



*Romanian Privatization
Public Awareness
Campaign - Phase II
December Monthly Report*

Delivery Order No. 30

Project No. 180-0014

Contract No. EUR-0014-I-00-1056-00

Eastern European Enterprise Restructuring
and Privatization Project



U.S. Agency for International Development
EUR/RME

January 17, 1995



January 17, 1995

Mr. Gary Maher
ENI/PER/EP
Agency for International Development
320 21st Street, NW
Washington, DC 20523

**Re: Contract No. EUR-0014-I-00-1056-00, Delivery Order No. 30, Romania
Privatization Public Awareness, Phase II - December Monthly Report**

Dear Gary,

In accordance with Article IV of the above-referenced delivery order, enclosed please find the December 1994 Monthly Status Report for the Romania Privatization Public Awareness Campaign. The team in Romania is continuing to make great progress in educating the public about privatization using mediums such as television, radio, posters, and seminars.

If I can provide you with further information, please do not hesitate to contact me at (202) 879-5612.

Sincerely,

Lizann Prosser
Senior Manager
Central & Eastern Europe

Enclosure

Memorandum

DATE: January 17, 1995

TO: Richard Hough, Kermit Moh, Gabriel Ionescu

FROM: Edith Wooten

RE: December Report

CC: Adrienne Brombaugh, Barry French, Jim Lake, Mark Helmke

Fourth Seminar We held the fourth seminar, Methods of Privatization, in Piatra Neamt, on December 19-20. The seminar focused on privatization through public offering, MEBO (Management Employee Buy Out), foreign investment/joint ventures, and certificates of ownership (the formal process). Our local partners were the Moldova POF and the Wood Commodities Exchange. We used our usual interactive format, with short presentations given by experts, case studies, followed by a question and answer period. Specific topics included:

Evaluation and Re-evaluation in Privatization

Deloitte & Touche discussed how state enterprises are audited and prepared to be privatized.

Privatization Through Public Offering: Case Studies

Siretul, SA, a Pascani textiles manufacturer and one of the three Romanian companies that has been privatized through public offering.

Mecanica Ceahlau, SA, an agricultural equipment manufacturer being privatized through public offering.

MEBO, A Method Oversold?

Romforest, SA, A timber company, privatized through MEBO.

Corec, S.A., A construction company, privatized through MEBO.

Comsutexin, A textiles company, privatized through MEBO.

Moraru, S.A. A corn miller, privatized through MEBO.

Foreign Investment, A Way to Economic Prosperity?

Three joint ventures or companies with foreign investors: Rifil, Sirca, and Molodofil

On Tuesday, the second day, we held a round table, in which all participants were involved. The moderator for the round table, and for the entire seminar, was Aurel Dochia, an expert on privatization from the World Bank. Other participants were representatives from the Council for Reform, the SOF, the Moldova POF, the NAP, and managers and employees from companies from Neamt, Botosani, and Suceava Counties. We have included in the appendix, representatives from the mass media that were present. Major news coverage included Romanian Television, Antena Unu, local television stations, Radio Romania, local radio stations, and national, regional, and local press. We have also included a copy of the program.

Television

Our second program aired December 15. We have included a copy of the script in the appendix. We shot the third episode and wrote the fourth. These scripts are also included in the appendix.

Radio

We continued our morning news shows. Topics for our radio programs included marketing and the commodity and stock exchanges.

Evenimentul Zilei Column

In December we received another 2,500 submissions from the public of reasons why they did not enter the private sector over the past year, and we are responding to them. The three best and our comments are included in the appendix.

Directory

We designed the cover for the directory, decided on the format, and inputted all of the data.

Success Stories and Weekly Brief

We have included copies of the success stories and the weekly briefs that were distributed in December. (Note: Because of holidays and our seminar, these were not issued the last two weeks of December.)

Posters

We distributed 600 posters the week before Christmas in the nine major cities, including Bucharest, Brasov, Cluj, Craiova, Constanta, Deva, Iasi, Sanicolau Mare, and Timisorara.

Calendar

We approved questions, answers and cartoons for inclusion in the calendar that will be distributed in early February, which are included in the appendix.

Research

We analyzed our second research findings and compiled the report.

January Priorities

Hold fifth seminar on post-privatization issues.

Air third television episode. Produce fourth episode. Write fifth episode.

Continue morning radio news shows and weekly call in shows.

Continue Evenimentul Zilei column.

Continue distribution of success stories and weekly brief.

Produce and distribute second poster.

SEMINAR

ORGANIZATORI

**Programul
BUNĂ DIMINEAȚA, ROMANIA!**

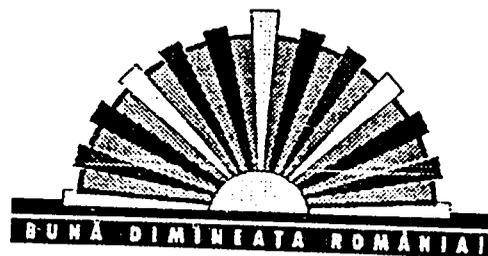
**SC BURSA LEMNULUI SA
PIATRA NEAMȚ**

și cu sprijinul

**FPP II MOLDOVA
filiala Piatra Neamț**



**METODE
DE
PRIVATIZARE**



Campania "Buna Dimineata, Romania!"
Blv. Unirii nr. 10, bl. 7B, et.2, ap.29
Bucuresti
tel 311.01.25 fax 312.40.40

19 -20 decembrie 1994
Hotel Ceahlau, Piatra Neamț

LUNI 19.12.1994

9.00 - 9.30

Inregistrarea participanților

9.30 - 10.00

Cuvânt de deschidere :
BDR , organizatorii locali

10.00 -11.00

Aspecte ale evaluării și
reevaluării in perspectiva
privatizării

Delloite & Touche

Discuții

11.00 - 11.30

Pauză de cafea

11.30 -13.00

Privatizarea prin ofertă
publică

Invatamintele unui experiment

" Siretul" SA Pașcani

Proiecte de privatizare

" Mecanica Ceahlau " SA

Discuții

13.00 -15.00

Pauză de prînz

15.00 -16.30

MEBO, o metodă supralicitată?

ROMFOREST SA Piatra Neamț

COREC SA Botoșani

COMSUTEXIN Suceava

MORARU Botoșani

(studii de caz)

Discuții

16.30 - 17.00

Pauză de cafea

17.00 - 18.30

Investiția stăină, o variantă
pentru prosperitatea economică ?

RIFIL Săvinești

SIRCA Piatra Neamț

MOLDOFIL SA Cîmpulung

Moldovenesc

(studii de caz)

Discuții

19.00

Recepție și colinde oferite de
organizatori

Moderator :

Aurel Dochia, expert la Banca Mondială

Invitați :

Reprezentanți ai Consiliului pentru Reformă

Fondul Proprietății de Stat,

Fondul Proprietății Private II Moldova,

Agenția Națională de Privatizare

Delloite & Touche ,

Manageri și salariați din județele Neamț,
Botoșani, Suceava,

Reprezentanții massmediei .

MARTI, 20.12.1994

9.30 - 12.00

Masă rotundă

CertIFICATELE DE PROPRIETATE, UN DIALOG
DESPRE VALOARE

CONCLUZII GENERALE

Moderatori :

Aurel Dochia si Eugen Bogdan

Invitații :

Reprezentanți ai Consiliului pentru Reformă,

Fondul Proprietății Private II Moldova,

Agenția Națională de Privatizare,

Reprezentanți massmedia

TELEVISION EPISODES

CHANGE OF PLACE, CHANGE OF LUÇK
- Original script -

Author : Bogdan - Cristian Dragan
Calea Mosilor 264, Bl.10, Sc. B
Apt. 35, Sector 2 - Bucuresti
Tel. 650 95 72
Fax. 250 98 80

Date of delivery : 17.11.1994

a.1. Way Maria to school

Ext./day

Maria, Mihai's wife, desperately tries to start an old "Dacia" car.
The car does not start.

Maria gets down and slams the door furiously.

She rises the hood and starts looking inside.

It is obvious that she understands nothing.

She touches at random some part of the engine.

She looks disgusted at her dirty hands.

Her face expresses exasperation.

She angrily slams the hood and painfully sighs.

She opens again the hood and bents again on the engine.

There is a hand on her shoulder.

Maria turns and see a young, well dressed man, smiling at her.

She also smiles.

SANDU

I'm so glad to see you, Sandu.

You're my good angel. Can you help me ?

Since we've bought this second hand car, we've got but troubles

This happens when trying to save on quality.

SANDU

Calm down, devil is not so black...

MARIA

him, maybe not, but my hands yes.

She shows him her dirty black hands.

MARIA

Piano singer hands...

SANDU

Let me look a little inside.

Sandu bends toward the engine and takes an expert look.

He fixes something inside.

SANDU(off)

How's Mihai ? I haven't seen him from ages.

MARIA(not trying to hide her discontent)

Nothing much...he works in the same old office...

the same arrogant and stupid boss...the same laziness...

he's the only one not moving.

Yes, I mean the three of you, have succeeded to escape from inertia, to do something : you, and Sorin, and Ion.

Only him...(she sighs)

SANDU

Do not imagine it was easy.

He closes the car hood.

SANDU

You'll have to change the "direction" as soon as possible.

MARIA (smiling)

Yes, I believe so too. And I'm not thinking at the car.

SANDU(smiling at his turn)

Neither did I.

Why don't you tell him to come to see me at my shop ?

And not only me.

SANDU

I am sure that both Sorin and Ion could help him.
The three muketairs are always ready to help the young
beginner d'Artagnan : all for him.

MARIA

He's too proud...that's why he refuses to see you three.
But leave it to me...Finally it would be a nonsense not
to use your experience and friendship.

Sandu wipes his hands.

SANDU

Now get inside.

I'll have to push you a little bit so that the engine
starts.

Maria goes inside the car.

MARIA(laughing)

It's no need.

You've convinced me.

Good bye and thank you for all.

Maria's car starts pushed a little by Sandu.

Maria makes a small sign of gratitude toward Sandu.

b.1. Classroom Maria's school

Int./day

Maria sits in front of a piano.

Facing her there are three children, pupils of the music school.

Maria plays a scale on the piano.

MARIA (didactic tone)

Well children, the notes are like people :
some are higher, some are lower, some are up,
some are down, some are stronger, some are weaker,
some live more, some live less.

They stand on a scale called staves.

Each scale has a boss who orders them how to behave.

It's a he boss called SOL and a she boss called FA.

Some listening shots of the children.

MARIA

Every scale is called clef(key) but these clefs cannot be
hanged on your necks when your parents are not home.

The children laugh.

MARIA

If the notes are well lead, if their bosses are clever,
an harmonical song results.

Maria shows on the piano such a song.

MARIA

If the same notes are wrong lead and their bosses are stupid
then the song goes like this :

She shows an ugly song.

MARIA

The higher is the position of the note on the staves, the
more advantageous is its situation.

For instance, Mr. DO may be content with a low position then
his name is DOWN DO.

She shows on the piano.

MARIA

...or it may fight for a higher position and then
his name is UP DO.

She shows on the piano.

MARIA

That does not mean that Mr. UP DO is necessarily more
intelligent than Mr. DOWN DO : he is more persevering.
One of the children comes close to the piano and Maria puts his
little hands on the keys, pressing the different kinds of Dots.

MARIA

Mr. DOWN DO IONESCU could become at any time Mr. UP DO
IONESCU if the composer i.e. me, pushes him up.

Have you understood ?

The children look at her a little confused.

MARIA (laughing)

Well, you cannot understand all for the first time.

You'll have an entire life at your disposal to understand
how scales go up and down.

Let's sing something. You'll understand better.

The children are now around the piano.

MARIA(sings)

Mr. DO and Mrs. PA

Want to change their lives

They have slept enough,

They want to change their scale.

CHILDREN(chorus)

They want to change their scale.

MARIA(sings)

DOWN DO is lazy,

Mrs FA would help him

On the condition he accepts her help.

CHILDREN(chorus)

On the condition he accepts her help.

Maria looks toward the children smiling.

MARIA

And now the refrain follows :

DOWN DO, DOWN DO you are very lazy

Mrs. FA knows what to do and she'll take care of you.

Children applaud charmed. They also sing :

CHILDREN

And she'll take care of you.

Maria closes the piano and is ready to leave.

The children leave.

MARIA(for herself)

Yes, yes, I'll take care of you, Mr. DOWN DO MIHAI IONESCU,

I'll take care of you...

c.l. Maria way home

Ext./evening

Maria's car on its way home.

1. Mihai and Maria's living - room

Int./day

Mihai and Maria, his wife, are sitting at the living-room table, facing each other. Between them, also on the table, is Michelangelo, the family tomcat.

Two tennis rackets and some tennis balls cans are thrown in a corner. Mihai is skimming a tennis magazine, while Maria is taking down musical notes in her note-pad, beating the time.

