1970)	Technical co-operation	<u>Elliott</u>	Joint R & D on shoe machinery			
(1970)	Technical co-operation	Government	Isoprene technology			
1971	Trade, 1970-1974	Government				
1972	<u>Development of natural resources</u>	<u>Brun Frères, Pont-a-Mousson, Velourec</u>	Provides gas pipeline equipment, 8½ year credit	<u>\$232 m</u>		Repays credit with natural gas (2.5 billion metres yearly after 1975) under 20-year supply contract
(1973)	Joint company, "Sogo" in France		Sells Soviet chemicals			
1973	Principles of economic, industrial co-operation, 1973-1982	Government				
1973	Principles of scientific, technical co-operation, 1973-1982	Government				
1973	Technical co-operation	<u>Charbonnages de France</u>	Joint R & D on coal-mining machinery			Reportedly developed new model, first machine of its kind in the West
1973	Joint trading company "Slava"		Sells Soviet watches, measuring instruments in France			
1973	<u>Industrial development</u>		Provides cellulose sulfate plant	<u>\$160 m</u>		Repays with cellulose
<u>NOTE: French and Soviet enterprises have reportedly formed</u>			3 additional joint companies in France			
F. <u>WITH SWITZERLAND</u>						
1966	Soviet bank "Voskhod Handelsbank" Zurich		Finances Soviet trade with the West; Soviet-owned			
1973	Principles of economic, scientific, technical co-operation	Government				
1973	Technical co-operation	<u>Georg Fischer</u>	Joint R & D on energy, foundry work			
1973			Provides machine tools	<u>\$22 m</u>		
<u>NOTE: Swiss and Soviet enterprises have reportedly concluded</u>			8 additional agreements on technical co-operation (e.g. in chemicals, watches)			

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<u>G. WITH UNITED KINGDOM</u>						
(1966)	Soviet bank "Moscow Narodny Bank" London		Commercial bank serving Soviet-Western trade; Soviet-owned			
1968	Principles of economic, scientific, technical co-operation	Government				Joint commissions enlarged 1971
1968	Technical co-operation	<u>Plessey</u>	Joint R & D on computers			
1970	Trade, 1970-1974	Government				
1970	Technical co-operation	<u>ICI</u> <u>English Poly-spinners</u>	Joint R & D on petrochemicals			
1970	Export company, "Umo", United Kingdom		Sells Soviet road-building machinery and civil engineering in UK. Soviet-owned			
1970	<u>Joint financial operations in Third World</u>	<u>Bank of London and S. America</u>	Provides part of credit for £19.5 m Soviet shipment of equipment to power plant in Brazil			First example of such co-operation
1971	<u>Joint production</u>	<u>Perkins</u>				See I C above
1973	Technical co-operation	<u>Beecham</u>	Joint R & D on pharmaceutical products			
1973	Technical co-operation, 1973-1982	<u>Rank-Xerox</u>	Joint R & D on duplicating machinery			First 10-year agreement by UK company
<u>H. WITH AUSTRIA</u>						
1968	Principles of economic, scientific, technical co-operation	Government				
1969	<u>Development of natural resources</u>	<u>VOeST</u>	Provides 500,000 tons of steel for wide-diameter gas-line pipe	<u>\$110 m</u>		Repays with natural gas (1.4 billion cubic metres yearly after 1975) under 20-year supply contract 1974-1993. Earns USSR about \$30 m yearly in free foreign exchange when credit is repaid
1971	Trade, 1971-1975	Government				
1971-1972	Technical co-operation	(Various companies)	Joint R & D of chemicals, metallurgy, printing			

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1973	Technical co-operation	<u>Reichholt</u>	Joint R & D of dyes, varnishes			
1973	Technical co-operation 1973-1977	<u>Schoeller-Bleckmann Stahlwerke</u>	Joint R & D of high-speed steel			
1973	Technical co-operation, 1973-1975	<u>Plasser &amp; Toviér</u>	Joint R & D of railway machinery			
I. <u>WITH SWEDEN</u>						
(1969)	Joint production, sales of automatic machine tools	<u>Alfa-Laval</u>	Provides license for output of machine tools with numerical control. Sells in Sweden under own trade mark		Manufactures components	1973: Soviet broadcast: about 1,000 tools have been sold
1970	Principles of scientific-technical co-operation	Government				
J. <u>WITH THE FRG</u>						
1969	Joint trading company, "Neotype Techmaschexport", Cologne	<u>Anton Olert</u>	Sells Soviet printing machinery			First Soviet-FRG joint company
1969	Technical co-operation	<u>Ferrol-Leuko-phosphit</u>	Joint R & D of structural steel parts			1973: Soviet broadcast: co-operation still continuing
1970	<u>Development of natural resources</u>	<u>Mannesmann Ruhrgas</u>	Provides 1.2 m tons of wide-diameter gas-line pipe; 8-year credit	<u>\$300 m</u>	} Repays with natural gas, rising to 7 billion cubic meters yearly after 1980 under 20-year supply contract	
1972	<u>Development of natural resources</u>	<u>Mannesmann; Ruhrgas; Thyssen</u>	Provides 1.2 million tons of wide-diameter gas-line pipe	<u>\$330 m</u>		
1971	<u>Industrial development</u>	<u>Salzgitter; H. Berstorff</u>	Provides polyethylene extrusion plant	<u>\$54 m</u>	Repays with 200,000 tons of polyethylene 1972-80	
1971	Agreements on joint commission re economic co-operation	Government				

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1972	Trade, 1972-1974	Government				
1972	"Ost-West Bank", Frankfurt		Commercial bank wholly owned by USSR			
1973	Principles of economic, industrial, technical co-operation, 1973-1982	Government				
1973	Principles of trade, economic co-operation	Government				
(1973)	Technical co-operation	<u>Elba</u>	Joint R & D of reinforced concrete			
1973	Technical co-operation, 1973-1977	<u>Ruhrkohle</u>	Joint R & D of coal industry			
1973	Technical co-operation, 1973-1977	<u>Hildemeister</u>	Joint R & D of machine tools			
1973	Technical co-operation	<u>Krupp</u>	Joint R & D of metallurgy, mechanical engineering			
1973	Technical co-operation	<u>Bayer</u>	Joint R & D of chemicals			
1973	Technical co-operation	<u>Leverkusen</u>	Joint R & D of chemicals			
1973	Technical co-operation	<u>Siemens</u>	Joint R & D of territorial automatic control system			
1973	<u>Joint production</u> , sales, of handling extracting equipment	<u>Rheinstahl</u>	Adds hydraulic, electrical parts to Soviet equipment. Assembles and sells in the West			
	K. <u>WITH DENMARK</u>					
1970	Trade, 1970-1975	Government				
1970	Principles of economic, scientific, technical co-operation	Government				
1973	Technical co-operation	Government	Joint R & D on architecture and urban construction			
	L. <u>WITH TURKEY</u>					
1967	Trade	Government				
	M. <u>WITH CANADA</u>					
1971	Principles of industrial application of science, technology	Government				
1973	Joint export company, "Belarus Equipment Company of Canada"		Sells Soviet farm machinery			

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	N. <u>WITH THE UNITED STATES</u>					
1971	<u>Development of natural resources</u>		Provides extraction equipment for oil minerals	<u>\$65 m</u>	Repays with nickel, chromium	
1972	<u>Industrial development</u>	(US-Hungarian joint co)	Provides corn-growing technology		Repays with corn	See III below
1972	Technical co-operation, 1972-1976	<u>Occidental Petroleum Corporation</u>				
1973	<u>Industrial development</u> General agreement:	<u>Occidental Petroleum Corporation</u>	Provides chemical fertilizer plants, transport; and super-phosphorite	<u>(\$4,000 m)</u>	Repays over 20 years with products (4 million tons each of ammonia, urea) and potash	
	Specific contracts:		Black Sea port facilities	<u>(\$400 m)</u>		
			International trade (luxury hotel, offices)	<u>(\$50 m)</u>		
1973	Agricultural co-operation 1973-1975	Government				
1973	<u>Industrial development</u>	<u>Satra Corp. New York</u>	Provides bicycle and motor-cycle plants. Distributes Soviet bicycles (100,000 yearly in US)	<u>\$19 m</u>	Repays with products	
1973	Technical co-operation, <u>joint production, sales</u> 1973-1982	<u>Control Data</u>	Produce different computer components and exchange them. Joint R & D on computers. Assembles, sells in US, third countries			
1973	Technical co-operation 1973-1977	<u>ITT</u>	Joint R & D on communications, consumer goods			
1973	Technical co-operation 1973-1977	<u>General Dynamics</u>	Joint R & D on shipping, communications equipment			
1973	Technical co-operation	<u>General Electric</u>	Joint R & D on power-generating, cardiological equipment			
1973	Technical co-operation	<u>Singer Sewing Machine Co.</u>	Joint R & D on textile, aerospace, electronic machinery			
1973	Technical co-operation 1973-1975	<u>American Can Co.</u>	Joint R & D on canning technology			
1973	Technical co-operation 1973-1977	Stanford Research Inst.	Joint research			
1973	Technical co-operation 1973-1977	<u>Monsanto Chemical Co.</u>	Joint R & D on computers for chemical industry			

