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**INTRODUCTION OF RENAULT AUTOMOBILE PRODUCTION IN  
BULGARIA – SUCCESSES AND FAILURES**

(Summary)

When Bulgaria decided to develop automotive industry several western companies submitted offers for cooperative production the most advantageous of them being the one of “Renault”. In 1966 a contract was signed between “Renault” and “Bulet” for building an assembly line, French deliveries of CKD and installation of Bulgarian parts and details into the product. Certain difficulties occurred in connection with the Bulgarian payments in foreign currency and the French purchases of items in exchange but Sofia believed they would gradually disappear since it was expected that bigger and bigger parts of the automobile would be manufactured in Bulgaria. Business relations developed favorably until 1969 when Bulgaria suddenly announced that the production of “Bulgarrenault” was canceled and pointed out various formal pretexts for that. Indirect data suggest that the decision to this end was taken in Moscow. The French side tried unsuccessfully to regulate the so-called “contradictions” but the negotiations proved fruitless. In 1972 the problem died away and the cooperation with “Renault” continued in other spheres.