Suddenly, Maria stops writing and stares at Mihai.

Maria

We can't go on like this, Mihai. We've got to do something.

Mihai keeps reading his magazine, quite interested, like he wouldn't have heard the remark. After a while, he speaks slowly:

Mihai

Sampras is too strong. No chance for Stich...

Maria

I'm talking to you, Mihai. It can't go on like this. All your friends started up a business. How long do you want to idle ?

Mihai keeps turning a deaf ear to her; he skims his magazine.

Mihai

To say nothing about serves...

Irritated, Maria stands up suddenly, pulling down her chair. She walks to the door and stops there. Then she turns towards Mihai, who keeps reading.

Maria

You don't love me anymore, Mihai. A real man wouldn't live like this, from hand to mouth. You are intelligent, you are healthy, what do you still need to start working for your family ?

Maria (cont.)

How long do you believe we gonna resist like this, on the razor's edge ? You budgeteer !

Maria leaves the room, slamming the door behind her. Mihai has a pensive look.

Mihai (addressing to Michelangelo)

Game, set and match. She beat me up, old pal. Actually, she's right. Yet, what can I do if I'm so scared ? I'm so used to my office, where there is hardly anything to do. It's no easy at all to start suddenly to work hard, isn't it ?

For example you, Michelangelo, if you wouldn't have anything to eat, you'll try to catch mice. However, as long as we give you enough food, why catching mice ? You live on our expense. You, budgeteer

Michelangelo seems to listen attentively. Starting from Michelangelo's face, the camera presents, by overimpression, the same face, photographed and placed under the crystal of an office - desk.

2. Mihai's office - desk (flash back)

Int./day

From Michelangelo's picture, the camera withdraws and shows us a typical "public" office.

Sitting at his office - desk, Mihai is playing crossword. Sorin and Sandu, side by side, are both reading the same sport newspaper (previous to 1989), at their joined office - desks.

Ion is the only one who seems to work, standing in front of a draftsman's board. He draws a line now and then, yawning. He looks quite bored.

In a corner, a pretty typist paints her nails on the typewriter.

Sorin, Sandu and Ion are about the same age as Mihai.

While all these images are presented, Mihai's voice is heard (from OFF), addressing to the tomcat.

Mihai (off)

They made a feint of paying, we made a feint of working, time runs, salary comes: if it wasn't too much, it was better than nothing. What could you do in a public office, except resting ?

The clock on the wall is 1 minute to 4 p.m. Everybody is tense and stares at the hand of the clock. When is 4 p.m. sharp, everyone rushes out.

All this flash back is accompanied by a gentle, cradle music.

3. Mihai and Maria's living - room

Int./day

Melancholically, Mihai looks at Michelangelo and caresses him.

Mihai

Now, I am the only one left in our office: Sorin found himself a job in a private bank, Sandu opened his own store, Ion started his office in furniture design. They left for good and abandoned me. I wonder how did they succeed ?

The intent face of the tomcat seems to answer him. From his muzzle Maria's voice can be heard (off):

Maria

Why don't you ask them ? You are friends: the three musketeers, and d'Antagnan left aside.

The camera withdraws and we can see Maria, who entered the room without being noticed by Mihai, approaching him and putting a hand on his shoulder.

Maria (full of tenderness)

I know you are scared, my love. Do you think I'm not ? But you have to try, we have to try. I am beside you. You know that if you want, you can.

Michelangelo's face.

Michelangelo

Mew

4. Waiting room Sorin

Int./day

An elegant waiting room of an office. Mihai is nervously walking back and forth. The secretary looks at him, ironically.

Mihai

Are you sure he understood my name ? Mihai Ionescu ?

Secretary

Quite sure, Mr. Ionescu. He will receive you in exactly 15 minutes. Would you, please, sit down and wait ?

Mihai seems irritated, however he takes a seat. FADING.

5. Sorin's office

Int./day

Sorin stands up from his office and holds his hand to Mihai, who is very outraged.

Sorin's office is comfortable and tastefully. On his desk there is a personal computer.

Sorin

Hi, old pal ! Glad to see you !

Mihai (sarcastically)

I wouldn't say that, after all this waiting.

Amused, Sorin looks at him.

Sorin

You don't have to be angry, Mihai. Here things are different. If a single time I show a preference for a client, I can risk to lose all others... And a bank can not afford to lose so easy its clients. Well, what can I do for you ? We can spend 5 minutes together.

Sorin takes a look at his watch and smiles.

Mihai

If you put it this way, I better leave now.

Mihai tries to get up, but, gently, Sorin makes him sit again.

Sorin

Why don't you try to understand, Mihai, that here time is measured in a different way ? The time of the client scheduled in less than 5 minutes is very precious, and I can not afford to let him wait. In so far as you are my friend, I received you, exceptionally, without prior appointment. Let's not waste our time, anyway. What can I do for you ?

Mihai takes a deep breath and changes his position on the chair.

Mihai

I would like to start a business, to change my job. It's more and more difficult to manage ourselves with my salary, Maria is quite angry about that and, honestly, I'm not happy either.

Can you give me an advice ? (ironically, but not wickedly): A two-minute advice

Sorin presses a button on his computer.

Sorin

First of all, you have to asses yourself. See what you can do. Quite objectively and sincere. Then, try to estimate the amount of money you need to get started, what would be the minimum capital needed.

Mihai

What if I don't have enough money ? What can I do ?

Sorin

That's why banks are for. You'll have to get a loan from a bank. In order to get it you will have to persuade the bankers about the viability of your project and offer them adequate security that they'll have their money paid back, and a little extra too, that is the interest you agreed upon.

Sorin

No reliable bank will award you a loan without such securities. Before making up your mind, go and see the two others musketeers, Sandu and Ion, then come back to me. But, please, call me first and have an appointment.

Mihai stands up and holds his hand.

Mihai

Thank you. When can you play a tennis game ?

Sorin looks in his agenda, then press the button of the computer.

Sorin

I could be available in three weeks, for two hours, Saturday November 22, between 16 and 18. Does it suit you ?

Mihai puts his hands on his head.

Mihai

Jesus, you are so organized ! I can hardly wait to beat you on the tennis ground.

Sorin leads him the way out.

We shall see. Good luck, Mihai, and I'm waiting you back.

The secretary enters the next client.

Mihai walks out, looking fascinated at all this peak-hours agitation.

6. Road in town

Ext./noon

Mihai is on his bike, going to Sandu's store.

He arrives, attaches the bike to a pillar and enters the store.

7. Sandu's store

Int./day

Mihai walks through the little general store, owned by Sandu, his former office colleague. He approaches the counter. One of the two young shop assistants kindly asks him:

Shop assistant

Can I help you ?

Mihai

I'm looking for Sandu, I mean...Mr. Alexandru Popescu, the owner of this store. My name is Mihai Ionescu.

Shop assistant

Wait a second, please.

The shop assistant directs herself to a back door. She comes back after a short while.

Shop assistant

He'll receive you in 10 minutes. Please, sit down.

She points toward a chair. Mihai takes a seat, fetching a sigh.
FADING.

In the back door frame Sandu appears. He comes, smiling, to Mihai, shakes his hand and takes him in his office.

8. Sandu's office

Int./day

Although small, Sandu's office is elegant and functional. A personal computer is also present. Sandu asks Mihai to sit down. Mihai takes a seat. He has a gloomy face.

Mihai

I just met Sorin. He also let me wait him.

Sandu

Did he know you about your visit ?

Mihai

No.

Sandu

In this case you can not blame him. You've got to understand, Mihai, in the private sector time has a totally different value. It means money, sometimes a great deal of money. Look, while you were waiting for me outside, I sent a document which, if was not sent in time, could make me pay great penalties.

Anyway, too much talks makes it worse. What can I do for you ?

Mihai

I would like to start a business, but I don't know exactly what to do. How did you start ?

Sandú thinks a little, scratch his head, then answers:

Sandu

It wasn't easy at all. Firstly, I asked myself honestly: what do I really know to do ? I assessed my strong and weak points, my qualities and my flaws, then I decided my goals: what do I really want to do and in how much time ?

Then I evaluated my financial resources: how much was my own capital and how much could I borrow. With my personal assets I built up an initial capital, to get started. Then I entered in a true jungle of bureaucracy and laws. Although I thought to give up in a couple of times, eventually I've succeeded. You have no chance of success without tenaciousness and perseverance.

Mihai

The store is yours, now ?

Sandu

Not yet. I still have to pay back an important amount of money to the bank; only after that I could consider the store mine. Anyway, I'm satisfied: instead of working 40 hours per week for others, I work now 70 hours per week only for me and my family.

Mihai points to the two shop assistants, who can be seen through the window.

Mihai

Do you have many employees ?

Sandu

Five. Six with me. We are a team: working in a team is essential. We've started to have our permanent clients, we have started to be known; it's true, we spent a lot of money for publicity: it is very important to have your promotion made in a professional manner. The results will appear shortly.

Mihai

Do you still play tennis ?

Sandu

Guess you're joking, old pal ! I can't afford to waste my time anymore. In the first years of private business you are dealing with the problems of survival. Who looks for big profits within the first years is nothing but a innocent child. Only through a great deal of patience and perseverance the satisfactions will appear: financial and also others. You know very well the way we have been educated: no initiatives, equal salaries, no matter how good or bad was your work. Here is upside down. Once a week we meet all six, while having a beer, and talks about new ideas, about what our clients like or dislike. When many persons, and their families, are depending on your decisions you have to take it seriously.

Well, now I think you have to excuse me; the truck with merchandise just arrived and I have to help with the unloading.

Mihai:

To help with the unloading ? I thought you are the boss.

Sandü

That's precisely why. Good luck, Mihai. Come and see me again.

Sandü gets out. Mihai also. He takes a long look to the shelves and all that agitation.

9. Mihai on the road

Ext./noon

Mihai's feet, while hardly pedaling on the muddy road.

10. Ion's office in furniture design

A spacious hall for design. TV monitors, professional magazines, three draftsmen dressed in white overalls, everything suggests the 21st century. Right in the middle, Mihai is talking to a young man, well looking, Ion.

Mihai

I've decided to enter business: initially because of Maria, but now I made up my mind. Can you help me ?

Ion

Well, Mihai...

Mihai (hastily)

I know: we can't stay with me more than 5,10 or maximum 15 minutes.

Ion

Actually 15. How did you guess ?

Mihai (ironically)

I already have some experience in this field.

(imitating Sorin) Of course, all this has nothing to do with our friendship. Am I wrong ?

24

Ion

Not at all. Time has a great value in business. Now, come, I have to show you many things.

He leads him through the hall and introduces him to the draftsmen.

Ion (off)

We have had awfully hard times. But now, as you can see, we've started to move.

On the electronic display a chair begins to disintegrate and integrate in different shapes.

Ion

We built up an electronic data bank, with components of our furniture, colors, sizes and so forth. We can thus collaborate with our "masters", I mean our clients: they have now the opportunity to design alone their own furniture, like in a puzzle game. It's fascinating to watch so many tastes. Our clients find it very amusing and for us it is quite profitable. Some of them come back here just because the joy of playing. Some have excellent ideas, others.... (starts laughing).

Mihai looks at everything, full of admiration.

Mihai

Not bad at all. I thought you were in joinery.

Ion

I've worked as a joiner in the beginning.

Maybe you don't believe, but initially, when I had only two employees and we could barely survive, we managed through by fixing chairs and armchairs.

It was a very hard time. (laughing) Now is even harder.

Ion (cont.)

It seems to me that our activity is different, as compared with the commercial ones. We are doing here something that lasts.

Our company sells services, but we also have our own products. Available in small series, of course. The most difficult thing was to find gifted people and to have our brand recognized on the market. We have now a stock of orders which assures not only the survival of our company, but also permits its development.

Mihai is fascinated by the electronic images displayed, a real ballet of chairs and tables which disintegrate and integrate.

Ion puts a hand on his shoulders.

Ion

Let's go to my office. I would like to make you a proposition.

11. Ion's office

Int./noon

Ion's office is very impressive: it is an office of an expert in furniture design. Mihai starts whistling, full of admiration.

Ion

Sit down. Do you want a coffee ?

Mihai

No, thanks.

Takes a look at his watch.

Mihai

I still have 6 minutes of your time and I'll like to make good use of them.

Ion

Well done, Mihai. You learn very quick.

Ion (cont.)

Mihai, we know each other for a long time: we worked together, we are friends. I think I know what are your strengths, and I think I know also your flaws.

I would like to offer you a job here, in my company.

Mihai has a gesture of withdrawal, which is promptly noticed by Ion.

Ion

Don't think that all this came to me right now, suddenly. Come and have a look !