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1973	<u>Joint operations</u>	<u>Interpool</u>	Co-operates in cargo carriage with Soviet Far East Shipping Line			
1973	Joint trade/economic council	Government				
	O. <u>WITH THE NETHERLANDS</u>					
1971	Trade	Government (BENELUX)				
1972	Principles of scientific-technical co-operation in agriculture	Government				
	P. <u>WITH GREECE</u>					
1970	Trade	Government				
	Q. <u>WITH NORWAY</u>					
1971	Trade 1971-1975	Government				
1972	Principles of economic, industrial, technical co-operation	Government				
	R. <u>WITH ICELAND</u>					
1968	Trade	Government				
	S. <u>WITH SPAIN</u>					
1972	Trade	Government				
	T. <u>WITH AUSTRALIA</u>					
1973	Trade; establishes a joint commission	Government				
	U. <u>WITH NEW ZEALAND</u>					
1973	Principles of economic, scientific, technical co-operation	Government				

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II. <u>POLAND(a)</u>						
A. <u>WITH THE UNITED STATES</u>						
(1949)	<u>Industrial development</u>	<u>Atalanta of America</u>	Provides tinned ham plant		Repays with tinned ham	
1972	Trade; joint commission established	Government				
1972	<u>Joint production, sales of hydraulic building machinery</u>	<u>Koehring International Corp.</u>	Provides license, technology Sells finished products in West		Produces machinery	
1972	Technical co-operation 1972-1981	<u>Clark Equipment Company</u>	Joint R & D of handling machinery			
1972	<u>Joint production, sales of fork-lift trucks</u>	<u>Clark Equipment Company</u>	Provides equipment to produce heavy axles and drive components. Sells trucks in West		Produces heavy axles, housing drive	
1972	<u>Joint production, sales of heavy construction machinery, 1972-1981</u>	<u>International Harvester</u>	Produce different components and exchange them. Sells finished products in West			
1972	Establish joint trade commission	Government				
1972	<u>Industrial development</u>	<u>Airco</u>	Provides equipment to produce industrial gases, including helium		Repays with helium	
1973	<u>Industrial development</u>	<u>Singer Co</u>	Provides sewing-machine plant		Repays with products	
1973	<u>Joint production of ship stabilizers</u>	<u>MacMullen Co.</u>	Provides automatic and hydraulic equipment		Provides fins and other mechanisms	

(a) Polish sources claim that 5 joint companies additional to those listed have been formed

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<u>DATE</u>	<u>TYPE AND DURATION OF AGREEMENT</u>	<u>BY WEST: PARTNER</u>	<u>SERVICE</u>	<u>CONTRACT VALUE</u>	<u>BY EAST</u>	<u>REMARKS</u>
<b>B. WITH ITALY</b>						
1960	Principles of scientific-technical co-operation	Government				
1965	Principles of economic, industrial technical co-operation	Government				
1965	<u>Joint production</u> , sales of automobiles	<u>Fiat Co.</u>	Provides automobile plant, plus some auto components at first  <b>Both sides assemble, sell cars</b>		Provides other components (all, eventually)	Poland exported at least 10,000 cars yearly to West 1971-1972 (out of 50,000 output)
1965	<u>Joint production</u> , sales of automobiles	<u>Fiat Co.</u>	Provides new plant for economy-model car		Provides finished cars, engines, gear-boxes, differentials in repayment of 3/4 of the credit	Poland hopes to export 40,000 autos yearly, 20,000 to West
1970	Trade	Government				
1971	Joint bank					See "Centrofin" item under II.K below
1972	Technical co-operation	Government	Joint R & D of highway engineering Provides surveys and designs		Provides technology regarding use of asphalt, fly ash	
1973	Technical co-operation long-term	<u>ENI</u>				
1973	Technical co-operation	<u>Montecatini-Edison</u>	Joint R & D of chemicals			
1973	<u>Industrial development</u>	<u>Silana</u>	Provides clothing plant		Repays with clothing products	
<b>C. WITH BELIGUM-LUXEMBOURG</b>						
1965	Principles of economic, industrial, technical co-operation	Government				
1967	Trade	Government (BENELUX)				
1972	<u>Joint operations</u>	<u>Sybeta</u>				See VOeST under II.K below
1973	Principles of economic, industrial, technical co-operation, 1973-1982	Government				

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<u>DATE</u>	<u>TYPE AND DURATION</u> <u>OF AGREEMENT</u>	<u>BY WEST:</u> <u>PARTNER</u>	<u>SERVICE</u>	<u>CONTRACT</u> <u>VALUE</u>	<u>BY EAST</u>	<u>REMARKS</u>
1973	Joint export company, "Beldal" D. <u>WITH FRANCE</u>		Sells Polish machine tools			
1965	Principles of economic, industrial, technical co-operation	Government				
1968	Technical co-operation	<u>SNPA</u>	Joint R & D of synthetic rubber			
1968	Technical co-operation	<u>Clothing</u> <u>Industry</u> <u>Research</u> <u>Centre, Paris</u>	Joint R & D of clothing, leather goods, flax/hemp processing			1972 Polish radio report: Co-operation continuing
1968	<u>Joint production</u> of forge equipment	<u>Montbard</u>				
1968	<u>Joint production</u>	<u>Antec-France</u>	Provides technology, most parts, assembles product		Provides automatic components	
(1969)	Technical co-operation	Government	Joint R & D of SECAM colour-TV system			
1969	<u>Joint production</u> of mechanical presses	<u>Ateliers et</u> <u>Chantiers de</u> <u>Bretagne</u>	Provides technology, hydraulic and electrical components Sells worldwide under joint trademark "Zamtech-Loire"		Provides less sophisticated parts	
1970	Trade, 1970-1974	Government				
1970	Technical co-operation	<u>Centre des</u> <u>Etudes des</u> <u>Matériaux</u>	Joint R & D of plastics			
1971	<u>Joint operations</u>	<u>Krebs</u>	Joint construction of \$16 million drill plant in Turkey Provides \$7 million of machinery		Provides \$9 million of machinery	First co-operation by France and Poland of this type in third countries
1971	Joint Bank					See "Centrofin" item under II.K below
1972	Principles of economic, industrial, technical co-operation, 1972-1981	Government				
1972	Technical co-operation	<u>Rhone-Poulenc</u>	Joint R & D of chemicals			

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1972	<u>Joint production</u> , sales of clothing	<u>Weil; Pierre Dalby</u>	Provides technology, sells clothing in West		Produces clothing to order	
1972	Technical co-operation	Government	Joint R & D of buses and coaches			
1972	Technical co-operation	<u>Berliet</u>	Joint R & D of buses and coaches			
1972	<u>Joint production</u> of buses, 1972-1981	<u>Berliet (Leyland)</u> (UK) provides engines)	Provides bus plant, chassis components	\$80 million	Produces 50% of parts by 1973 (gears, brakes, transmissions), provides them in partial repayment	1973 press report: Successful venture to date. Largest Polish order from France
(1973)	Technical co-operation	<u>Renault</u>	Joint R & D of automobiles			
(1973)	Technical co-operation	<u>Alouette</u>	Joint R & D of helicopters			
(1973)	Joint export company, "Metalex"		Sells machine tools in France			
1973	<u>Industrial development</u>	<u>C.I.T. Logapex</u>	Provides computer plant		Repays with products (mosaic printers) and parts	
<b>E. WITH THE FRG</b>						
1966	Technical co-operation	<u>Wewag</u>	Joint R & D of machine tools			(1972 press report: 1,000 tools, some jointly designed, furnished by Poland to date
1966	<u>Industrial development</u>	<u>Wewag</u>	Provides machine-tool plant		Repays with products	
1967	<u>Joint production</u> of tape-records	<u>Grundig</u>	Provides plant to produce components Sells finished products in West, sharing proceeds		Provides tape-recorders in repayment	
1970	Trade, 1970-1974	Government				
1971	Technical co-operation	<u>Energetische Verbrennungstechnik</u>	Joint R & D of energy			
1972	Joint bank, "Europäische Handelsbank", Frankfurt	<u>Hessische Landesbank</u>	Finances Polish trade with the West. Capital: 70% Polish (Handlovy Bank, Warsaw)			
1972	<u>Joint operations</u> 1971-1975	<u>Vereinigte Kesselwerke</u>	Joint construction of power station in Greece		Provides 300-megawatt turbine	
1973	<u>Joint production</u> of record players	<u>Telefunken</u>	Provides plant and technology		Provides record players in repayment	

