



ПОСОЛСТВО НА КРАЛСТВО БЕЛГИЯ
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BUSINESS NEWSLETTER
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Dear Friends,

We had an interesting Business lunch with Deputy Prime minister Diankov in February. Since then, the fair season has started and at the Agro fair of Plovdiv I had the chance to talk to the Belgians from Agrofrost who presented their “frostbuster”, a machine that prevents agricultural crops from being destroyed by frost. Incredible but true. Next week the Bulgarian Building Week starts in Sofia and there you will be able to meet a company I already met in Tirana which falls under the same category (Incredible but ...). New Heating Technology is based on thermal radiation. It is much cheaper than classic heating and it has a very aesthetic look! If you wonder how to be successful in difficult times, just visit the websites of these two outstanding companies.

Regards,

Marc Michielsen
Ambassador



Bulgarian knighthood for Solvay chairman

On February 23rd, Bulgaria's president Georgi Parvanov awarded a high decoration to the chairman of the board of Belgian chemical group Solvay, Alois Michielsen. M. Michielsen was made “Knight of Madara” – First Class for the lasting contribution Solvay has made to the industrial development of the Varna and Devnia Region. In 1997 Solvay acquired the Devnia soda ash plant, which was one of the first examples of successful privatisation. Since then, the Belgian industrial group has invested more than half a billion leva in what is now Solvay Sodi. Ninety percent of the soda ash produced by Solvay Sodi is being exported, which accounts for 1.5 percent of total Bulgarian export. President Parvanov gave the decoration during his recent visit to Belgium and emphasized the positive role Solvay has played in the bilateral relations between Belgium and Bulgaria and its active contribution to Bulgaria's bid to join the EU.

EcoPhos – New investment in Bulgaria



The Belgian phosphate company **EcoPhos** has invested 3.5 million € in its Bulgarian subsidiary DecaPhos. Another 1 million € in 2010 will bring the production capacity of the Decaphos plant to 35.000 tons of Dicalcium phosphate (DCP) and 40.000 tons of Monocalcium phosphate (MCP) per year. With both products, DecaPhos is the leading animal feed producer in Bulgaria and a well-known producer in the Balkans. The company is also the showroom of the advanced phosphate technology of the Belgian mother company EcoPhos. EcoPhos has developed innovative and ecological production methods, patented in several countries, using low-grade phosphate rock, producing higher quality phosphoric acid and limiting waste production. EcoPhos already signed licence agreements with two producers: UCCI in Syria and Pak American Fertilizer. The Decaphos plant has been ISO 9001 and GMP (Good Management Practices) certified. It is operated by a well qualified and experienced team of twenty engineers and eighty process operators. For more information, do not hesitate to visit our website: www.ecophos.com or www.decaphos.bg

Bulgaria Building Week.

As announced in our February newsletter, the **10th specialized exhibition BULGARIA BUILDING WEEK** will take place from the **9th to 13th of March 2010** at the **Inter Expo Center**, bul. Tsarigradsko shose in Sofia. **AWEX-Sofia** participates with an **information stand** in **hall 3 (number 3A10)** to represent **7 construction companies** from **Wallonia-Belgium**:

- **ALUTHERMO**- www.aluthermo.be Thin-layer reflective insulation system used for many years both for new buildings and in renovation, resulting in efficient energy-saving.
 - **BUZON PEDESTAL INTERNATIONAL** – www.buzon-world.com Manufacturer of high quality external access floor support system (pedestal)
 - **CONVERGENT GROUP** - www.convergent-group.com Concrete floor care treatment solutions to achieve a hard and durable surface. It combines aesthetics with high performance of cleaning, maintenance and protection.
 - **DESMET PERE & FILS** – www.desmets.com Belgian Blue Stone treatment and installing. Thanks to its excellent technical qualities, the Belgian Blue Stone is one of the best construction stones quarried in Europe and it can be used in all climates. It lends itself to all manual and mechanical sizes and can also be polished. Great material with unique esthetic and architectural qualities.
 - **IDTECH**- www.idtech.be Access control - Electronic security management of buildings for the safety of staff, visitors, temporary workers and, of course, goods and data.
 - **ISOSYSTEMS** – www.isosystems.be Cladding system made of natural clay bricks, offering excellent heat insulation and reducing heating costs by up to 40%
 - **NEW HEATING TECHNOLOGIES** - www.newheating.be Innovative heating system composed preferably of marble, granite, natural stone, and glass or mirror glass. Heating system based on thermal radiation combined with a highly esthetic design.
- For further information please contact AWEX office: sofia@awex.bg tel. 02 9797435

Belgian *PARTICIPANTS* at AGRA



The Belgian company Agrofrost (www.agrofrogst.be) from Kalmthout was present at the **Agra Fair of Plovdiv** <http://www.fair.bg/en/events/agra010.htm>, from **23 to 27 februari 2010**. Agrofrost produces technology to protect plants from frost. Two other companies, Roxell (www.roxell.com) from Maldegem and Paneltim (www.paneltim.com) from Lichtervelde were represented by the company Frigoinvest-03 Ltd.

Workshop "Sharing Solutions for dropout prevention" in Vratsa

Sharing preventive solutions against school dropout will be the subject of a training session in Vratsa from March 23rd until March 25th. During three days, four trainers from Flanders and about twenty Bulgarians will share strategies to keep young people from socially disfavoured groups from leaving school prematurely. The Bulgarians, in their turn, will enhance the sensitivity of schools and municipalities for this problem, thus creating a multiplication effect. The general aim is to adapt the models and solutions from Flanders to the realities of the Bulgarian context. Among the solutions proposed are an increase of teacher competence to deal with drop out, a better task description for school directors and the system of pupil counselling. Other topics will be the creation of networks between non-governmental organisations, city councils, companies and the social sector. The workshop has been prepared by a visit of two Bulgarian delegations to the Flemish city of Aalst and is a part of a three-year project financed by the cooperation office of the Flemish government, Vlaanderen Internationaal, and Bulgarian Partners. The partners in the project are the Flemish ngo “SOS – Schulden op school”, the Bulgarian Paideia Foundation and the municipalities of Sofia and Krivodol.



14th SOFIA INTERNATIONAL FILM FESTIVAL 5 – 21 March 2010.
Projection of Belgian films

PANIC IN THE CITY

05.03 – 20h00 : Eurocinema / Ministry of Culture hall

06.03 – 18h00 : Cinéma Odéon

24.03 – 14h30 : Maison du cinéma

KILL THE REFEREE

09.03 – 18h30 : Institut culturel français.

.....Agenda.....

Current exhibitions and events:

* **Until 14.03: Design Flanders Gallery** (Kanselarijstraat 19, Brussels). Exhibition ‘Let’s stick together’.

www.designvlaanderen.be, www.hetlabo.be.

* **Until 28.03: It’s our Earth II. From Kyoto to Copenhagen.** Brussels, Tour & Taxis. <http://www.expo-terra.be>

* **Until 18.04: I Medici: a renaissance in paper, an exhibition by Isabelle de Borchgrave.** Brussels, Royal Museums for Art and History, Cinquantenaire Park. <http://www.isabelledeborchgrave.com>

* **Until 13.06: Ambiorix, king of the Eburones.** Tongeren, Gallo-Roman museum <http://www.galloromeinsmuseum.be/index.php>

Upcoming events:

MUSIC:

* **02.03-02.04: Ars Musica (Festival for Contemporary Music).** Brussels, different locations <http://www.arsmusica.be>