Ion presses the buttons of his computer. Mihai's picture is displayed, in their old "public" office. Under the picture there is a text:

TEXT DISPLAYED ON MONITOR

- Mihai Ionescu
- age: 29 years
- married, no children
- hobbies: tennis and tomcat Michelangelo
- flaws: lack of a winner mentality
 - inertia
 - indolence
- qualities: honesty
 - good sense of humor
 - intelligence
 - hard working when he wants
 - professionally well trained
- aspirations: a happy family life
 - a decent way of living
 - to play tennis as often as he likes

Ion

As you can see, I already assessed you. I can't hire anyone. Here favors, relations or other extra-professional criteria are not allowed. You simply can not afford it. If you take a risk, it's your own money.

I don't want to give me your answer right now. The night and Maria could be good counsellors. If you accept my offer, I'll wait for you tomorrow, at 8,15, in my office, if you are not interested just call me at 8 o'clock, to not waste your time coming here.

Ion gets up, holds hands to Mihai and leads him to the door.

Ion

You'll have to excuse me know, I must help to glue some chairs.

Mihai (surprised)

You too ? Why do you have employees, then ?

Ion (laughing)

Mihai Ionescu, I was right when I considered indolence as one of your flaws. You must be aware that here you'll earn much more than your present salary, but I'm quite afraid that I'll have to work you to death.

See you, old pal, and think it over !

Mihai

See you. And thanks, anyway !

Ion remembers something and cries to Mihai

Ion

One more thing. You and Maria were planning to buy a second hand car. Have you bought it ?

Mihai

Yes, ten days ago.

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Ion

Great. If you accept my offer, you gonna need it. Bye.

12. Cellar (nightmare Mihai)

Int./night

In a unwholesome cellar, Mihai, in chains and all in rags and tatters, cuts a thick wooden log with a saw. He's all in a sweat and his glances are desperate. He seems exhausted. Near him, with a whip in his hand, is Ion. He wears a faultless suit and smiles, full of satisfaction, as he looks at Mihai.

Ion (guttural voice)

Faster, you, lazybones, that's why I pay you;
so much indolence, so much inertia...

Mihai looks at him, humbly.

Mihai

I can't stand it anymore. I'm starving, I'm finished. Do have mercy...Maria is waiting for me...and Michelangelo...

Enters Maria, clothed in an elegant evening dress.

Maria (singing like opera)

No chance with my idler. He's interested only in tennis and...oh, you look so miserably, my love.

Mihai starts himself to sing (parody to "Slaves' chorus")

Mihai

I can't stand it, have mercy !

Ion

20 more hours and you'll have a break of 12 minutes.

Mihai (desperate cry)

Nooo... Help, Michelangelo.

13. Mihai and Maria's bedroom

Int./night

The light is suddenly turned on. Mihai woke up and is standing still.
Maria also woke up and cries:

Maria

What's up, Mihai ? What happened ?

Mihai

Did we go bankrupt ?

Michelangelo, who sleeps in the same bed, is agitated, too.

Michelangelo

Mew ?

Maria understood what happened. Affectionately, she caresses Mihai.

Maria

Go to sleep, my love. It was only a nightmare. You have to rest.
Tomorrow Ion is waiting for you.

Mihai (still under the impressions of what he dreamt)

Right, he's waiting for me... I've dreamt of him, too... I've dreamt
of....

Mihai falls asleep. Maria carefully covers him with the counterpane,
which eventually hides the camera.

14. Ion's office

Int./morning

Ion shake hands with Mihai.

Ion

Welcome aboard. I think you won't regret.

Sp 4

MONEY RUSH

- Original script -

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MONEY RUSH

Summary of previous episode

The "voice off" which follows is illustrated by adequate frames from previous episode "THE COMPETITION".

Voice off:

Mihai Ionescu starts to work at Ion's studio for furniture design. Here he understands that within business there must be also competition: among companies and among colleagues and co-workers as well.

Impressed by the results of the promotional strategy worked out by Mihai, Ion offers him to become his partner telling him the advantages and risks of this new hypothesis.

Although he is still scared, Mihai accepts Ion's proposal, having to contribute with his share of money within a month.

Three extra sequences written for the
episode "Money rush"

Note: These sequences will be placed before the first sequence
(Sorin's bank office).

01. Sandu's shop

Ext./day

Mihai is in front of Sandu's shop. He walks up and down.

He is waiting someone.

He looks impatiently his watch.

He looks from outside the crowd inside Sandu's shop.

From the opposite side, along Sandu's shop, Maria approaches
in a hurry.

Mihai

Only 20 minutes. It could be worse.

Maria

Sorry. You're right.

The school meeting lasted much more that I could
imagine... They never cease talking and talking ...

Mihai

I'm lucky I don't have to do business with you.

Let's go. Sandu's waiting for us.

During this short conversation some clients come out of Sandu's
shop.

Mihai and Maria enter the shop.

02. Sandu's shop

Int./day

Mihai and Maria approach Sandu's office.

A shop assistant tells Mihai:

Shop assistant

Mr. Popescu has waited for you until five minutes ago. He asks you to wait for him into the snackbar.

Mihai

Yes. We've been late.

Where's the bar?

The shop assistant shows them the way to the bar, inside Sandu's shop. In their way to the bar, Mihai and Maria admire the modern look of Sandu's shop.

03. Bar inside Sandu's shop

Int./day

Mihai and Maria are sitting at a table.

The barman, a handsome young man, brings them two coffees.

Maria

It's nice.

Mihai

Yes, although I believe Sandu has no time to spend here.

Mihai shows Maria on the window Sandu who is talking to some people near some big parcels.

After a while Sandu enters the bar.

He smiles and approaches to Mihai and Maria.

Sandu

Hello. I'm glad to see you again.

Sorry for letting you wait ... but you know (ironically) first of all the duty ... and finally the duty.

Many problems, I cannot afford to spare my time ...

Maria (laughing)

It's our fault. I was late.

Mihai

Can we offer you some drink?

You're our guest.

Sandu laughs, sits and asks the barman by a discreet sign to bring ~~some~~ some mineral water.

The barman brings the mineral water and three glasses.

Sandu

Do you like the place?

Mihai

Not bad at all. How did you get the idee?

Sandu

This is closely connected to our promotional policy

Sandu

The clients will stay more in the shop, they will become "house customers", see what I mean? I intend to have also a nursery for my clients' children in order to let them do their shopping peacefully.

Maria

All the parents will be flattered by your care. I can tell you from my own experience. You've got lots of ideas: and all of them are very good.

Sandu

There are not only my own ideas. Times when the boss was a superman, answering all the problems, has gone. Now, it's our team who decide. I've told you already about our meetings at the end of every week. We drink a beer and plan about the shop. My colleagues begun to care about the firm and that's very important to me. They make proposals, tell me about their discountents.

Maria

In this way new ideas appear. But, like in music: a lot of singers and only one composer.

Sandu

Right. For instance, the idea of opening a bar came to us during one of this "beer meetings" when we were wondering where to go and someone said it could be nice to stay just into our shop.

After a while, Mihai says:

Mihai

We know you're busy but please help us with a piece of advice.

Sandu

Anytime for my old friends. What's your problem?

Mihai shows Sandu his empty pockets.

Mihai

This. We need money ...

You asked me to become his associate but for this I must bring my share to the capital!

Sandu (embarrassed)

You know, my money were all invested and reinvested in the shop ...

Mihai (interrupting him)

... No, no, we haven't come to you to ask money: we simply want to know how did you get the money for starting ... that's all ...

Maris

We are aware that it's very hard at the beginning, we've been told a lot of stories, but we want to know from your own experience.

Sandu

Well, what can I tell you?

It wasn't easy at all ...

Sandu asks the barman three coffees.

Sandu

First of all, I used my own money, all my savings. I borrowed also from friends, not much: with all this inflation very few can afford to lend money without interest.

The main part of my starting capital was from the bank ... from the bank where Sorin works ...

Mihai (surprised)

Really? He hasn't told me about that when I visited him ...

Sandu (smiling)

This is an extra proof he is working in a reliable bank. Such a bank will never give information about its clients.

Not even to close friends ...

Maria

He has lent me money because he knew you?

Sandu (laughs)

Not at all. I had to guarantee for the credit. I've mortgaged my house and I've found someone else to guarantee for me too with his own money. It's difficult to earn money and nobody can afford to lose it easily.

Sorin was of great help but only with information as regards the credit he treated me equally to all the other clients.

By the way, why aren't you going to see Sorin. I'm sure he could explain you better than me how to act.

Maria

He's right. Why don't you go to see Sorin?

Mihai

I'll do this. Thank you Sandu and congratulations for your achievements.

It's just great.

Sandu shows them to the door.

He stops in front of a shop assistant who sells flowers, takes a flower and offers it to Maria.

Maria is smiling.

Sandu

Good luck. And come again.

CHANGES IN THE SCRIPT "MONEY RUSH"

PAGE 6 and 7:

FROM: "Suddenly, Mihai changes his attitude ... etc"

INSTEAD WILL BE:

Mihai looks at Maria. He is a little upset.

MIHAI

The problem is serious. They haven't refuse us but the bank requires us solid guarantees in order to grant the credit.

MARIA

Shall we have to pay a high interest?

MIHAI

Moderate. We are reliable persons and probably they want us clients.

Maria smiles and plays at her little piano:

MARIA

Nobody in this wide world

wants to love money.

It is therefore normal ...

She thinks how to continue the poem.

Mihai continues himself:

MIHAI

... To pay back the credit

In due time ...

MARIA

... Paying the agreed interest.

MIHAI

You are the best when playing songs.

Unfortunately this brings no money ...

Maria concentrates and she composes the following song:

MARIA

If we can guarantee,

The bank will grant us a credit,

With moderate interest,

So as to come again.

No banker is so stupid

To risk his money.

Mihai looks at her. He thinks then on a pathetic tone:

MIHAI

Because money is in everything,

Born or yet unborn,

But smiling in the sun tomorrow.

Maria smiles then she says:

MARIA

We are laughing, darling, but things are no so good,
are they?

PAG.19

The sentence:

"Woman feable soul" is not anymore in the text.

PAG.20

Instead of:

"Outside the thounders are stronger and stronger"

is:

"It rains."

1. Sorin's bank office

Int./day

Mihai enters Sorin's elegant office.

They shake hands.

MIHAI

Thank you for receiving me. I know you are very busy.

SORIN

You phoned me too. Tell me precisely what do you want to know, what you don't understand.

I'm entirely at your disposal.

MIHAI

I would like to obtain a loan. You probably told you about our plans to become partners.

Unfortunately, it is not enough to desire, it is also necessary to be able to, and, in order to be able to I need a lot of money for my capital share.

Could you show me the shortest "way" to the credit ?

SORIN

There are some stages when you demand a credit from a bank. The conditions that one must fulfil are different, according to each bank regulations, but there are also common terms. First, the credit demand must be preceded by the opening of an account of minimum 10,000 lei at the bank where the loan is asked.

MIHAI

That's not a problem.

Sorin smiles.

SORIN

You don't know yet what's coming next.

MIHAI

Take me easy. I'm patient.

SORIN

Secondly, you must present to the bank a certificate which confirms that you have been attributed a fiscal code by the financial sector.

MIHAI

Done.

SORIN

Well, now comes the most difficult thing. Any bank granting you a credit will ask you for high enough security guarantees to cover the entire credit and the corresponding interest.

MIHAI

What kind of guarantees ?

SORIN

The bank has to cover the risk, it has to be sure that you will pay the money back and also the corresponding interest i.e. the bank's profit.

Thus you must put a guarantee for the bank to be confident when grants you the credit.

The interest level and the timing for money return can be negotiated, but any credit contract gives the right to the

SORIN(cont.)

...bank to change the interest level-within certain limits-
according to the interest levels on the market.

MIHAI

What kind of guarantees are accepted ?

SORIN

There are more sorts of guarantees : houses, plots of land,
certified jewellery, value titles.

The main point is that you-the credit applicant-be able to
prove with documents that you are the owner of the goods
which you propose as guarantees to the bank.

MIHAI

And what if I am not able to find enough guarantees for
covering the total guarantee demanded by the bank for my
credit ?

SORIN

You still have a chance if you find someone to guarantee
with his own goods for your missing guarantee.

Of course, that person or firm must prove at his turn that
he is the real owner of the proposed guarantees.

MIHAI

I think I've understood:

First I must open an account of minimum 20,000 lei at the
bank where I ask the credit.

Secondly, the certificate proving that I have a fiscal code.

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MIHAI(cont.)

Third : to find enough guarantees and if not to find someone to guarantee for my missing part.

SORIN

And there's also a very important aspect to have in mind, mainly after you'll have the credit...if you get it.

MIHAI

Then you haven't yet finish, you bore.

Go on, I'm ready for anything.

SORIN

I even ask you to open your ears and hear very well what I'm going to tell you now, for your own sake : the credit must be used only for the declared purpose i.e. if you, Mihai Ionescu, receive the credit for your capital share at Ion's firm and instead you use the money for spending a dream vacation in Las Vegas, for instance, I, Sorin, your banker, even if I'm your friend, I'll stop the creditation without any prior notification.