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(1973)	Technical co-operation	<u>Kuenkel-Wagner</u>	Joint R & D of foundry equipment			
1973	<u>Joint production of pumps</u>	<u>Schnetter</u>	Provides parts and assembles		Provides outriggers	
1973	<u>Joint production of roofing boards</u>	<u>Zremb</u>				
(1973)	Technical co-operation	<u>Schiller</u>	Joint R & D of forge-presses			Developed press that is used for producing Fiat cars
1973	<u>Joint production of potato harvesters</u>	<u>Niewohner</u>	Produce different components, exchange them, assemble harvesters. Provides harvester plant		Repays with parts	
1973	Joint export company, "Limnax" Bremerhaven  F. <u>WITH DENMARK</u>	<u>Linnmeyer</u>	Sells Polish glassware in West Germany			
1967	Principles of economic, industrial, technical co-operation	Government				
1967	Technical co-operation, 1968-1970	<u>F.L. Smidth</u>	Joint R & D of grinding equipment for cement production			
1972	<u>Industrial development</u>	<u>F.L. Smidth</u>	Provides 2 cement plants	<u>\$80 million</u>	Repays partly with machinery for Danish cement plants built overseas	Record-breaking Polish order from Denmark. Repayment partly in coal: 1.2 million tons yearly till 1980
1971	Trade, 1971-1975	Government				
1973	<u>Joint operations</u>	(Three companies)	Joint construction of hotels in Western Europe			
1973	Joint companies  G. <u>WITH THE UNITED KINGDOM</u>	<u>Hojgaard and Schultz</u>	\$25 million invested by Poland in Danish ventures			
1967	Principles of scientific-technical co-operation	Government				
(1968)	Technical co-operation	<u>Prince, Smith and Stells</u>	Joint R & D on metals			ECE: close relations since 1820

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(1968)	<u>Joint production</u> of cranes	<u>Jones Cranes, Ltd.</u>	Produce different models, assemble and exchange them  Provides crane plant		Repays with cranes and parts	1973 press report: successful. Enterprises on both sides have had close trading relations since 1953
1968	<u>Industrial development</u>	<u>Walmsley's</u>	Provides cardboard plant		Repays with products	
1971	Trade, 1971-1974	Government				
1971	Joint bank	<u>Kleinwort Benson</u>				See "Centrofin" item under II.K below
1971	<u>Joint production</u> , sale of computers	<u>Data-Loop; M.B. Metals</u>	Provides technology  Sells computers abroad, sharing proceeds		Provides computers in repayment	
1971	Technical co-operation	<u>Foster Wheeler</u>	Joint R & D of heat-exchange equipment			
1971	<u>Industrial development</u>	<u>British Petroleum</u>	Provides oil-refining technology		Repays with oil products	
1971	<u>Joint production</u> , sales of machine tools	<u>Alfred Herbert</u>				
1971	<u>Industrial development</u>		Provides turbine technology, parts		Repays with turbo-compressor parts	
1971	<u>Industrial development</u>	<u>Leyland</u>	Provides transport equipment factory		Repays with component shafts	
1972	<u>Joint production</u> of buses	<u>Leyland</u>	Provides engines			See "Berliet" item under II.D above
1972	<u>Joint production</u> of computer programmes	<u>European programming and Service</u>	Provides raw data, processes programme with computer		Converts data into programme	
1973	Principles of economic, industrial, technical co-operation	Government				
(1973)	<u>Joint production</u> of tractors	<u>Perkins</u>	Provides engines			See II.P below
	H. <u>WITH THE NETHERLANDS</u>					
1967	Trade	Government (BENELUX)				
1973	Joint export company, "Calanda"		Sells Polish machine tools			

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<b>I. WITH JAPAN</b>						
1971	Joint bank					See "Centrofin" item under II:K below
1972	Trade; establishment of joint commission	Government				
1972	Technical co-operation	<u>Naitoh Machinery</u>				
1973	Technical co-operation	<u>Tokyo Sanyo Electric</u>				
1973	<u>Industrial development</u>	<u>Tokyo Sanyo Electric</u>	Provides technology, assembles radios			Repays with integrated circuits
<b>J. WITH SWEDEN</b>						
(1968)	<u>Industrial development</u>	<u>Electrolux</u>	Provides plastic-box plant			Repays partly with plastic boxes
(1969)	<u>Joint production</u> of furniture	<u>IKEA</u>	Provides furniture plant, wood and resident experts. Finishes furniture			Provides semi-finished furniture
1969	Principles of economic, industrial, technical co-operation	Government				
1970	<u>Joint production</u> of machine tools	<u>Swedish Machine Tools</u>	Provides technology and tools with numerical control			Provides accessories
1972	Joint company, "Polfisk"	<u>Axel Johnson</u>		Processes and sells fish		
(1973)	<u>Joint production</u> of electric signals		Provides technology, assembles signal boxes for railways			Provides relay devices in partial repayment
1973	<u>Joint production</u> of special metal-working tools for automobile industry	<u>Fagersta</u>				
<b>K. WITH AUSTRIA</b>						
(1970)	<u>Joint operations</u>	<u>Simmering-Graz-Pauker</u>	Joint construction of sugar plant in Greece			Provides equipment
1971	<u>Joint production</u> of automobiles	<u>Steyer-Daimler-Puch</u>				

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1971	Joint bank, "Centrofin", Vienna	7 Western banks: Austrian, French, Italian, Japanese, UK ( <u>Kleinwort Benson</u> )	Finances counterpurchases in East-West trade Polish partner: Handlovy Bank, Warsaw			
1972	Trade and payments, 1972-1976	Government				
1972	<u>Joint operations</u> in third world	<u>VOeST; Sybeta</u> (Belgium); Sercobelt (Spain)	Joint construction of chemical plant in the Congo		Polish partner (Polimex-Cekop) provides \$12 million of chemical equip- ment	
1973	Principles of economic, industrial, technical co-operation	Government				
	L. <u>WITH ICELAND</u>					
1970	Trade and payments	Government				
	M. <u>WITH SPAIN</u>					
1970	Trade, long-term	Government				
1972	<u>Joint operations</u>	<u>Sercobelt</u>				See II.K above
	N. <u>WITH NORWAY</u>					
1971	Trade, 1971-1975	Government				
1973	Principles of economic, industrial, technical co-operation	Government				
1973	<u>Joint production</u> of liquid gas containers	<u>Kavarner</u> <u>Bruk Co.</u>				
	O. <u>WITH TURKEY</u>					
1948	Trade	Government				
	P. <u>WITH AUSTRALIA</u>					
1972	Joint shipping company, "Polfracht", in Australia	<u>Woolbuyers and</u> <u>General</u> <u>Traders Co.</u>	Serves Australia/New Zealand charter market Capital: \$11,000; 50% Australia, 50% Polish			

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	<u>Q. WITH GREECE</u>					
(1973)	<u>Joint production</u> of tractors	(Greek company)	Assembles tractors, exports them to Scandinavia		Provides chassis	
		(Perkins, UK provides engines)				
1973	Trade, 1973-1975	Government				
	<u>R. WITH SWITZERLAND</u>					
1973	Payments	Government				
1973	Principles of economic, industrial, technical co-operation	Government				
1973	Technical co-operation	<u>Sulzer</u>	Joint R & D of marine engines			
1973	Joint company, "Dalinco"					1973 press report: New Polish model sold successfully in West

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III. <u>HUNGARY</u> (a)						
A. <u>WITH AUSTRIA</u>						
1958	<u>Joint operations</u> in Third World	<u>Simmering-Graz-Pauker</u>	Joint construction of thermal power plants in Lebanon, Iran, India Provides boilers, and other equipment		Provides turbo-generators and machine tools	1970 report: such co-operation still continuing
1965	<u>Project of common interest: electricity exchange, 1968-1977</u>	Government	Transmits electricity in daytime, Summer to Hungary		Transmits electricity at night, in Winter, to Austria	
1968	Principles of economic, industrial, technical co-operation	Government				
1968	Technical co-operation	<u>Steyr-Daimler-Puch</u>	Joint R & D of buses, trucks, tractors			(1973 press report: good example of successful East-West industrial co-operation
1969	<u>Joint production of buses and trucks</u>	"	Provides engine, chassis		Provides super-structure and assembles product	
1972	<u>Joint production of truck trailers</u>	"				
1973	<u>Joint production of new small bus</u>	"	Develops chassis		Develops super-structure	
1968	<u>Joint production of spinning machine dusters</u>	<u>Stemann</u>	Provides technology and components		Assembles final product	
1968	<u>Joint production of automobile chassis</u>	<u>Saurer</u>				
1969	<u>Industrial development</u>	<u>Funder</u>	Provides metal-coating plant	<u>\$3 m</u>	Repays with products	
1969	<u>Project of common interest</u>	Government	Joint flood control of river on frontier			1973 report: first stage of river diversion finished
(1970)	<u>Joint production of power plants for factories</u>	<u>Spillingswerke</u>	Provides steam engines		Provides generators	
(1970)	<u>Joint production of engineering items</u>	<u>Ludwig Engel</u>	Produces components, assembles		Provides driving gears and parts	