MIHAI(smiling)

You're very callous.

SORIN

It's the only way to survive as a banker. You know that saying : "We are brothers but the cheese is not for free."

MIHAI

Yes, mainly when there are a lot of money involved.

Thank you old pal.

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MIHAI(cont.)

I'll do my calculations and if I can I'll come to try my chance.

I hope that becoming your client will not spoil our friendship.

Sorin leads Mihai to the door.

SORIN

On the contrary You'll be even a more precious friend.

Fair business cannot spoil friendship.

See you.

2. Mihai and Maria's living room

Int./evening

Maria is sitting in front of the table holding Michelangelo in her arms.

Mihai enters.

Maria looks at him worried.

MARIA

Well...? Do they lend us the money

Mihai looks at her silent for a few moments.

MARIA

Come on. Stop torturing me.

Suddenly, Mihai changes his attitude, he behaves like an actor on the stage and recites (in a parodical way) :

MIHAI

If we can guarantee,

The bank will grant us a credit,

MIHAI(cont.)

With moderate interest.

So as to come again.

No banker is so stupid

To risk his money.

Maria smiles, thinks for a few seconds and then answer him in the same parodical manner :

MARIA

Nobody in this wide world

Wants to lose his money.

It is therefore normal...

She thinks how to continue the poem.

Mihai continues himself :

MIHAI

...to pay back the credit

In due time...

Maria continues at her turn :

MARIA

...paying the agreed interest.

Change in Maria's voice. Now she recites in the emphatic manner :

MARIA

Because money is in everything

Born or yet unborn,

But smiling in the sun tomorrow.

She comes to her normal voice.

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MARIA

We are laughing darling, but things are not so favourable, are they ?

MIHAI

You're partly right.

Briefly : if we mortgage the house, sell the car and your mother's golden bracelet, we still miss some money.

We'd need someone to guarantee for us.

MARIA

No way. We live selfish times. Where are our old friends, ready at any time to share their miserable cup of substitute coffee with us ?

MIHAI

It's all right. We'll manage.

That's the way the steel becomes harder.

MARIA

Have you also considered our savings ?

How much extra money do we still miss ?

Mihai says something, but Maria can understand only some unrelated figures.

Finally, Mihai says :

MIHAI

Er...six plus ten...er...

and ...er...deducted from...

the total is...er...

MIHAI (cont.)

I dare not to tell you. Let's see: the night is a good adviser.

We'll talk again tomorrow.

Mihai goes to the door.

MIHAI

Come along Michelangelo. Let's have some sleep.

Good night.

MARIA

If you say so...

3. Mihai and Maria's bedroom

Int./night

(MICHELANGELO'S NIGHTMARE)

Michelangelo's point of view:

Mihai and Maria are sleeping. Suddenly there are knocks at the door.

Mihai and Maria woke at the same time.

MIHAI

Have you heard?

MARIA

Have you heard?

The knocks are now even stronger.

MIHAI

It's a develish thing. It's a great danger. What could it be
Suddenly the door opens and enters Bălosu.

He is dressed like a judge, all in black.

He holds a big law book in his hands.

He reads in a solemn and menacing voice.

BALOSU

Mihai and Maria Ionescu, because you have not paid your debts to the bank, I came to arrest you.

MIHAI

Have mercy ...

MARIA

Give us a postponement ...

BALOSU (a scornfully gesture)

Hm ...

I can give you but five minutes.

Oh, but as I can see you have a wonderful tomcat.

I accept him in exchange for your debts.

Come tomcat, in the name of the law, I sequester you.

MIHAI

No, please don't ...

MARIA (crying)

Ask us anything else ...

MICHELANGELO

Mee ...

The light is suddenly turned on.

Mihai and Maria woke up.

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MIHAI

Have you heard?

MARIA

Calm down ...

It's only Michelangelo.

Mihai and Maria look angrily at the tomcat.

MARIA

Michelangelo why are you so nervous?

Why don't you respect our sleep?

Michelangelo looks at them innocently.

MIHAI

Maybe he had a nightmare.

He has also the right to have his own nightmares.

Let's sleep. Sleep well.

MARIA (ironically)

Well, as you can explain everything ...

(FADING)

4. Ion's office

Mihai is facing Ion at his desk.

Ion looks very upset.

ION

A lot of ugly things happened lately.

I fired Bălosu.

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I surprised him while trying to steal the device of the weigh scale chair you have designed.

I think I had to do it sooner but I was not sure.

MIHAI

Why stealing the device?

Everybody knows I invented it.

ION

According to the law, as far as your invention is not protected, the fact that we know you have invented it, is of no value at all.

MIHAI

I am not very skilled.

Could you tell me more about this kind of laws?

ION

A property is not only material like a house, a car, a land, it can be also an intellectual property, i.e. the fruit of someone's mind: an invention, like in your case, a novel, a script, a song ...

But until this intellectual property is not registred in order to be legally protected, anyone could use it if he has the device.

Now, you can understand Bilosu's plan, don't you?

MIHAI

In that case I can only be content.

Now, talking about other subject, I am confident that
within a week I'll get the credit.

Do you still consider to accept me as your partner?

ION

Of course.

When you bring the money we'll have to set an additional
society contract.

Mihai gets up and goes to the door.

MIHAI

Have you noticed that animals dream too?

My tomcat for instance ...

ION (laughing)

Yes ... Yes ...

(FADING)

5. Mihai and Maria's livingroom

Int./ evening

When Mihai enters, Maria embraces and kisses him.

Mihai is a little surprised, then he kisses her too.

MIHAI

Well, what's this youthful enthusiasm?

More sobriety, little comrade.

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MARIA

Mihai, we've got all the money for your partnership.

MIHAI (ironically)

When I was coming home, a little sparrow relieved nature
just on my head.

Maybe that was a sign from Fortuna goddess?

Or maybe you have found Aladin's treasure in our cellar.

MARIA

With or without the little sparrow's help you must
find out Mr. Ionescu that I've sold the song we composed
together a few days ago.

MIHAI

What song?

MARIA

That one about banks.

I've sold it, to a publicity company and they will do
a clip out of it.

Their client is - you wouldn't believe - the bank where
Sorin works and our bank too.

They loved it.

Maria sings, dancing across the room.

MARIA

If you can guarantee

We shall credit you
Using a moderate interest
In order to enable you to come
Also some other time.

MIHAI(happy)

As you sing my love nobody can.
Come on Michelangelo, let's sleep.
Tomorrow it'll be a great day and we'll have to be in
our best condition.

MICHELANGELO

New

MARIA

May I come too, children?

MIHAI

Be my guest, darling.

MARIA

Hm ...

6. Office Furniture Design

Int./ day

On a table there are some empty bottles of champagne and flowers.
Everybody is present at the party.
Mihai and Ion wear elegant suits.

Everything indicates that there is a special event.

The designers hold glasses in their hands and laugh a little bit too much, as an effect of the drinking.

They speak too loud.

At a certain moment, Ion make a noise hitting a spoon toward a glass.

After a while, when it is silence, Ion addresses to his colleagues:

ION

My dear colleagues, today, for me and Mihai, it's a great day.

(ironically) We've fought and progressed.

Yesterday it was the darkness, now it is the weigh scale chair, these are the advantages of a working system.

The designers applaud.

ALL THE DESIGNERS (CHORUS)

Led by own bosses

We'll destroy any obstacles.

Ion and Mihai laugh at their turn.

MIHAI (excited)

I would like to tell you that I'm entirely trusting you.

My wife and I have done special efforts to find the money for this partnership:

We've got a credit from a bank, sell some objects, used our savings, investing all in this firm: so ,

I believe you may also trust me.

ION

... and besides that, Mihai offered to our firm the exclusivity for using his invention: the weigh scale cha
It is, I think, a prove of reliability to all of us
and please, believe me, that your good is closly related to ours.

There are not anymore that times when we were told that the boss is a beast drinking the people's blodd.

Please regard us better as your friends who are in charge of the administration of everybody's welfare.

The designers applaud.

Among them, Vanda is the most excited.

VANDA

I believe that these kind of moments are as necessary to us as the air ... as the water ...

We cannot work and work without resting, like animals...
we need also to relax ... to drink ...

ION

Vanda, what a great actress you could become.

All laugh and seem to enjoy the party.

7. Mihai and Maria's Kitchen

Int./ evening

Maria cooks something in a pot out of which emerge steams.

Michelangelo eats from his bowl.

MARIA (to the tomcat)

I believe you are aware we've taken a high risk :
two years from now on we'll pay the debt to the bank...
I can confess you little tomcat: I am scared to death.
I know you can keep a secret.
I couldn't tell this to Mihai; I wouldn't dare.
I would have scared him too. I think...

She cannot finish her sentence because Mihai enters.

He is a little dizzy because of the champagne.

MIHAI(parodical)

Hello, you honorable folks.

He puts a bottle of champagne on the table and offers flowers to
Maria. He kisses her.

MIHAI

Let's drink and laugh since we are still young...
and financially reliable...

MARIA(pretending to be angry)

Look here mister, even if I like you very much,
I don't enjoy your way of coming home.
And I'm not the only one.

MIHAI

Honeste hibere with my colleagues.
I had to do it...it was a special occasion...Try to
understand dear...

MARIA

All right, all right, but now go to sleep.

MIHAI

Not before telling you what I'm going to do.

MARIA(ironically)

Well, let's see.

MIHAI

I will rise the firm, transform it into a real force
on the internal and foreign market as well...

While he is talking, more and more excited, he tries to sit down,
but he falls down on the floor.

He stares at Maria not understanding anything.

MARIA(laughing)

See, Mr Ionescu where your unfounded business plans
enthusiasm may lead you ?

MIHAI(angry)

Nobody understands me in this house, but just you wait...

He rises with difficulty and leaves the kitchen.

MIHAI(while leaving)

Yes, yes, just you wait...

You'll see...I promise.

From outside the house we may hear thunders.

Maria smiles.

She continues to cook.

MARIA(to Michelangelo)

He'll show us...

Who knows, maybe he's right, although I'm still scared:

woman feable soul.

She take the pot from the fire.

MARIA(cont.)

The difficulties are just beginning.

It's like a feature film, like a TV series, like
Dallas.

What's going to be with us, Michelangelo ?

MICHELANGELO

Mew.

Outside the thunders are stronger and stronger.(FADING)

- to be continued -

-end of fourth episode-

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- Episode No. V -

WIDER RESPONSIBILITIES

- original script -

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Summary of the previous episode:

(The "voice off" which follows will be illustrated by adequate frames from the previous episode: "Money rush")

Voice off:

Mihai Ionescu accepts Ion Mihăiescu's proposal to become his associate at his furniture design firm, but in order to do this he needs a large amount of money, his share at the firm's capital.

In order to get ^{this} money, Mihai obtains useful information from his friends: Sandu the owner of a shop and Sorin the manager of a private bank.

Maria's help, who sells a song composed by herself to a publicity company, comes in due time and Mihai is able to pay his share and associate with Ion.

1. Ion's office

Int./ day

Mihai and Ion sit side by side and carefully study a-file.
Now and then, Ion presses the knobs of the computer on his desk.
They look concerned and rather worried.

Ion

It's hard to take a decision when dealing
with people ...

Mihai moves in his chair without answering.

Ion

However, you must agree with me that it's
too difficult: we'll have to hire at least
two more designers.

Mihai

Yes, you're right.

But how to act ?

Ion

Let's organize an examination.

Mihai (thinking)

Yes, it's a good solution; especially now
as Bălosu has been dismissed and his job
remained uncovered.

Ion

Yes, but I don't regret. He was doubtless
a real expert but entirely dishonest.

Ion (cont.)

And he could be happy he was only fired ...

Mihai

Do you know anything more about him ?

Ion

Sure. He tells to everyone wanting to listen that the weight chair is his invention and you have stolen it from him.

Mihai

I can't believe . And imagine I was sorry for him ...

Ion

You don't have to worry for him. He is now working at the firm which was very close to win the auction.
Those you don't let die don't let you live ...

Mihai

Yes, it's true but it's also true that every dishonest man is sooner or later discovered.

Ion makes an approval gesture, gets up and walks up and down.

He comes closer to Mihai.

Ion

Look here, partner, you'll be in charge for hiring the new designers.

See who you bring.

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Mihai

I'll try. Tomorrow I'll make an announcement in the newspaper. I'll ask for a curriculum vitae and then organise the preselection. The final decision we'll be common. OK ?

Ion

But please without sentimental criteria. I know it's hard when dealing with people's lives but I also know that our own lives are also important ...

The phone rings.

Ion takes it.

Ion

Yes. Hello Sandu. How are you, old pal ?
Yes ? Interesting ... Yes, Sure ... At what time ? Friday at 16 hours at your shop.
OK. ... we're coming. See you.

During the conversation he made the notes in his agenda.

Ion

Sandu invites us to a business meeting. You know more about this ; he wants to organize a nursery room for the clients' children and asks if we want to design its furniture.

Mihai

Yes, he told me about this plan.

I think it's a excellent idea.

Ion

So, we go?

Mihai

Of course. I'd like to design such furniture and besides Sandu is always able to "deliver" pleasant surprises. One could always learn from him.

2. Way Mihai home

Ext./ afternoon

Mihai is going home. He has under his arm a leather brief case.

He is followed by a man.

Mihai enters the house.

The man who followed him stays for a while in front of the door.

We can see his face for a moment: it's BĂLCU.

3. Mihai and Maria's living room

Int./ evening

Mihai and Maria have dinner.

Michelangelo is under the table.

Maria yawns.

Mihai

Tomorrow I'll have a difficult day.

I ~~to do~~ do the preselection of the candidates.

And I have only two places. It's hard to
decide ^{on} people destiny.

Whom am I supposed to reject ?

Maria

That's life ...

(ironically) That's life and it's way: one
can afford to drink from a beautiful glass
other only from a can.

Mihai

It's easy from you to speak. You haven't
got such problems at your school.

Maria

You're entirely wrong!

For instance, last week we had to hire a
music teacher.

There had been left two candidates: one had
her graduation in Paris Music Academy but
she was unable to work with children, the
other had a less famous diploma but she was
very skilled to work with children.

Well, tell me who would you have chosen ?

Mihai thinks; then looking at Michelangelo says:

Mihai

Let's think a little bit: if we live in a house full of mice and we should choose a tomcat in order to get rid of them what would we choose ? A tomcat having a nice pedigree, but unable to catch mice or an ordinary tomcat trained to catch mice ?

Maria

It's very simple: a pedigree tomcat trained to catch mice. But such a tomcat is difficult to find.

Mihai

So ?

Maria

So, here comes the responsibility of the person who choose. Who can prove me that the pedigree tomcat is not able to catch mice if he is taught how to do this.

Briefly, our admistress has not yet decided.

Mihai

One thing is clear: I believe that what's important is that the candidate be fit for what she or he must do not for what he could do. Hence the right man in the right place.

Maria

You, La Fontaine, you are the best in stories and fables but we cannot always guess who's the ox and who's the calf, who's good and who's bad ; here we talk about flesh and blood people not about abstractions:

Mihai (ironically)

Yes, yes, I have heard this before:

"The man is the most pretious capital, comrades."

Maria (angrily)

You've heard it told in a demagogic and foolish way that's why nobody believed. You also know that human beings come back even within the societies where machines seemed to be overwhelming.

Maria continues. She is very serious.

Maria

I quote from my memory: "The success of a firm will mainly rely on the quality of its human resources and on the way the firm succeed to keep and motivate its personal".

Mihai looks at her amazed.

Mihai

Where have you learnd such knowledge ?

Mihai (cont.)

I must say you are a permanent surprise for me. I thought you were a serafic being, full of music and poetry and now you gave me economic lectures.

Maria (angrily)

That's another prejudice of yours : the artist is always his head into the clouds and the businessman always with his feet on the ground. You must know that there are enough artists having their feet on the ground, and besides I've also read some works ... not only music. You must know Mr. Mihai Ionescu that the headmistress asked my opinion and I've read a lot in order to give her good advice.

Suddenly there's a noise at the door.

Maria and Mihai look one another.

Michelangelo is also scared.

Mihai goes to the door, opens it and looks outside.

He comes back into the room.

Mihai

Maybe it was only an illusion.

Maria

An illusion for the three of us ?

The noise at the door is repeated.

Everybody is scared.

Mihai goes to the door and open it.

in front of him there's a man: it's Bălosu.

Bălosu (embarased)

Good evening.

You know I dare ...

He stops.

Mihai

You dare indeed. What do you really want,
Mr. Bălosu ?

Bălosu

I want to tell you only a few words...
May I come in for a few moments ?

Mihai

OK. Come in.

Bălosu enters the living room. Maria looks at him. She's surprised.

Bălosu

Good evening Mrs Ionescu.

Maria

Good evening. What happened, Mihai ?

Bălosu

It's my fault, please excuse me.

It was dark and I've hit a flower bowl.

Maria

I see ... Well, it's a luck you haven't wonded.
I must go now. I have to check some written
papers. Good bye.

Maria leaves.

Mihai makes a sign toward Bălosu to sit down.

Mihai

I'm listening.

Bălosu (finds his words with difficulty)

Please don'tt be angry ... I know I was wrong ...
and ... you know I don't blame you because I've ~~be~~
been fired.

I'd like to tell you I can change, please give
me a chance ...

Mihai

Could you be more specific ?

Bălosu

I've heard you organise an exam for hiring
designers. Could I hope to come back ?
The firm I work for now gives me almost
nothing important to do. I know I could do
better and more.

Give me a chance to show you.

Mihai

You see, Mr.Bălosu, you've had already this
chance but instead you tried to sell our
confidential works.

Mihai (cont.)

If I'd judge you only as a designer you are a real skilled person, very good indeed but this is not enough.

In business, like in life, you must play honestly. And you haven't.

Bălosu

Yes, but please give me another chance.

I can prove I'm able to change.

Mihai

In this case why haven't you come directly to the firm ?

Why are you here ?

Anyway I cannot decide alone. I'll talk to Ion.

What I can tell you is that I am against your coming back.

Good evening.

Bălosu gets out. He murmurs:

Bălosu

You may regret.

(Fade in)

4. Mihai's office

Int./ day

Mihai reads carefully a file.

He presses the knob of the speaker and asks the secretary to show in the first candidate.

The secretary shows in an elegant dressed man, in his early 30s.

Mihai gets up and shakes his hand.

Mihai looks friendly.

Mihai

Mr. Mihăilescu ?

The man approves.

Mihai

Sit down. I've read your curriculum vitae.

I'm quite impressed. But tell me why have you left your firm ?

Mihăilescu

You see, my work was no more interesting.

I was not able to advance. I felt frustrated because I knew I was able to do more.

Mihai

What was your job?

Mihăilescu

I was chief designer. I was designing furniture for kitchens. Only for kitchens.

Mihai

How were your relations with your boss ?

Mihăilescu

Generally speaking good. There have been also some disagreements but only on professional matters. Nothing personal.

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Mihai

And what about your colleagues ?

Mihăilescu

Good, in fact very good relations.

He thinks for a while.

Mihăilescu

Of course not with all of them.

One cannot be friend with everybody. BUT

I haven't had major conflicts.

Mihai

Well, Mr. Mihăilescu, you are preselected.

Please go now into the next room for the professional test which will be decisive.

Good luck and hope to see you again.

Mihăilescu gets out.

Mihai thinks a moment then presses the knob and asks the secretary for the next candidate.

The door opens and a middle age man comes in.

He has a crumpled suit, dirty shoes.

Candidate (with servility)

Good day, sir.

Mihai

Sit down. Mr. Lepădatu ?

Lepădatu

Yes, sir.

Mihai

I've read your curriculum vitae.

I'd like to know why have you left your last working place ?

Lepădatu

Well sir, I'm a hard worker ... I do not refuse to work, but ... you see, my boss asked me for extra hours ...and, you see, I work, but I don't like to be imposed a term.

And my boss asked me to finish my work in due time and I was not able to answer his demands ... but I am a hard worker, but I don't like to be pushed ...

Mihai

I see ... but tell me what were the relationship with your colleagues ?

Lepădatu

Very good ... I used to work with two girls and an engineer. The girls were late but that was not my business ... I never told my boss they were late.

Mihai

All right. We'll keep in touch and let you know our decision.

Lepădatu

But sir, you must know that I am a hard worker..

Mihai

OK. OK. Good bye.

Lepădatu gets out with his back to the door.

Mihai (to the secretary)

Next, please.

A young woman enters. She is dressed in a shocking, provocative manner.

She sits in front of Mihai. Her attitude is provocative.

She shakes hands with Mihai looking at him in the same provocative way.

Mariana

My name is Mariana. For friends Mary.

Mihai smiles embarased.

Mihai (seriously)

Young lady, from your file (curriculum vitae) it seems to me you haven't got any experience in the field of activity you apply for.

Mariana

I need this job ... and I have a lot of experience.

I'd be very grateful if you give me the job ... very endebeded ... I always pay my debts ...

Mihai looks at her for a few moments then press the knob on his desk.

There are some other six candidates.

Only one question and one answer for each (by dissolving).

Every candidate will be "announced" by a ring.

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Question and answers for the next six candidates:

Mihai

Did you often do more than you were asked ?

Candidate 1

Only if I received an extra payment.

Mihai

Family problems influenced the quality of your work ?

Candidate 2

Only when the child was a baby.

Then I had to ask for free hours.

Now he's eight, he's a grown up boy.

Mihai

How many days of absence did you totalize last year ?

Candidate 3

I don't know for sure. Less than ten days.

Not more.

Mihai

What are your main qualities ?

Candidate 4

Power of conviction and flexibility within others.

Mihai

Are you accustomed to work in a team ?

Candidate 5

I don't understand your question .

What do you mean by "working in a team" ?

Mihai

When was your last promotion ?

Candidate 6

You know I was always persecuted. My boss could not bear me: I was too fair, too serious, too altruist ...

Mihai, at his desk looks very tired. His collar is open, his tie is large.

He makes a massage on his forehead.

The phone rings. (this sound will be connected with the last ring ~~mark~~ marking every candidate).

Mihai answers.

Maria's voice

How are you, Mihai ? How's going ?

Mihai

I'm exhausted. There have been ten candidates and I had to listen everybody although some of them ...

Maria's voice

And have you found someone fit ?

(We can hear Michelangelo's "voice")

Mihai

It could be two of them. We'll see after the final test ... The others no chance at all. But why are you home at this hour ?

Maria

How did you realize I'am home?

Mihai

I've heard Michelangelo.

Maria

I was upset and asked a colleague to replace me for my last classes.

I've been to my doctor and saw my clinical tests.

As a matter of fact couldn't you come sooner home?

Mihai (worried)

Why is anything wrong with you?

Maria

Not wrong but serious ... I'll tell you home.

Try to come as soon as you can, OK ?

Mihai

I'll try, of course, but I don't think it'll
be possible before six.

Maria

OK. I'm waiting for you.

5. Mihai and Maria's living room

Int./ evening

Maria sits in her armchair and knits. At her feet is Michelangelo.

Now and then, Maria looks at the clock on the wall.

The clock shows successively 5⁰⁰, 5⁴⁵, 6¹⁵.

The bell rings.

Maria gets up and opens the door.

It's Mihai.

Maria

It was high time for you to come.

She kisses him.

Mihai

I've told you I couldn't come earlier.

Mihai (cont.)

I had a terrible day.

Well, what's the big surprise?

Maria

Shall I tell you? Or not?

Mihai has put his coat in the hall and now enters into the livingroom.

He sits down.

Maria looks at him smiling.

Mihai

You're kidding. And I'm so busy.

It's so difficult to take a decision when people are concerned, it's not easy at all.

Too many responsibilities ...

Mihai sighs.

Maria caresses his forehead.

Maria

What would you like most?

Mihai

To succeed in business.

Maria

And more and more?

Mihai

Your love for ever.

Maria (the same game)

And ...

Mihai (looking at her)

And ... Don't tell me ...?

Mihai gets pale, he looks at her without being able to speak.

After a while:

Mihai

Aren't you ... kidding? You mean ...

that is the result of the test?

Oh, my God, What a day!

Maria approves smiling. She's happy. She moves as if she had a baby in her arms.

Maria

Yes, Sir. And now be prepared for real enhanced responsibilities.

6. Sandu's shop

Int./ day

Ion and Mihai enter Sandu's shop.

Sandu is near a shop assistant explaining her something.

From his gestures we can realize that his discussion refers to the way of putting the goods on the shelves.

Ion and Mihai look at him smiling.

~~Sandu~~ Sandu notices them and makes a friendly gesture toward them.

Then makes a final remark to the shop assistant and comes to meet his friends.

SANDU

Hello, hello. Thank you for coming.

ION

Come on old pal, between us is obsolete such expression.

SANDU

OK. Let's go into my office.

The three friends cross the shop and go upstairs into Sandu's office.

7. Sandu's office

Int./day

They are sitted.

SANDU(smiling)

May I offer you a drink ?

MIHAI

Later. Let's finish the business first.

SANDU

Mihai, I've already told you about my idea :
I'd like you to design the furniture for a nursery for my clients' children.

ION

Do you want something special ?

SANDU

I'd like a furniture able to indentify with the image of my shop. I know you design mainly furniture, but what about designing me also some

SANDU(cont.)

wooden toys, having my shop brand on them, cheap enough to allow me to offer them sometimes as presents to the children ?