(a) Hungarian sources claim that, in addition to the 135-odd industrial co-operation agreements listed here, about 160 additional ones have been signed, including 50 on technical co-operation and 30 on joint production

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(1970)	<u>Joint production</u> of mining equipment		Final product sold to Morocco			
(1970)	<u>Joint production</u> of rolled steel	<u>Alpine Montsanzenlab</u>	Produce different grades		Produce different grades and exchange products	
(1970)	<u>Joint production</u> of chemicals 1970-1979	<u>Osterreichische Stickstoffwerke</u>	Provides weed-killers acrylic-fibre base for 5 year		Provides other chemicals	
1971	<u>Joint production</u> , sales of furnaces	<u>Ste. Plibrico</u>	Provides refractory materials, equipment		Assembles furnaces in third countries	
1971	<u>Industrial development</u>	<u>Semperit</u>	Provides tire plant	<u>\$40 m</u>	Repays with products	
1972	<u>Joint production</u> of office and store equipment	<u>Store-Best; Sachs; HemoS</u>				
1972	<u>Joint production</u> , sales of batteries, 1972-1981	<u>Seidl</u>	Produce different components and exchange them. Sells in some Western countries; provides technique, some parts		Sells in East and other Western countries	
1972	Technical co-operation	<u>Siemens subsidiary</u>				
1972	<u>Joint production</u> , sales of margarine	<u>Unilever subsidiary</u>	Provides margarine plant		Provides sunflowers and rapeseed oil. Both sell in third countries	
1972	<u>Industrial development</u>	<u>Mayer Meinhof</u>	Provides cardboard plant, special products		Repays with waste paper	
1972	Joint trading company, "IGA", Vienna	<u>Schoeller Bleckmann</u>	Sells Hungarian chemical, pharmaceutical equipment worldwide. Capital = A.Sch. 2 m			
1973	Trade, joint operations and sales in third countries 1973-1977	Government				
	B. <u>WITH FINLAND</u>					
1964	Joint trading company		Sells Hungarian electrical items			First Hungarian company in West
	C. <u>WITH FRANCE</u>					
1965	Technical co-operation	<u>Gaz de France</u>	Joint R & D on production, storage, transport of gas			
1968	Principles of economic, industrial, technical co-operation	Government				

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1968	<u>Industrial development</u>	<u>Renault</u>				See MAN item under III.E below
1969	Technical co-operation, 1969-1973	<u>Electricité de France</u>		Joint R & D on use of hydraulic energy		
1969	Technical co-operation	<u>CII</u>		Joint R & D on computers		
1972	<u>Joint production</u> of computers, 1972-1976	<u>CII</u>	Provides technology		Provides parts, software accessories	Joined by <u>Siemens</u> (FRG) in 1973
1969	Technical co-operation	<u>Compagnie des Téléphones, Cannes</u>				
1969	<u>Industrial development</u>	<u>Orego Schneider</u>	Provides plant to produce components of SECAM colour-TV sets		Repays with products	
1969	Joint trading company	<u>Entrepose</u>				
1969	<u>Joint production</u> of shirts	<u>Deller</u>				
1969	<u>Industrial development</u>	<u>Alsthom Neyrpic</u>	Provides aluminium-smelting equipment		Repays with wire and cables	
1970	Trade, 1970-1974	Government				
(1970)	<u>Joint production</u> , sales of turbogenerators, 1969-1978	<u>Alsthom Neyrpic</u>	Provides turbo-generator plant.	Sell in third countries	Produces special parts (rotary generator parts, turbine blade sockets)	1973 report
1970	Joint export company, "Eurco", in France	<u>Alsthom; Heurtrey; Cegedun, Gexa</u>	Promotes Hungarian exports and industrial co-operation opportunities. Capital = F.fr. 750,000			Unsuccessful, according to Polish report of 1973
(1970)	Joint trading company, "Techno-trans"	<u>Cie. Française des Ferrailles</u>	Exports and imports machine tools, motors, electrical equipment. Capital = 60% French, 40% Hungarian			
(1970)	Joint export company, "Outra-Robust"		Services tractors exported by Hungary			
1971	<u>Joint production</u> of SECAM colour-TV for medical use	<u>Thomson-Houston</u>	Provides monitors		Provides control units	Expect sales of \$1 m yearly
1972	<u>Joint production</u> of truck trailers	<u>Richard</u>	Provides technology		Provides heavy under-carriages	

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1973	Joint export company, "Goldsoie, SA", France		Sells ready-made clothing and knitwear			
(1973)	<u>Joint production of frozen fruit</u>  D. <u>WITH SWEDEN</u>	<u>Unilever subsidiary</u>	Provides technology, fruit seeds		Repays with frozen fruit	
1965	<u>Joint production, sales of frozen food</u>	<u>Findus</u>	Provides seed, knowhow, freezing plant. Sells frozen food in West under own trademark		Repays with frozen fruit	4,000 tons frozen food delivered 1970. Plan 4,500 (10% of output) in 1971
1967	Technical co-operation, 1967-1978	<u>Mecman</u>	Joint R & D of <u>pneumatic/hydraulic</u> controls			
(1970)	<u>Joint production of automatic controls</u>	<u>Mecman</u>	Provides licence, assembly of controls		Specializes in certain cylinders, parts of controls	1973 press report: established new indus- trial sector (pneuma- tology) in Hungary
(1968)	<u>Joint production, sales of buses</u>	<u>Volvo</u>	Provides chassis		Provides fabrication and assembly	1973 press report: good example of successful co-operation. Buses are penetrating Western market
1970	Technical co-operation	<u>Volvo</u>	Joint R & D on shovels, wheels, cylinders			
(1968)	<u>Industrial development</u>	<u>Volvo, Bolinder, Muntstell</u>	Provides road machinery plant		Repays with freight loaders	
1969	Technical co-operation	<u>Bygging</u>	Joint R & D of construction machinery			Successfully developed construction device for tall buildings. Joint production and marketing agreements followed
1969	<u>Joint production of construction device</u>	<u>Bygging</u>				
1969	Joint export company, "Bygging- Ungarzi", Sweden					
1970	Principles of economic, industrial, technical co-operation	Government				
(1973)	<u>Joint venture (joint company in Hungary)</u>	SKF	Capital: less than 50% Swedish More than 50% Hungarian			One of first under recent foreign in- vestment law

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E. <u>WITH THE FRG</u>						
1965	<u>Joint production of heavy equipment (mining pit props)</u>	<u>Rheinstahl (and Schwarz) (subsidiary)</u>	Provides sophisticated components (30%), technology under licence		Provides semi-hydraulic pit props, assembly, plus 70% of parts (electrodes, ball bearings)	1970 report: have been sold for 5 years in India, Turkey
1970	<u>Industrial development</u>	<u>Rheinstahl</u>	Provides radiator plant		Repays with radiators over 5 years	
1967	<u>Technical co-operation, joint production of automobiles</u>	<u>Volkswagen</u>	Provides automobiles, spare parts, technology		Provides artificial leather seat covers, spare parts	1973 report: covers 30% of Volkswagen's requirements for seat covers
1968	<u>Industrial development</u>	<u>MAN, Ferrostahl, Renault (France)</u>	Diesel engine plant from Renault	<u>\$20 m</u>	Repays MAN 60% with diesel engines (13,000 yearly)	1973 report: successful venture. MAN now relies on output of Hungarian engine plant originally supplied by Renault
1971	<u>Joint production of trucks 1972-1981</u>	<u>MAN</u>	Provides body and other components. Assembles and sells worldwide		Provides engines plus parts	
1968	<u>Joint production of extrusion presses</u>	<u>Kleinwefers</u>				
1968	<u>Joint production of shoes</u>	<u>Schon &amp; Co.</u>	Provides show machinery		Provides 50% of annual output of upper portion of shoes	
1968	<u>Joint production of metallurgical machines</u>	<u>Ulrich Wieland</u>	Provides licence for production of blowers for industrial metallurgy		Provides 50% of output of blowers	
1968	<u>Technical co-operation</u>	<u>Wilhelm Florin</u>	Joint R & D of high-quality steel items			
(1969)	<u>Joint production of farm machinery</u>	<u>Halso Co.</u>	Assembles small tractors		Provides tools and adaptors	
1969	<u>Joint production of X-ray equipment</u>	<u>Siemens</u>	Provides precision instruments; sells worldwide under own trademark		Provides other components	
1970	<u>Joint production of household appliances</u>	<u>Siemens</u>	Provides technology, equipment to produce appliances		Provides small appliances	1973 press report: successful venture: annual exchanges DM. 800,000 extended to other household items in 1973
1973	<u>Joint production of household appliances</u>	<u>Siemens</u>	Provides finished appliances, parts		Provides copper rods, castings	
1971	<u>Joint production of computers</u>	<u>Siemens</u>	Provides licence, materials		Provides memory units for computers	

CONTRIBUTIONS

<u>DATE</u>	<u>TYPE AND DURATION OF AGREEMENT</u>	<u>BY WEST: PARTNER</u>	<u>SERVICE</u>	<u>CONTRACT VALUE</u>	<u>BY EAST</u>	<u>REMARKS</u>
1972	Technical co-operation	<u>Siemens</u>	Joint R & D of electric locomotives			
1973	Technical co-operation	<u>Siemens</u>	Joint R & D of power generating equipment			
1970	Trade, principles of economic, scientific, technical co-operation, 1970-1974	Government				
(1970)	<u>Joint production of construction machinery</u>	<u>Demag</u>	Assembles final product		Provides components	
(1970)	<u>Industrial development</u>	<u>MBG</u>	Provides plant for producing electric, gas, coal stoves		Repays with products over 5 years	
<del>(1970)</del>	<del><u>Industrial development</u></del>	<del><u>Kieselring</u></del>	<del>Provides licence to produce pipe-drawing equipment</del>		<del>Repays with products</del>	
1970	<u>Joint production of underclothing</u>		Leases textile machinery; provides synthetic tissues		Provides 80% of output of finished underclothing	
1971	<u>Joint production of water-purity instruments</u>	<u>Ste. Brau, Hamburg</u>				
1971	<u>Joint production of hydraulic equipment</u>	<u>Ste. Rexroth</u>	Provides technology, assembly of products		Provides hydraulic elements	
1971	<u>Joint production of ploughs</u>	<u>Rabewerke</u>	Repays with 14% of sales in FRG, \$50,000 for each other Western market entered		Provides technology, plant and equipment	A reverse venture, with technology transmitted westward
1971	Joint trading company, "Tago", Stuttgart	<u>Gortz Co.</u>	Sells Hungarian confections in West, EEC-country textile materials in Hungary			
1972	<u>Joint production, sales of cash registers</u>	<u>Anker Dater-technik; (also subsidiary, Czechoslovak plant)</u>	Anker provides plant, sophisticated parts, assembles, sells in West		Hungarian, Czechoslovak partners provide other parts, assemble and sell in East	
(1972)	<u>Industrial development</u>		Provides machine-tool plant		Repays with \$1 million of milling and other machines 1973-1975	
1972	Joint export company, "Gota"		Sells Hungarian leather and fur clothes			
1972	<u>Industrial development</u>		Provides parquet floor-covering plant		Repays with products	

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<u>DATE</u>	<u>TYPE AND DURATION OF AGREEMENT</u>	<u>BY WEST: PARTNER</u>	<u>SERVICE</u>	<u>CONTRACT VALUE</u>	<u>BY EAST</u>	<u>REMARKS</u>
1972	<u>Joint production</u> , sales of sound equipment	<u>Fernseh</u>				
1973	Technical co-operation	<u>Krupp</u>	Joint R & D of lathes with electrical control			
1973	Technical co-operation	(several companies)	Joint development of model farms for animal husbandry using completely mechanized closed production system			
F. <u>WITH ITALY</u>						
1965	Principles of economic, industrial, technical co-operation	Government				
(1970)	Technical co-operation	<u>Telet-tra</u>	Joint R & D of telephone system			
(1970)	Technical co-operation	<u>Innocenti</u>	Joint R & D of metallurgy			
(1970)	Technical co-operation	<u>Gi-Gi</u>	Joint R & D of metallurgy			
(1970)	Technical co-operation	<u>Conema</u>	Joint R & D of textile machinery			
1970	Trade, 1970-1974	Government				
1970	Joint company, "Eurocar"					
(1971)	Technical co-operation	<u>Fiat Co.</u>	Joint R & D on automobiles, gas turbines			
(1971)	<u>Joint production</u> of automobiles	<u>Fiat Co.</u>	Provides technology, finished autos		Provides lamps, other spare parts	1972 press report: Hungarian deliveries now earn net \$0.8 m hard currency
1971	<u>Joint operations</u>	<u>Fiat Co.</u>	Joint supply of turbines, generators for power stations in Greece, Turkey			
			Provides turbines, (Diesel) motors		Provides generators (\$10 million)	
1972	Joint export company, "Terimpex", in Italy		Sells Hungarian canned goods Capital = 50% each			
1973	Joint export company, "Hungarotex-Italiana", Milan		Sells Hungarian clothing and knitwear			
G. <u>WITH THE UNITED KINGDOM</u>						
1961	Technical co-operation	<u>ICI</u>	Joint development of herbicides in Hungary			
1967	Principles of economic, scientific, technical co-operation	Government				

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1967	Technical co-operation	Government agencies	Joint R & D of storage of goods			
1967	Technical co-operation	<u>English Electric</u>	Joint R & D of transformers, switchgear			
1968	<u>Industrial development</u>	<u>Dobson, Hardwicke</u>	Provides technology, equipment for producing mining pit props		Repays with pit props	
1968	<u>Industrial development</u>	<u>Electronic Flow-Meters</u>	Provides flow-meter instrument plant		Repays with flow-meters and parts	
1968	Joint export company, "Falkner-Europa"		Sells textile materials			
(1970)	Joint export company	<u>Richmond</u>	Sells Hungarian shoes			
1972	Principles of economic, industrial, technical co-operation	Government				
1973	Trade	Government				
	H. <u>WITH GREECE</u>					
1966	Trade, 1966-1970	Government				
	I. <u>WITH THE UNITED STATES</u>					
1967	<u>Profit-sharing</u>	<u>Inter-Continental Hotels Corp.</u>	Provides luxury hotel, use of Inter-continental name, continuing technical advice	\$4 million	Repays with agreed commission on gross receipts in hard currency	
1969	<u>Profit-sharing</u>	<u>Hilton Hotels</u>	Provides hotel in Budapest, use of Hilton name, continuing advice		Repays with share of gross receipts in hard currency	
1971	Technical co-operation		Application in Hungary of completely mechanized "Closed Production System" (CPS) of farming Provides hybrid animals			Model farms successful. CPS extended to new areas in 1973
1971	Joint company, Switzerland		Sells application of CPS in third countries			Applied in USSR, Czechoslovakia (q.v.) in 1972
1972	Technical co-operation	<u>MGA Technology; International Resources Inst.</u>	Joint development of fibrin bioplast (clothing chemical)			
1972	Joint company, "Euro-American Techno Corp." in Amsterdam, Curaçao	<u>MGA Technology; International Resources Inst.</u>	Produces and exports fibrin bioplast			

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1972	<u>Agricultural development</u>		Provides corn-growing equipment, seeds	<u>\$4 million</u>	Repays with corn	
1972	<u>Agricultural development</u>	<u>John Deere</u>	Provides equipment for growing sugar-beets		Repays with sugar-beets	
(1973)	<u>Industrial development</u>	<u>Birdseye</u>	Provides seed and technology for growing and freezing fruit		Repays with frozen fruit	
<u>J. WITH NORWAY</u>						
1969	<u>Joint production, sales of tractors</u>	<u>Munck Hamjern</u>	Produce different types of tractor and exchange them		Sells Norwegian model in East	
1970	Principles of economic, industrial, technical co-operation	Government	Provides technology. Sells Hungarian model in Scandinavia, Canada, Brazil			
1970	Technical co-operation	<u>Sande (mink farm)</u>	Provides technology; resident overseers for mink-breeding. Leases minks			1972 Report: successful. Original 2,000 minks have multiplied to 7,000, developed thicker fur
<u>K. WITH SPAIN</u>						
1969	Joint export company, "Hungarotex-Espagnola", Madrid					
1971	Trade (long-term)	Government				
<u>L. WITH THE NETHERLANDS</u>						
1970	<u>Joint production</u>	Organon	Provides raw materials		Assembles finished product	
1971	Trade, 1971-1974	Government (BENELUX)				
<u>M. WITH DENMARK</u>						
1970	Trade, 1970-1974	Government				

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<u>DATE</u>	<u>TYPE AND DURATION</u> <u>OF AGREEMENT</u>	<u>BY WEST:</u> <u>PARTNER</u>	<u>SERVICE</u>	<u>CONTRACT</u> <u>VALUE</u>	<u>BY EAST</u>	<u>REMARKS</u>
(1973)	<u>Joint production of automatic</u> <u>fodder-mixing equipment</u>	<u>Skoljd</u>	Provides 30% of parts plus plant to produce others		Provides 70% of components	
N. <u>WITH BELGIUM-LUXEMBOURG</u>						
1970	Technical co-operation		Joint R & D on pharmaceutical products			
1970	<u>Joint production of pharmaceutical</u> <u>items</u>		Provides raw material		Produces finished items	
1970	Principles of economic, industrial, technical co-operation	Government				
(1973)	<u>Joint production, sales of water-</u> <u>purification equipment</u>		Provides licences on production of such equip- ment. Sells it in West		Provides finished equip- ment	
O. <u>WITH SWITZERLAND</u>						
(1970)	<u>Joint production of metal presses</u>	<u>Zschokke</u>	Provides licence, techno- logy, hydraulic parts, electric controls		Provides frames	
1970	<u>Joint production of pharmaceutical</u> <u>items</u>	<u>Ciba</u>	Provides raw materials		Produces finished items	
1970	<u>Joint production of pharmaceutical</u> <u>items</u>	<u>Sandoz</u>	Provides raw materials		Produces finished items	
1971	<u>Industrial development</u>	<u>Nestle</u>	Provides licence, tech- nology for output of powdered soup		Repays with canned and powdered soup	
1971	<u>Joint operations in third world</u>		Joint construction of textile mill in Iran. Each partner provides about half of the equipment			
1973	Trade	Government				
P. <u>WITH ICELAND</u>						
1970	Trade and payments, 1970-1974	Government				
Q. <u>WITH JAPAN</u>						
1971	Principles of scientific-technical co-operation	Government				