ION

Yes, why not ?

SANDU

And I'd like also a minibar with sweets and limonade where the children could order themselves.

MIHAI

It's possible. We'll design all these to the sizes of the little ones.

SANDU

I want to give the children a sort of credit cards. Some plastic pieces : on one side my shop brand and on the other the sum limit which could be spent during a period of time.

ION

And how do you give these "credit cards" to the little ones ?

SANDU

I'll sell them to the parents when entering the minibar.

ION

That's good for the grown up, but what about the very little ones ?

SANDU

No problem. I want to divide the space according to their age. I will also hire two nice girls to take care of the children.

MIHAI

Good. Now tell us how do you want the furniture to be ?

SANDU

I'd like something modern. Not necessary with characters from fairy tales...this is a little bit old-fashioned. Better something modular and having a lot of functions, which could suggest a cosmic ship or something like this...

ION

And where is the space for all this ?

SANDU

Well... I'd like to ask your advice. Let's see the whole shop and please make your suggestions.

The three of them get up.

MIHAI

By the way, do you sell also prams ?

Sandu and Ion look each other surprised, then almost at the same time :

SANDU

Don't tell me that...

ION

You mean...?

Mihai smiles shy.

MIHAI

Yes. Yesterday I found it...

Sandu and Ion kiss Mihai.

SANDU

Such good news deserve a glass of champagne.

After we visit the shop I invite you at the bar
inside the shop.

8. Sandu's shop

Int./day

The three friends look carefully every corner of the shop.

From their gestures we can realize that they talk about the different
alternatives.

9. Bar inside Sandu's shop

Int./day

Sandu opens a bottle of champagne.

They drink.

SANDU

For a lucky child. That's important.

ION

And to you and Maria. Enjoy him or...her.

10. Way Mihai

Ext./day

Mihai goes by bicycle to his office.

In front of the entrance he leaves his bicycle, takes out from his
case a little brush, polishes his shoes and then enters the building.

Mihai enters furiously into Ion's office.

MIHAI

Have you cancelled Sandu's order?

ION (surprized)

I haven't cancelled it, I only postponed it.

MIHAI

Yes, but we promised him last week that he will have the project within one month.

ION

We promised but haven't signed any contract.

Now, that this new and rich order from the hotel has appeared we'll let Sandu wait for a while.

We cannot do both at the same time.

Mihai walks upset up and down the office.

MIHAI

I don't think you act fair.

And anyway, I consider you should ask me too.

ION

Mihai, we haven't signed any contract.

From the juridical point of view nobody could blame us.

MIHAI

I agree, but friendship and our word cannot be measured only according law terms.

ION(concessive)

Calm down. In business you must decide using your head not your hart.

It's only a postponement, isn't it ?

MIHAI

I repeat : maybe you're right if you take into consideration only the financial aspect, but believe me, there are values higher than money.

Mihai pauses for a moment and then continues.

MIHAI

And because it's the time for unpleasant truths, I must tell you something :

Ion looks at him attentively, upset.

ION

I'm listening.

MIHAI

There are about six months we are partners. You had always the final decision when dealing with important problems.

It seemed to me normal since you have a better experience.

But let me tell you that on my oppinion our general strategy is wrong.

Ion is very surprized.

ION

Would you be more specific ?

MIHAI

I don't pretend that standardization is good. But I think that very soon the trend will be turned toward individuals, clients with distinct personalities and tastes, sometimes very sophisticated.

And we are not prepared for them.

We simply combine standardized elements, very well indeed, but that's all.

ION

You are wrong, Mihai.

The XXI century people will have no time for such "formalist behaviour", the individuals will be melted into the general trends.

These trends will be fit mainly by standardized elements.

That's why we do have computers.

MIHAI

Computers are but tools which must assist us. Never the creative act could be replaced by computers.

You try to transform us in some enclosures of the computer.

ION

Not at all.

MIHAI

Oh, yes you do. Everybody can see that.

For the time being I insist to finish Sandu's order first, according to our promise.

ION

I don't think I can accept this.

I'd miss a lot of money only for sentimental reasons.

MIHAI

Sleep on it.

(ironically)

Night is a good adviser, isn't it ?

Mihai leaves Ion's office.

- end of V th episode -

- to be continued -

NEWS COLUMN

**Evenimentul Zilei
"Good Morning, Romania!" Campaign
December Contest**

The most surprising answer

December: another year has passed. I did start nothing on my own, I did not try to earn much money by switching from a state employer to a private one, I did not count amongst those that invested in a privatized company.

WHY?

We are asking you to answer shortly to this question.
"Good Morning, Romania!" Campaign will comment upon your answers.
The reader that will send the most surprising answer will receive
one million lei prize.

First Place:

Crina - Monica Novac, Braila:

"Since I am 14 year old and I have already my identity card, I ventured to give an answer to the question of the December Contest "One million for the most surprising answer". I did not make it for that million - I even could not imagine how is it like - but to tell you my opinion of what I see in my family."

Answer: "Because the ordinary man - thus a very poor one - has not access to the real INFORMATION and the ignorance led to a severe hopelessness.

Now, as I know, when there is no more hope the will fades away.

I am sure this the explanation of the pessimism, lack of initiative and courage of those many and poor people.

That was 1994 but I wish that 1995 will bring all of you good health, information and hope!

A happy New Year!"

Comment:

Five years have passed since the "children's Revolution". Their thoughts have matured earlier, as yours that surprised us by their depth.

You pointed out two main problems of the economic theory: "the market transparency" and "the human capital".

For the first problem, the American professor Ronald Harry Coase won 1991 Nobel Prize in Economics.

Any transaction on the market needs the identification of the information about the demand, the supply and the terms of the contract. The meeting between the tenderer and the applicant needs research and information concerning the contract terms, the way to develop the negotiations and the control. The exchange of information is compulsory for the good operation of the markets, the business market included

"Good Morning, Romania!" Campaign has tried to increase the transparency of this market.

The costs associated to the transactions are in fact the information costs.

The lack of information leads to those conditions you have associated to "hope" and "will"

You have also intuited the importance of the "human capital" that could be accumulated also by those "many and poor people". As one could invest in a company, everyone could invest in one's own person, could make expenses in the hope of a future compensatory income.

Recent sociological surveys on the reform have displayed yet a preponderance of the optimistic component.

Therefore, there is still a hope.

It is the mind support of the 2000's generation you belong to.

Second place:

Tudor Florin, Ploiesti:

"Because I did not really want to live better."

Comment:

You are living close to your fellow people. In a free market environment, the social cooperation performs the well-known principle: "the individual's prosperity means the prosperity of the society". A more complex job, better performed and better paid increases the wealth of a country and yours too. Earning bigger incomes means in fact a bigger solvable demand and, therefore, workplaces for your friends or for your children.

The social progress could not be carried out according your ideas, deeply rooted in your conscience. You can't live as Robinson Crusoe did. You need anytime a Friday, at least to take counsel with or to tell him about the life's burdens. Thus for instance, as you have discovered him in "Good Morning, Romania!" Campaign.

By their intrinsic structure the people could get satisfaction by spending their energy, effort.

If you ask any of your friends he would answer you that in the prospect everyone dreams to eat up a little slice of a cake rather than a slice of a little cake.

However, to increase the social cake we need either your contribution. A preservation of the social condition. a maintenance of the stand-still level means the "death" of the economics and, at last, that "better" could anytime become "worse".

Third place:

Stefan Galacteanu, Bucharest:

"I have believed in a revival of the state-owned companies."

Comment:

The last statistics have shown that in Romania, the efficiency of the companies belonging to the private sector is several time bigger than in the state-owned sector. the private

owners have also performed 35 % of the Gross Domestic Product while the state ownership is prevalent in the economy.

These figures do not necessarily mean that the state sector must be done away with.

Obviously, certain companies must be held on the state ownership and, in the same time, they have to act as economic agents by the rules of the free market economy.

The famous Renault company is an autonomous regie belonging to the French State and, nevertheless, Renault's people struggle mightily with the competition in order to maintain their market segment.

The state sector efficiency is due only and only to the existence of a strong private sector in the country economy since the economic prosperity is activated by the competition environment. That is why the revival of the state owned sector depends upon the private companies too.

"Good Morning, Romania!" Contest - January 1995

A new Year begins. It is up to you to live better.

"Good Morning, Romania!" Campaign and "Evenimentul Zilei"

offer one million lei prize for the most clever solution

to start something on one's own, with few money.

The Campaign's experts will comment the solution you have proposed and will add the necessary information to transpose it into practice if there is the case.

WEEKLY BRIEF



Evenimentele săptămînii în economie 5-12 decembrie

Senatul a aprobat Legea Falimentului

În această săptămînă, Senatul a adoptat Legea privind insolabilitatea comercială, așa numita Lege a falimentului. Elaborarea proiectului de lege a început în 1991. Legea are 122 de articole, cu un pronunțat caracter tehnic, care stabilesc că declararea falimentului este de competența tribunalului în jurisdicția căruia debitorul (falitul) își are sediul principal. Procedura declarării falimentului cade în sarcina judecătorului sindic, la fel ca și în vechiul Cod Comercial Român.

Romania va beneficia de facilități comerciale create de Uniunea Europeană

La Essen, Germania, în cadrul întîlnirii la vîrf ai celor 12 membrii ai Uniunii Europene (în curînd 15 prin aderarea Austriei, Finlandei, și Suediei) s-a stabilit calendarul intrării în vigoare a facilităților economice acordate de UE celor 6 țari asociate, printre care și Romania. În 1995, UE își va deschide porțile pentru produsele industriale, iar în 1997 pentru textile și produse siderurgice. Aderarea celor 6 (Polonia, Slovacia, Cehia, Ungaria, Romania și Bulgaria) va fi posibilă în jurul anului 2000.

O nouă amînare a votării legii mării privatizări

Votarea controversatei legi privind accelerarea privatizării s-a amînat pentru sfîrșitul acestei luni. Motivul: lipsa unui număr mare de parlamentari, plecați în deplasări externe. Pentru a nu se repeta această situație, Biroul Permanent al Senatului va avea grijă ca în perioada 20-23 decembrie, nici un parlamentar să nu fie plecat din țară. Reamintim că proiectul de lege prevede distribuirea unui cupon nominativ, care să preia funcțiile certificatelor de proprietate.

O puternică creștere a dolarului la casele de schimb

În această săptămînă la casele de schimb valutar s-a înregistrat o creștere spectaculoasă a cursului dolarului, de la 1900 la 2100 de lei pentru 1\$ SUA. Explicația este că în apropierea sărbătorilor au crescut masiv importurile de mărfuri.

STIRI

The Economist despre viitorul economiei romanesti

Grupul de analiza al prestigioasei publicatii The Economist a publicat in aceasta saptamina un material dedicat Romaniei, insotit de citeva prognoze pe termen scurt. Conform parerilor analistilor de la The Economist, cresterea economica (PIB) va fi in 1994 de 1%, in 1995 de 3% iar in 1996 de 4%.

Inflatia va cobori anul viitor la 50% iar in 1996, la 27%.

The Economist estimeaza ca in 1996, 1 dolar SUA va costa 2450 de lei. Tot in 1996, datoria externa va atinge 7,4 miliarde de dolari.

SUCCESS STORIES



Ideile simple pot aduce mulți bani

Marian Baila, un tinar de 34 de ani, era in 1989 administrator la un camin muncitoresc. Nemulțumit, după câteva încercări nereușite, a intrat la Institutul de Studii Economice din Iasi, la fara frecventa.

In 1990 a imprumutat 100 000 de lei. Punind la bataie si micile sale economii, citeva mii de lei, s-a hotarit sa deschida o consignatie. Cum n-avea prea multi bani, s-a gindit ce si cum sa faca. Batind Galatiul in lung si-n lat, a decis ca, cea mai buna varianta era sa inchirieze de la Primarie 6 metri patrati, in singurul pasaj subteran din oras, aflat in plin centru. Prin el treceau mii de oameni zilnic. In felul acesta ii ajungeau putinii bani ca sa amenajeze minusculul magazin consignatie si avea si un vad comercial nesperat de bun.

Imaginatia si simțul practic reprezinta firul rosu al carierei de om de afaceri a lui Marian Baila. Cind a deschis primul atelier de confectii si-a dat repede seama ca modelele sofisticate nu sunt eficiente. Atunci, a propus unor intreprinderi din oras uniforme si salopete pentru muncitori, create de el insusi. Succesul a fost imediat. A devenit rapid un mare producator de imbracaminte pentru lucru. Pina si militarii din fortele UEO, care supravegheau respectarea embargoului anti-iugoslav pe Dunare, in zona Galati, si-au facut veste la firma lui Marian Baila.