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1972	<u>Industrial development</u>	<u>Kumini Boeki</u>	Provides knitwear plant, some raw materials	§10 million	Repays with 1/3 of yarn produced	
	R. <u>WITH CANADA</u>					
1972	Trade	Government				
1973	<u>Joint production of mini-computers</u>	<u>Bowmar</u>	Provides technology, parts, materials		Assembles finished computers	Hungarian partner, for first time in industrial co-operation, is a co-operative enterprise

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<b>IV. RUMANIA</b>						
<b>A. WITH ITALY</b>						
1965	Principles of economic, industrial, technical co-operation	Government				
1969	Principles of economic, scientific, technical co-operation	Government				
1970	Trade, 1970-1974	Government				
1970	Joint export company, "Romital", Milan		Sells Rumanian chemical products			
(1973)	Joint export company, "Vitama"		Sells Rumanian machine tools			
(1973)	Joint export company, "Serimpex"		Sells Rumanian building materials			
(1973)	Joint export company, "Dalpex"		Sells Rumanian oil products			
1973	<u>Joint venture</u> in Rumania	<u>Rifini</u>	Form joint company, "Romalfa", domiciled in Rumania, to produce and export acrylic yarn; build plant in Savinesti. Capital = \$2.3 million. 48% Italian, 52% Rumanian			
<b>B. WITH THE FRG(a)</b>						
1967	Principles of economic, industrial, technical co-operation	Government				
(1968)	<u>Joint production</u> , sales of power-generating equipment	<u>Deutsche Babcock &amp; Wilcox</u>	Provides technology for production of high pressure steam boilers, pipes		Provides components	1973 report: Technology mastered, co-operation continuing
(1968)	Technical co-operation	<u>Franz Kuchfeld</u>	Joint R & D of wood processing machinery			1973 report: co-operation successful
1970	Trade, 1970-1974	Government				
1971	Joint company, "Rodeco", Frankfurt	3 FRG companies	Provides information about opportunities for operations in third world. Capital = DM. 1 million, 50% each side			
(a) Rumanian sources claim that over 50 additional industrial co-operation agreements exist with the FRG. 37 joint companies, 10 joint operations and 5 on technical co-operation						

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(1971)	<u>Joint operations</u> in third world					Co-operates with West German companies by delivering equipment for installations in Asia, Africa, Latin America
1972	<u>Joint venture</u> in Rumania	<u>Javit Co.</u> <u>RENK Co</u>	Forms joint company, "Renag", domiciled in Rumania, to produce marine engines and cement plants. Capital = 49% FRG, 51% Rumanian			First example of Rumanian joint venture outside of export field
1972	Joint export company, "Contichene"		Sells Rumanian chemicals			
1972	Joint export company, "Victoria, Reifeh"		Sells Rumanian chemicals			
1972	<u>Industrial development</u>	<u>Mannesmann-Meer</u>	Provides pipe-casting and welding plant	<u>\$5 million</u>	Repays 40% with products of plant	
(1973)	<u>Joint production</u> of heavy trucks	<u>MAN</u>	Provides technology, most components		Provides engines	
1973	Principles of economic, industrial, technical co-operation	Government				
1973	<u>Joint venture</u> in Rumania	<u>VFW Fokker</u>	Form joint company in Rumania to produce parts for Fokker short-haul jet airliner			
1973	Technical co-operation, 1973-1975 C. <u>WITH FRANCE</u>	Government	Joint R & D on agriculture and food production			
1967	Principles of economic, scientific, technical co-operation	Government				
1967	<u>Industrial development</u>	<u>Renault</u>	Provides automobile plant		Repays with gear-boxes	1973 press report: these transactions have improved structure of Rumanian trade
1970	<u>Joint production</u> , sales of automobiles, machine tools	<u>Renault</u>	Provides new-model car equipment and technology. Sells in third world		Provides gearboxes, bumpers, other components	
(1969)	Technical co-operation	Government	Joint R & D of SECAM colour-TV system			
1970	<u>Joint production</u> of helicopters	<u>SNIAS</u>	Provides technology, parts of Alouette helicopter		Provides finished helicopter (assembles 50 per year)	
1970	Trade, 1970-1974	Government				

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1971	Joint company in France: "Franco-Rumanian Bank"	<u>Crédit Lyonnais</u>	Finances Rumanian trade with France and other EEC countries			
1972	<u>Joint production</u> of truck trailers, loading machinery	<u>Richard</u>	Provides technology, some components			Provides heavy components and under-carriages
1972	Technical co-operation	<u>Maison Angevin Hodes: Valais</u>	Joint R & D of hybrid corn			
1972	Technical co-operation	<u>Sacies</u>	Joint R & D of sugar beets			
1973	<u>Joint venture</u> in Rumania	<u>Applied Electronics</u>	Formed joint company to produce heart pace-makers in Rumania. Capital = 49% French, 51% Rumanian			
1973	Joint company, "Romaltex", in Paris		Promotes export and joint production of Rumanian goods			
1973	Joint export company "Decofra" France		Sells Rumanian chemicals			
1973	Joint export company, "Sotecom", in France		Sells Rumanian goods			
1973	Joint export company, "Dacomex", in France		Sells Rumanian goods			
(1973)	<u>Joint production</u> of computers		Provides technology, parts			Assembles and provides computers
1973	Technical co-operation, 1973-1982	<u>General Tire Co.</u>	Joint R & D of motor vehicle tires			
1973	<u>Industrial development</u>	<u>General Tire Co.</u>	Provides radial tire plant	<u>\$35 million</u>		Repays with products
1973	<u>Joint venture</u> in Rumania	<u>Control Data Corp</u>	Form joint company, "Romcontrol-Data" domiciled in Rumania, to produce computer accessories (\$10 million during 1973-1977)			
			Provides technology, plant. Sells in third countries	<u>\$2 million</u>		Produces card-purchers
			Capital = \$4 million: 45% US; 55% Rumanian			
	<u>D. WITH DENMARK</u>					
1967	Principles of economic, industrial, technical co-operation	Government				
1971	Trade, 1971-1975	Government				

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<u>E. WITH THE UNITED STATES</u>						
1967	<u>Profit-sharing</u>	<u>Intercontinental Hotels Corp</u>	Builds 400-room hotel in Bucharest. Continuing management advice	<u>\$6 million</u>	Repays with agreed share of gross receipts in hard currencies	
1971	Technical co-operation	Government	Joint R & D of agricultural chemicals and products			
1971	Technical co-operation	Government	Joint R & D of transport equipment			
1971	Joint trading company, "Romanda", in US	<u>R.B. Anderson Co.</u>	Promotes US-Rumanian trade			
<u>F. WITH NORWAY</u>						
1968	Principles of economic, industrial, technical co-operation	Government				
1971	Trade, 1971-1975	Government				
1973	<u>Industrial development</u>		Provides technology, equipment		Repays with 12 ships	
<u>G. WITH FINLAND</u>						
1968	Principles of economic, scientific, technical co-operation	Government				
<u>H. WITH THE UNITED KINGDOM</u>						
1968	<u>Joint production of civil aircraft</u>	<u>British Aircraft Corp.</u>	Provides 6 BAC-111 jet planes, small bi-motor plane plant. Sells Rumanian planes worldwide under BAC trademark	<u>\$30 million</u>	Repays with small bi-motor planes	ECE, 1973: co-operation continuing
1968	Technical co-operation	<u>Davy-Ashmore</u>	Joint R & D of insecticides			
1968	Joint trading company, "Arcode", in UK	<u>Tennant Trading</u>	Buys and sells chemicals in both countries			
1969	<u>Agricultural development</u>	<u>Taylor Woodrow Co.</u>	Provides equipment for irrigation project	<u>\$45 million</u>	Repays with agricultural produce	
1971	<u>Agricultural development</u>	<u>George Wimpey</u>	Provides equipment and <b>personnel for irrigation project</b>	<u>\$24 million</u>	Repays with agricultural produce	
1972	Trade, 1972-1974	Government				

<u>DATE</u>	<u>TYPE AND DURATION OF AGREEMENT</u>	<u>BY WEST: PARTNER</u>
1972	Principles of economic, industrial, technical co-operation, 1972-1976	Government
1972	Joint "Anglo-Rumanian Bank", London	<u>Barclay's Bank</u> <u>Manufacturers</u> <u>Hanover Trust</u> (US)
I. <u>WITH SWEDEN</u>		
1968	Principles of economic, industrial, technical co-operation	Government
1973	Payments, 1973-1977	Government
J. <u>WITH BELGIUM-LUXEMBOURG</u>		
1970	Trade, 1970-1974	Government (BENELUX)
1970	Principles of economic, industrial, technical co-operation	Government
K. <u>WITH THE NETHERLANDS</u>		
1970	Trade, 1970-1974	Government (BENELUX)
1971	Principles of economic, industrial, technical co-operation	Government
1971	Technical co-operation, long-term	<u>Royal Dutch/</u> <u>Shell Co.</u>
1971	Joint export company in the Netherlands	<u>Royal Dutch/</u> <u>Shell Co.</u>
L. <u>WITH TURKEY</u>		
1954	Trade	Government
M. <u>WITH CANADA</u>		
1971	Trade, 1971-1973	Government
1972	Joint production company in Canada	<u>Saskatchewan</u> <u>Government</u>

<u>SERVICE</u>	<u>CONTRIBUTIONS CONTRACT VALUE</u>	<u>BY EAST</u>	<u>REMARKS</u>
			Finances trade with and investment in Rumania. Capital = £3 million (one-half paid up): 50% US/UK, 50% Rumanian
			Sells Rumanian oil. Capital 50% Dutch, 50% Rumanian
			Assembles and sells Rumanian tractors, Capital 49% Canadian, 51% Rumanian

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	N. <u>WITH AUSTRALIA</u>					
1971	Joint export company		Sells Rumanian tractors			
	O. <u>WITH SPAIN</u>					
1971	Trade, 1971-1975	Government				
	P. <u>WITH IRELAND</u>					
1971	Trade	Government				
	Q. <u>WITH GREECE</u>					
1971	Trade, 1971-1975	Government				
	R. <u>WITH AUSTRIA</u>					
(1970)	Principles of economic, industrial, technical co-operation	Government				
1972	Trade and payments	Government				
1972	Joint export company, "Aurochemie" in Austria		Sells Rumanian chemicals			

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<b>V. <u>CZECHOSLOVAKIA</u></b>						
<b>A. <u>WITH SWEDEN</u></b>						
1965	<u>Joint production</u>	<u>A.B. Mercon</u>	Exchange of components of steel fabrications			
1969	Technical co-operation	Government	Joint R & D in metallurgy			
1969	Joint trading company, "Tzecosvea AB", Stockholm	<u>Beyer Co.</u>	Exports Czechoslovak machine tools Capital: 51% Czechoslovak			
1971	Principles of scientific-technical co-operation	Government				
1971	Joint company, "Scansigma", Goteborg	(Swedish Co.)				
(1971)	Technical co-operation	<u>ASEA</u>	Joint R & D on electrical items			
(1971)	Technical co-operation	<u>Saab</u>	Joint R & D on machine tools			
(1971)	Technical co-operation	<u>Eriessan</u>				
(1971)	Technical co-operation	<u>Volvo</u>	Provides spare parts			Operates service station for Volvo automobiles
<b>B. <u>WITH SWITZERLAND</u></b>						
1965	Technical co-operation	<u>Gattys Technique</u>	Joint R & D on petrochemical equipment			
<b>C. <u>WITH THE UNITED STATES</u></b>						
1965	Technical co-operation	<u>National Patent Development Corp.</u>	Joint R & D of plastics for contact lenses			
1967	<u>Profit-sharing</u>	<u>Intercontinental Hotels Corporation</u>	Built luxury hotel; allows use of "Intercontinental" name; continuing technical advice			Repays with share of gross receipts in hard currencies
1967	<u>Joint production</u> and sales	<u>Simmons Machine Tool Corp.</u>	Provides tool licence; slightly modifies Skoda tools; sells them in West under Simmons trademark			Skoda repays with machine tools
<b>D. <u>WITH ITALY</u></b>						
1965	Principles of scientific-technical co-operation	Government				

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<u>DATE</u>	<u>TYPE AND DURATION OF AGREEMENT</u>	<u>BY WEST PARTNER</u>	<u>SERVICE</u>	<u>CONTRACT VALUE</u>	<u>BY EAST</u>	<u>REMARKS</u>
1968	<u>Joint production</u> of motorcycles	<u>Ital-Jet</u>	Provides chassis. Sells finished product in Italy and third countries		Provides engines	
1968	Technical co-operation	Government	Joint R & D of automobiles, machine tools, food textiles			
1969	Technical co-operation	<u>Necchi</u>				
(1969)	Joint trading co, "Mez-Italiana", Milan	(Italian company)	Sells Czechoslovak electric motors and equipment in Italy. Capital = 51% Czechoslovak			
1970	Trade, 1970-1974	Government				
(1971)	<u>Joint operations</u> in third world	(Italian companies)	Co-operation in Africa, Asia, Latin America			
1971	Joint company, "Sigma Italiana", Milan	(Italian company)				
(1971)	Technical co-operation	<u>Fiat Co.</u>	Provides spare parts		Operates service station for Fiat automobiles	
1972	<u>Agricultural development</u>	(Joint US-Hungarian company)	Provides CPS technology		Repays with produce	See item on "joint company, Switzerland" in III.I above
<b>E. WITH FRANCE</b>						
1966	Principles of economic, industrial, technical co-operation	Government				
1967	Joint trading company "Stim-France", in France	(French co.)	Sells Czechoslovak hydraulic pumps Capital = 70% French, 30% Czechoslovak			
1968	Technical co-operation	<u>Chantiers de l'Atlantique</u>	Joint R & D of large Diesel engines			
1968	Technical co-operation	<u>COCEI</u>	Joint R & D of pre-fabricated-housing plant			
1968	<u>Joint production</u> of light trucks	<u>Renault-Saviem</u>	Provides plant and equipment		Repays with components or machine tools	
(1969)	Technical co-operation	Government	Joint R & D of SECAM colour-TV system			
1970	Principles of economic, industrial, technical co-operation	Government				

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<u>DATE</u>	<u>TYPE AND DURATION OF AGREEMENT</u>	<u>BY WEST: PARTNER</u>	<u>SERVICE</u>	<u>CONTRACT VALUE</u>	<u>BY EAST</u>	<u>REMARKS</u>
1970	<u>Joint operations</u> in Middle East	(French company)				
1971	Trade, 1971-1975	Government				
1971	<u>Joint production</u> of small agricultural machines	<u>Gutbrod</u>				
1971	<u>Joint operations</u> in third world	<u>Babcock-Atlantique</u>	Provides boilers		Provides turbo-generators	
1971	<u>Joint production</u> of ball bearings	<u>Soc. Nouvelle de Roulements Annecy</u>				1973 report: Tons of thousands of reciprocal deliveries have been made
<b>F. WITH THE UNITED KINGDOM</b>						
1966	<u>Joint production</u> , sales of textile machines	<u>Callaghan &amp; Son</u>	Provides automatic models. Sells in West		Provides components Sells in East. Profits shared 50-50	
1968	Principles of economic, scientific, technical co-operation	Government				
1968	Joint company, "Motokov", in British port	UK company				
1969	Technical co-operation	<u>Davy Ashmore, Ltd.</u>				
1972	Trade	Government				
<b>G. WITH AUSTRIA</b>						
1966	<u>Joint production</u>	<u>Tyrolia, Schwechat, Austria</u>	Produces ski bindings		assembles them	
1968	Technical co-operation	<u>J.M. Voith Industries</u>				
(1970)	<u>Joint operations</u> in third world	(Austrian companies)				
1971	Principles of economic, industrial, technical co-operation	Government				
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CONTRIBUTIONS

<u>DATE</u>	<u>TYPE AND DURATION OF AGREEMENT</u>	<u>BY WEST: PARTNER</u>	<u>SERVICE</u>	<u>CONTRACT VALUE</u>	<u>BY EAST</u>	<u>REMARKS</u>
(1972)	<u>Project of common interest</u>		Electricity grids linked together			
1973	Trade, 1973-1977	Government				
	H. <u>WITH BELIGUM-LUXEMBOURG</u>					
1968	Principles of economic, industrial, technical co-operation	Government				
1968	<u>Joint production of tirecord reinforcement</u>	<u>Bekaert Co.</u>	Produce different components and exchange them			Reciprocal deliveries reportedly \$0.8 million in 1968
1969	<u>Joint trading company, "Stima SA", Brussels</u>	(Belgian Co.)	Sells Czechoslovak hydraulic pumps			
1972	<u>Joint production of cash registers</u>	<u>Anker</u>				See <u>Anker Datertechnik</u> item in III.E above
1972	Trade, 1972-1973	Government (BENELUX)				
	I. <u>WITH FINLAND</u>					
1969	Trade	Government				
1971	Principles of economic, industrial, technical co-operation	Government				
	J. <u>WITH THE FRG</u>					
1969	<u>Joint company, "Metokov" in the FRG</u>		Service station for Skoda automobiles			
1969	<u>Joint production, sales of large boilers, 1969-1975</u>	<u>Babcock &amp; Wilcox branch</u>				
1969	<u>Joint operations in third world</u>	<u>Buckau Wolf</u>	Builds oil refinery in Iran		Provides equipment	
(1970)	<u>Technical co-operation</u>	<u>Hoechst</u>				Close relations since the 1950s with the Czechoslovak enterprise concerned
1970	Trade; principles of economic, scientific, technical co-operation, 1970-1974	Government				
	K. <u>WITH GREECE</u>					
1969	Trade	Government				