Cind si-a cumparat un apartament la bloc si a vrut, ca tot omul, sa-i aduca imbunatatiri, a trebuit sa alerge in mai multe locuri ca sa gaseasca faianta, gresie si ciment. Atunci s-a gindit ca, daca ar face un depozit de unde orice om poate sa cumpere tot, absolut tot, ce este necesar pentru o locuinta, ar putea fi o buna afacere. Intr-adevar, depozitul firmei Marian, de pe Bd. Cosbuc, este poate singurul loc unde galateanul poate cumpara de la cuie si ciment, pina la gresie si caramizi. Clientii sunt foarte bucurosi ca nu mai pierd timp si energie mergind la mai multe magazine. Astazi, la nici cei 35 de ani ai sai, este un prosper om de afaceri cu activitate in cele mai diverse domenii. La ultimile alegeri locale, a fost ales membru in Consiliul Judetean al Galatiului. Cine l-a cunoscut pe vremea cind era un simplu administrator, nu-i vine sa-si creada ochilor. Dar la mijloc nu este nimic necurat. Totul a fost cladit pe inspiratie, munca si desigur un dram de noroc.

LA 30 DE ANI , ALIN BURCEA ESTE UNUL DIN CEI MAI IMPORTANTI TOUR-OPERATORI DIN ROMANIA

In 1990, toata lumea se pricepea la politica, fotbal si turism.

Alin Burcea , azi in virsta de 30 de ani, a terminat Academia de Studii Economice din Bucuresti, cu specializarea turism, in 1987. Dar imediat dupa 1989, faptul ca avea studii de specialitate nu conta prea mult, caci oricine isi deschidea o agentie de turism, putea inchiria un autocar si cistiga 1000 de dolari, dintr-un drum la turci. Iata de ce Alin Burcea a ales sa mearga pe drumuri mai putin batatorite, numarindu-se printre primii care au organizat excursii in China. In 1992 devine, poate cel mai mare "exportator " de turisti romania, in China.

Cind a fost ales presedinte al Asociatiei Nationale a Agentilor de Turism si a inceput sa apara des, in emisiunile economice ale televiziunii, fostilor colegi de facultate nu le venea sa-si creada ochilor. In studentie era cunoscut drept un boem, actor neimplinit si mare amator de petreceri. In festivalurile de umor era un "one-man-show". Nici chiar prietenii lui cei mai buni nu l-ar fi crezut in stare sa se tina de o afacere serioasa.

Alin Burcea este acum, coproprietar la mai multe firme: Paralele 45 Trading, Galaxi, Burcea Constructii etc. Dar faima si profitul material i-au fost aduse de agentia sa de turism, Paralela 45, Travel & Tours. Prin "P 45" a plimbat turisti romani, din Brazilia pina in la Cascada Niagara, din Grecia pina in Thailanda.

Cit de curind va inaugura o noua destinatie ,aproape incredibila: Honolulu, capitala insulelor Hawaii. Cel mai dificil moment al sau a fost pierderea contractelor cu Italia, din cauza zecilor de turisti care au preferat sa emigreze, in loc sa se intoarca acasa. Stilul sau in afaceri este agresiv si de multe ori riscant. Ramine mereu un optimist. "Orice ar fi, trebuie sa reusesc" este deviza lui Alin Burcea. Macar pentru cei 100 de angajati ai sai, daca nu pentru un miliard de lei, cifra de afaceri in 1994.

CALENDAR ENTRIES

10/2

Selecție întrebări calendar

6. Marcel Condurache, București - "Privatizarea va asigura un loc de muncă sigur tinerilor?"

17. Cătălin Băntile, București, tel.617.57.83. - "Care este consecința, dacă o să cumpăr acțiuni de la o societate care falimentează?"

18. Gh. Irimia, București - " Cîți ani se va mai vorbi de privatizare în România? - Privatizare este un cuvînt sinonim cu Societate Socialistă Multilateral Dezvoltată."

24. Tudorache Constantin, Ploiești - "Primul ministru și soluțiile privind marea privatizare: La soluții de tot soiul / Nu știu ce-o să ne mai toarne / De ce dl. Vacaroiu nu ia taurul de coarne?"

28. Dan Anghelache, București - Există o posibilitate, măcar teoretică, de a ieși cu profit, investind că acționar într-o întreprindere falimentară?"

31. Anton Viorica, Ploiești - "CertIFICATELE de proprietate reprezintă o investiție pentru privatizare?"

33. Glonț Dan, Botoșani - "Dacă un salariat sau altă persoană cu venituri fixe, vrea să-și investească niște economii, un expert "BDR" ce îl sfătuiește? Să-i folosească pentru cumpărarea de acțiuni în cadrul privatizării de masă, să-i depună sub forma unor depozite bancare pe termen sau cumva o nouă formă de investire?"

35. Hidan Adrian, București - "La ce ne folosește nouă copiilor privatizarea?"

42. Vasilescu Călin, tel.778.43.86. - "Există posibilitatea suprapunerii programului ofertei publice cu preconizatul program al privatizării în masă? Este corect că cei care au participat la programul ofertei publice (indiferent de nr. certificatelor de proprietate schimbate în acțiuni) să nu mai primească "cuponul Văcăroiu" ?

52. Angelescu Constantin, București, tel.211.32.02 - "Putem vedea un pas înainte în domeniul privatizării dacă s-ar restitui fabricile, cinematografele, morile de pîine foștilor proprietari care ar vrea să investească, să le pună din nou pe picioare?"

54. Popescu Nicolae, București - "Care sunt domeniile care nu vor fi supuse privatizării?"

59. Ion Istrate, București
- "Care sunt rezultatele proiectului pilot de privatizare: a) pe ansamblul societăților care au făcut obiectul privatizării rapide; b) în cazul cel mai mediatizat la startul societății Ursus S.A. Cluj Napoca?"

61. Eugenia Nicola, Râmnicu Sărat - "E normal să tratăm economia că pe o loterie?"

64. Iulia Lucovei, Suceava
"Cum și cine stabilește patrimoniul unei societăți comerciale scoase la vânzare?"

65. Ștefan Itu, tel.631.29.98 - "Întreprinzător este cel care are vocația de a satisface necesitățile comunității. Statul este acela care are menirea de a răspunde acestei vocații prin protecție și încurajare. Când credeți că un astfel de circuit sănătos se va putea forma?"

66. Simona Cîmpeanu, tel.069.444.349, Sibiu - "Cum vedeți privatizarea fără medici privați independenți?"

71. Grigore Talpan, tel.14.02.76., Bacău - "Cui servește de acum celebrul S.A. de pe firma întreprinderilor cu capital de stat deoarece majoritatea lor funcționează și în prezent după sistemul binecunoscut înainte de 1989?"

74. Maria Ciobanu, București, tel.620.18.95. - "Dacă în planul dezvoltării spirituale oare privatizarea își aduce cu ceva contribuția?"

75. Alexandru Ghiță, București, tel.686.39.25 - "Privatizarea va avea în vedere trecerea în proprietatea personală a dispozitivelor, sculelor și a altor unelte concepute și executate personal?"

76. Ion Zărnescu, Călărași - "Privatizarea întreprinderilor mici și mijlocii va asigura înviitorul cel mai apropiat, cinci ani, dezvoltarea și privatizarea întreprinderilor mari cu capital integral de stat de unde provin cea mai mare parte a șomerilor în momentul de față?"

77. Liviu Radu, București
tel.211.26.17. - "Este posibilă montarea unei suprastructuri de tip capitalist pe o infrastructură de tip socialist?"

80. Lucian Toader, București, tel:642 89 82 (39 82) - "Cum sunt protejați acționarii dintr-o întreprindere de stat față de modul de administrare a fondurilor?"

84. Maria Iosif, Ploiești, tel: 044/640592
"Credeți că privatizarea în viitor va avea influență asupra calității vieții noastre?"

87. Alexandru Alexe, Tirgoviște, tel: 045/617359
"Privatizarea va înlesni folosirea valorilor umane în orice domeniu?"

90. Cristian Cristescu, București, tel:642 42 10
"De ce se mai păstrează cuvântul privatizare și nu se spune trecere în proprietatea particulară?"

93. Bogdan Tocmelea, Reșița tel:415 393
"Credeti că procesul de privatizare urmărește mai ales deschiderea unei porți pentru investitorii străini în România?"

95. Olteanu Nicolae, tel: 316 938 Călărași.
"În economia de piață se poate trăi o zi cu 6 lei pensie CAP/ lună începînd din 1974 pînă în prezent, cum are Olteanu Dumitra, în vîrstă de 80 de ani din com.Prundu, jud.Giurgiu?"
100. Dogan Dragu, te.430.369, Galați - "Locația de gestiune a fost: a) un furt?; b)un mod de a crea o clasă bogată din care să fie exclusă intelectualitatea?; c) o formă de privatizare?"
103. Drăgan Elena, tel.051.122.291, Craiova - "Privatizarea va promova competenta eliminînd sau diminuînd fenomenul nepotismului?"
109. Nicolae Ciobănel, tel.041/660.722 - "Care sunt avantajele și dezavantajele privatizării rapide și ale privatizării lente?"
111. Radu Gheorghe, tel.647.01.35, București - "Care sunt garanțiile cetățeanului de rînd că privatizarea se face în interesul lui?"
115. Ana Dascăl, b-dul.1848, nr.11D, bl.T4, ap.34, Tîrgu Mureș, tel.16.72.27
"Doresc să știu dacă într-adevar toți privatizații înțeleg că privatizarea înseamnă în primul rînd să producă și pe urmă să vîndă?"
118. Manuela Dudău, tel. 684.03.27, București - " Cînd și în ce condiții vreodată "marea" privatizare din Romania va asigura minima decență a traiului de zi cu zi a romanilor?"
121. Ann Evelyn Hansen, Sebeș, jud.Arad, tel.420.81.: "Efortul fiecărui cetățean roman de a se ridica la acea constiință superioară eliberată total de orice prejudecăți de: rasă, naționalitate, sex, poziție socială, concepții de viață, politice, sociale, religioase de orice fel; cum și cît de mult ar influența dezvoltarea economică de piață și viața noastră personală în Romania?"
122. Gabriel Diaconu, Galati, str. Alba Iulia, bl.L4A, ap.29, tel.036/48.84.83
"Privatizarea va elimina hoția, lenea și specula condu cînd la însănătoșirea morală a societății și ridicarea bunăstării generale?"
149. Furnieru Bogdan, tel. 6835440 - "Avînd în vedere că certificatele de proprietate sunt hîrtii de valoare, unde se poate face negocierea valorii lor?"
156. Dobrota Gheorghe, Galati, tel.425752 - "Din cele trei metode de privatizare existente la ora actuală care este cea mai avantajoasă pentru omul de rînd?"
159. Rîpea Viorel, tel.068/221282, Brașov - "Explicați modul de participare a șomerilor la privatizare, avînd în vedere numărul mare al acestora și situația lor dezavantajată?"

163. Vasiloiu Gabriel, tel.038/412209, Buzau - "Dupa cât timp de la declanșarea procesului de privatizare, rata șomajului va atinge o valoare acceptabilă, avînd în vedere că pe termen scurt, privatizarea exercită o presiune în sensul creșterii acestuia?"

165. Olea Dragoș, tel.776.69.92, București - "Cum poate participa un cetățean la privatizarea unor societăți unde nu este angajat?"

180.Stancalău Gheorghe, din Cluj: "Ce șansă mai are să supraviețuiască în țara asta un om care devine șomer la 50 de ani. Peste tot se angajează numai tineri. Cînd se găte mizerabilul ajutor de șomaj, acest om (in cazul meu) are urmatoarele posibilitați pentru a există:

- să cerșească

-să lovească un om și să-i fure banii

-să dea o spargere

-să scotocească prin gunoaie

-să incerce să fugă peste graniță

-în fine, ultima șansă pentru cei curajoși este sinuciderea

Se tot măresc salariile, pensiile, dar la acei omeri ajunși în pragul disperării nu se gîndește nimeni. Un om cinstit e pus șomer și trebuie să moară de foame. Un criminal e băgat la închisoare și statul trebuie să cheltuiască milioane pentru întreținerea lui. Fiindcă oricîte crime ar face , pentru el nu este pedeapsă cu moartea. Aceasta este țara numită Romania, în care criminalii au voie să existe și oamenii cinstiti nu.

186.Anca Teodorescu, Tel: 210 90 01

"Se va crea cumva o opinie potrivnică privatizării dacă privatizarea va duce la creșterea numărului celor care trăiesc sub pragul sărăciei și la creșterea numărului șomerilor?"

197.Sîntămarian Radu Mihai, Cluj, 2, tel.148011

"Dacă dispun de 1 milion de lei, prin ce sunt încurajat și stimulat să cumpăr acțiuni?"

202.Liviu Viorel Negrea, Brasov, Tel:15 39 44

"Care este diferența între acționari și asociați, referitor la drepturile lor, la avantaje?"

234.Mircea Ciocîltu, sect.2, București, tel.2108395:

"În ce mod se obțin dividendele atunci cînd cetățeanul este posesorul unui număr de acțiuni?"

240.Elena Văduvici, București, tel: 321 31 31

"Cerificatele de proprietate aflate în posesia unei familii pot constitui pe viitor un capital de pornire a unei asociații familiale cu scop lucrativ?"

245.Doru Cuceanu, București,

"Cum poate fi transformat un certificat în acțiuni?"

247.Bogdan Iancu, București, tel:420 22 05

"Dintre metodele de privatizare folosite sau propuse, care dintre ele creează cea mai înaltă motivație pentru muncă și care face cea mai echilibrată distribuție a proprietății?"

254. Lupescu Lica, București, tel.675.22.90, - "Dacă întreprinderea mea se privatizează, eu sunt obligat să particip cu acțiuni?"

295. Decebal Mihăilescu, tel:617 78 37
"Ce efect va avea marea privatizare asupra întreprinderilor privatizate?"

307. Stefan Mușat, str. Trestiana, nr.9, bl.11, ap.23, sect.4, București, tel.675.69.46 - "În ce măsură concurența este capabilă să stimuleze creativitatea și eficiența economică?"

313. Ioana Steian, Roșiori, Jud. Galați, tel.038/43.29.51 - "Care sunt avantajele și dezavantajele privatizării transportului în comun?"

320. Ion Crăciun, Deva, - "O parte din active sunt vândute populației iar o parte o ia statul. De ce?"

327. Paraschiv Octavian, București, tel.726.25.21 - "În ziua de azi cum poți deveni acționar în România?"

329. Mihai Sofia, București, tel. 635.41.50 - "De ce nu se face o informare corectă, cinstită, rapidă și pe înțelesul celor care nu au cunoștințe în domeniul privatizării?"

332. Alexandru Mladin, București, tel.636.55. 65 - "Poate fi privită privatizarea ca o soluție pentru relansarea cercetărilor românești?"

333. Dragoș Ioan Danuș, Făgăraș, jud. Brasov, tel.213.342 - "Cum se poate obține un credit de două milioane, de unde și ce acte îmi trebuiesc având în vedere că eu și soția mea sîntem șomeri, avem doi copii și nu deținem nici o proprietate?"

341. Enache Eliza, tel. 250.36.72, București - "Către ce tip de societate ne îndreptăm după realizarea privatizării în masă?"

342. Liță Nicolae, tel.777.27.71, București - "Distribuirea cupoanelor de proprietate, ca urmare a reevaluării va face ca patrimoniul societății să permită achiziționarea mai multor acțiuni decît în cazul certificatelor de proprietate, sau va avea loc o creștere a valorii nominale a unei acțiuni și se va menține același raport?"

350. Petre F., tel.653.33.42 - "De ce privatizarea în țara noastră care are un singur proprietar-statul-este mai greu de realizat decît naționalizarea comunistă care a cuprins un număr foarte mare de proprietari? Concepția politică, concepția economică interesul sau lipsa de interes politic."

353. Aurel Mihiu, tel.683.53.54 - "Ce șansă de privatizare au persoanele cu venituri modeste, dacă cei în drept aîna "la calendele grecești" votarea și punerea în aplicare a legii pentru accelerarea privatizării "în condițiile arhicunoscute și

dovedite", inclusiv prin intermediul presei, că mulți factori economici (mai ales politici) și extraeconomici "concură clipă de clipă și pas de pas" la diminuarea avuției naționale prin furt, delapidare, abuz de putere, intrarea în posesia ilegală a unor bunuri, etc. astfel încât privatizarea în masa ajunge să se facă după privatizarea celor.....

2. Ce obiectiv economic aparținând de FPS acceptă pentru privatizare certificatele de proprietate și cupoanele respective ale cadrelor militare active, în rezervă, sau în retragere?"

358. Dragomir Mihail, tel.772.28.00 - "Care sunt garanțiile că pregătirile legii 58/1991 privind privatizarea cu certificatele de proprietate în valoare de 25.000 lei și ale proiectului de lege pentru accelerarea privatizării din acest an, care adaugă noi cupoane învaloare de 875.000 lei și la un număr mai mare de cetățeni, nu suferă o nouă modificare sau nu vor fi amânate din nou?"

364. Lepadatu Stefan, tel.685.59.74 - "Pentru repartizarea dividendelor la fiecare acționar vor fi date legii de către Guvern și Parlament sau va fi adoptată hotărârea adunării generale ale acționarilor împreună cu conducerea societăților privatizate?"

365. Dinu Constantin, Dimbovită - "Privatizarea oferă cele mai multe avantaje oamenilor bogați și săraci. De ce fondurile proprietății private încalitate de acționar la societățile comerciale arondate nu urmăresc creșterea valorii pe piață a certificatelor de proprietate și a profiturilor ce le revin deținătorilor de certificate de proprietate?"

372. Surugiu Diana, str. Desisului, nr.145, bl.5, sect.6, tel. 772.17.37 - "Atâta timp cât valoarea unei întreprinderi nu este cea stabilită prin licitație, sinteti de acord că marea privatizare se identifică cu "Experimentul Philadelphia?"

375. Paioșan Ion, Arad, str. Splaiul Pracorgescu, bl.17, ap.16, tel.234.614 - "Este corect a spune azi că P. este un act reformator de importanță vitală prin care statul s-ar recunoaște prost gospodar și cu mari regrete s-ar hotărî să renunțe (mai mult de nevoie cea mai mare parte a avuției și ar împărtăși-o tuturor fiilor săi că proprietate particulară vesnică în speranța că fiecare o va gospodări mai bine spre folosul său și al întregii societăți. Într-adevăr ar fi greu, dar ce nobil gest pentru un așa boier zgîrcit?"

379. Haga Rodica, tel.130.545 - "În care stadiu al P. vom observa noi, oamenii din orice colț al țării, că valorile profesionale și morale sunt căutate cu insistență?"

382. Ion Istrate, București, str. Zambilelor, nr.7, sect.2 - "Vor fi dividendele societăților comerciale privatizate mai mari decât dobânzile bancare?"

383. Ioan Ciurdea, Chisinau Cris, Arad, tel.057/520.001 - "De ce este necesară privatizarea?"

396. Ionescu Iulian, tel.13.28.05., Craiova - "În privatizare va funcționa legea falimentului:

- a) Dacă un fost CAP da faliment, actionarii pierd pamintul?
- b) Dacă fostul IAS are datorii acestea se vor transmite și celor ce-si retrag pamintul?
- c) Dacă devin locator, datoriile IAS ma mai afecteaza?

400. Catalin Tolotan, tel.675.49.58, București - "Privatizarea ne reda obiectul proprietății dar nu sentimentul proprietății . Acesta din urma a fost devastat în 45 de ani de comunism. fără el, vom sti să folosim proprietatea sau vom semana multa vreme cu niste salbatici carora marea le-a aruncat pe plaja calculatoare de ultima generatie, inutile?"

402. Gh. Bacauanu, Tirgoviste, tel.63.22.21 - "In cadrul operatiunilor de privatizare, anumite active nerentabile pot fi vindute unor manageri capabili pentru sume simbolice, de exemplu un leu, cu conditia că acestia să rentabilizeze?"

407. Bajea George, Craiova, str. Principatelor Unite, nr.14 - "Intr-o economie de piață dezvoltata, clasa de mijloc trebuie să reprezinte un segment majoritar. Din cine se spera să fie formata aceasta clasa la noi, atita timp cit în prezent din veniturile obtinute populatia abia isi traieste viata de zi cu zi?"

418. Costache Constantin, București - "Care sunt cele trei fonduri mutuale , de unde se pot cumpara certificatele de investitor, și de unde se pot lua relatii?"

433. Gh. Bica, str. flaminda 6. bl.A-65, sc.2, et.2, ap.93, sect.6, București, tel.683.01.76 - "De ce vaeste asa fierbinte privatizarea, când pe cei îndrept ii lasa rece?"

455. Marcel Petrica, București - "Dacă pentru nationalizare a fost nevoie de citeva luni, de ce pentru privatizare sunt necesare citeva decenii?"

473. Alexandru Mezarescu, str. Rotunda 2, bl.Y1C, sc.3, et.5, ap.112, sect.3, tel.6734930 - "Cit va dura perioada de tranzitie în Romania?"

475. Bogdan Juncu, str. Dumbrava Noua 14, bl.M-84, sect.5, tel.4202205 - "Care metoda de privatizare creeaza pe termen scurt o concurenta în favoarea consumatorului?"

486. Cristian Munteanu, str. Mazepa 1, bl.C8, ap.60, Galati, tel.438263 - "Care ar fi consecintele încadrul unei privatizari neuniforme, spre exemplu ale unei Romanii cu doua sau trei viteze regionale de privatizare?"

490. Alexandru Varga, com. Cuzablac, nr.1, Salaj - "Dacă o persoana locuieste intr-un judet și o întreprindere se privatizeaza în alt judet, acea persoana poate pe baza certificatului de proprietate sau cuponului să fie actionar la întreprindere a respectiva?"

496. Manole Leonard, București, str. Apeductului 10, bl.EIA, et.4, ap.35, sect.6 - "Chiar se poate realiza privatizarea la noi?"

498. Rusu Bogdan, tel.6791404, București - "Ce sansa de a fi privatizate, au întreprinderile cu capital de stat, care au functionat într-un sistem economic planificat centralizat?"

510. Coce Neaga, Adjud, Vrancea - "Tinerii care au implinit anul acesta 18 ani pot cumpara acțiuni?"

541. Ghiran Viorica, str. Anina 3, bl.A1, ap.29, Cluj - "În cadrul unei societati comerciale cu capital integral de stat, odata cu numirea managerului, vechiul consiliu de administratie isi inceteaza activitatea?"

*549. Zoda Mihai, str.Bejan, bl.79, ap.6, Deva :

1. "Ce reprezintă oferta preferentială, cui se adresează și de ce se opereaza reducerea de 10% și cu ce scop?"

2. "O societate pe acțiuni nou constituită odata cu emiterea de acțiuni pentru constituirea capitalului social toate contractau un împrumut bancar?"

3. "Ce reprezintă cresterea valorii acțiunilor și cum se determina aceasta?"

PIPELINE OF EXPENDITURES

Romania Privatization Public Awareness Campaign - Phase II

Delivery Order #30

Pipeline of Expenditure 01/17/95

A	Functional Labor	Rate	Work Days Ordered	Total Budget	Estimate of Work Days Used	Estimate of Total \$ Used	Work Days Remaining	Total Remaining
Expatriates								
	Financial Planners	950	430	408,500.00	290,564	276,035.80	139,436	132,464.20
	Marketing Export Promotion	600	72	43,200.00	49,313	29,587.80	22,687	13,612.20
Local Nationals								
	Supervisor Sr. Consultant	530	384	203,520.00	213,75	113,287.50	170,25	90,232.50
	Senior Consultant	317	45	14,265.00	"	0.00	45	14,265.00
	Assistant/Associate	194	558	108,252.00	356,25	69,112.50	201,75	39,139.50
TOTAL LABOR			1489	777,737.00	909,877	488,023.60	579,123	289,713.40
B. Other Direct Costs				520,028.00		308,756.91		211,271.09
	Airfare			47,628.00		30,606.14		17,021.86
	Travel in Romania			4,500.00		2,399.82		2,100.18
	Local Transport			9,000.00		6,222.35		2,777.65
	Computers			9,000.00		2,647.02		6,352.98
	Photocopiers			5,400.00		2,733.00		2,667.00
	Communications			13,500.00		21,526.02		(8,026.02)
	Office Supplies/Services			4,500.00		1,548.00		2,952.00
	Office Space			13,500.00		9,000.00		4,500.00
	News Monitoring			13,500.00		232.00		13,268.00
	Bank, Legal, Insurance			4,500.00		184.00		4,316.00
National Communications Campaign								
	Television Programming			150,000.00		108,437.75		41,562.25
	Radio Programming			24,000.00		20,610.00		3,390.00
	Seminars Program/Sponsorships			30,000.00		28,327.99		1,672.01
	Misc. Media Relations			6,000.00		1,856.54		4,143.46
	Success Story Expenses			16,000.00		1,475.00		14,525.00
	Newspaper Supplement			64,000.00		2,411.00		61,589.00
	Journalist Training			10,000.00		11,496.37		(1,496.37)
	Privatization Day Book			5,000.00		0.00		5,000.00
	Prv. Resource Guide Production			15,000.00		3,200.00		11,800.00
	Public Opinion Research							
	Tracking Survey			75,000.00		53,843.91		21,156.09
TOTAL BUDGET				1,297,765.00		796,780.51		500,984.49

Reflects estimates of labor used and expenses incurred during the reporting month.
Invoices reflect the actual amounts billed for labor and expenses.