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<u>DATE</u>	<u>TYPE AND DURATION</u> <u>OF AGREEMENT</u>	<u>BY WEST:</u> <u>PARTNER</u>	<u>SERVICE</u>	<u>CONTRACT</u> <u>VALUE</u>	<u>BY EAST</u>	<u>REMARKS</u>
	L. <u>WITH NORWAY</u>					
1969	Trade, 1969-1973	Government				
	M. <u>WITH JAPAN</u>					
1969	Joint production, sales of electronic calculators	<u>Hayakawa Electric Company</u>				
(1971)	Technical co-operation	<u>Toyota</u>	Provides spare parts			Operates service station for Toyota automobiles
	N. <u>WITH DENMARK</u>					
1970	Trade, 1970-1974	Government				
1970	Principles of economic, industrial, technical co-operation	Government				
	O. <u>WITH THE NETHERLANDS</u>					
(1971)	Joint trading company in the Netherlands		Sells Dutch machine tools			
1972	Trade, 1972-1973	Government (BENELUX)				
	P. <u>WITH ICELAND</u>					
1971	Trade, 1971-1974	Government				
	O. <u>WITH AUSTRALIA</u>					
1972	Trade	Government				
	R. <u>WITH IRELAND</u>					
1973	Trade, 1973-1974	Government				

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DATE	TYPE AND DURATION OF AGREEMENT	BY WEST: PARTNER	CONTRIBUTIONS		BY EAST	REMARKS
			SERVICE	CONTRACT VALUE		
VI. <u>EAST GERMANY(a)</u>						
A. <u>WITH BELGIUM-LUXEMBOURG</u>						
1966	Trade, 1966-1969	Government				
B. <u>WITH ITALY</u>						
1969	Trade, 1969-1973	Government				
1973	Principles of economic, industrial, technical co-operation 1973-1982	Government				
1973	Technical co-operation, 1973-1977	<u>Montecatini-Edison</u>	Joint R & D of textiles, chemicals, energy, electronics			
C. <u>WITH THE NETHERLANDS</u>						
1970	Trade, 1970-1973	Government				
D. <u>WITH ICELAND</u>						
1973	Trade	Government				
E. <u>WITH SWEDEN</u>						
1970	Technical co-operation	<u>Svenskoe Ugria-Beleged</u>	Joint R & D of metals			
1973	Trade, 1974-1977	Government				
F. <u>WITH FRANCE</u>						
1970	Trade, 1970-1974	Government				
1973	Principles of economic, industrial, technical co-operation 1973-1982	Government				
G. <u>WITH THE UNITED KINGDOM</u>						
1971	Trade, 1971-1973	Government				
H. <u>WITH DENMARK</u>						
1971	Trade, 1971-1974	Government				
I. <u>WITH JAPAN</u>						
1970	Joint production and sales	<u>Homma Kinzaku</u>	Assembles grinding and polishing machines. Sells them in West		Produces components	

(a) Does not take account of possible arrangements in the context of interzonal or FRG-GDR trade. Several of the East German agreements where the Western partner is indicated as the "Government" were in fact signed by representatives of central banks, chambers of commerce, or other non-political bodies of Western countries

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1971	Principles of economic co- operation	Government				
1973	J. <u>WITH FINLAND</u> Trade	Government				
1973	Principles of economic, indus- trial, technical co-operation	Government				
1973	K. <u>WITH NORWAY</u> Trade	Government				

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<b>VII. BULGARIA</b>						
<b>A. WITH CANADA</b>						
1963	Trade	Government				
<b>B. WITH ITALY</b>						
1964	Joint trading company, Italy	(Italian company)	Services electric trucks exported by Bulgaria			
1966	Principles of economic, industrial, technical co-operation					
1966	<u>Joint production</u>	<u>Mechaniche Caetano Zocca</u>	Provides grinding equipment plant			Repays with semi-finished parts for grinding equipment
1969	Joint trading company, Milan: "Sibimex"	(Italian company)	Exports industrial goods			
1970	Trade, 1970-1974	Government				
(1973)	<u>Joint production</u>	<u>Fiat Co.</u>	Licence for auto output			Assembles automobiles
<b>C. WITH THE NETHERLANDS</b>						
1964	Joint trading company	(Dutch company)	Services electric trucks exported by Bulgaria			
1969	Principles of economic, industrial, technical co-operation					
1970	Trade, 1970-1973	Government (BENELUX)				
<b>D. WITH GREECE</b>						
1964	Joint trading company in Greece	(Greek company)	Services electric trucks exported by Bulgaria			
1969	Trade and payments	Government				
<b>E. WITH THE UNITED KINGDOM</b>						
1965	Trade, 1965-1969	Government				
1972	Principles of scientific, technical, economic co-operation	Government				

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1972	<u>Joint production and sales</u>	<u>Rubery Owen</u>	Provides crane and container-handling equipment plant; sells products in West		Produces some components	
	F. <u>WITH AUSTRIA</u>					
1966	Joint company in Austria				Assembles electric trucks exported by Bulgaria	
1968	Principles of economic, industrial, technical co-operation	Government				
(1973)	Technical co-operation				Joint R & D on metal production	
	G. <u>WITH DENMARK</u>					
1967	Principles of economic, industrial, technical co-operation	Government				
1971	<u>Joint production of trucks</u>	<u>Ie-Lau Co.</u>				
1971	Trade, 1971-1975					
	H. <u>WITH THE FRG</u>					
1967	<u>Joint production</u>	<u>Keller &amp; Knappich</u>			Produce portable typewriters; exchange components	
1970	Joint company, "Arco", West Berlin	(German company)			Organizes bilateral air transport and tourism	
1971	Trade, 1971-1974	Government				
	I. <u>WITH FRANCE</u>					
1968	Principles of economic, industrial, technical co-operation	Government				
1968	Joint trading company, "Sofbin"	<u>Renault, ENSA, Jexa, Kieber Colonbes</u>			Sells Bulgarian mechanical and electrical products to France and Africa. Capital = F.fr. 200,000. 50% French; 50% Bulgarian	
1970	Trade, 1970-1974	Government				
(1973)	<u>Joint production</u>	<u>Renault</u>	Provides licence, parts		Assembles autos	
1973	Technical co-operation	National Institute for Agronomic Research			Joint R & D on farming, animal husbandry	
	J. <u>WITH JAPAN</u>					
1968	Trade, 1968-1972	Government				

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1969	Joint company	<u>Valist Kabushiki Kaishi</u>	Produces and sells electric trucks in Japan			
(1971)	Technical co-operation	<u>Hitachi Shipyard</u>				
1972	Principles of economic, scientific, technical co-operation	Government				
1973	<u>Profit-sharing</u>	<u>Kehatse</u>	Builds deluxe hotel in Sefia	\$30 million	Repays with share of hard-currency earnings	
1973	<u>Joint production</u>	(Japanese company)	Produce ball bearings; exchange components			
K. <u>WITH NORWAY</u>						
1969	Trade, 1969-1973	Government				
1970	Principles of economic, industrial, technical co-operation	Government				
L. <u>WITH BELGIUM-LUXEMBOURG</u>						
1970	Trade, 1970-1973	Government (BENELUX)				
1970	Principles of economic, industrial, technical co-operation	Government				
1973	Technical co-operation	Government (Ministry of Agriculture)	Joint research on sugar beets, fruit-picking			
M. <u>WITH TURKEY</u>						
1955	Trade	Government				
N. <u>WITH SWEDEN</u>						
1970	Principles of economic, scientific, technical co-operation	Government				
1972	Trade, 1972-1976	Government				
1973	Technical co-operation	<u>ASEA</u>				
1973	Technical co-operation	<u>Pharmacia</u>				
1973	Technical co-operation	<u>Nordhydraulic</u>				

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<u>CONTRIBUTIONS</u>	<u>BY EAST</u>	<u>REMARKS</u>
<u>SERVICE</u>	<u>CONTRACT VALUE</u>	

BY WEST:  
PARTNER

TYPE AND DURATION  
OF AGREEMENT

O. WITH SWITZERLAND

1972 Trade and payments

P. WITH THE UNITED STATES

1973 Technical co-operation

American Can  
Ce.

Joint R & D of food-processing and packaging

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