



Purchasing Knowledge Applied

Press release

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LOOK OUT FOR SOURCING OPPORTUNITIES IN NEW EU COUNTRIES,
SAYS ADR

Procurement professionals should monitor progress in Romania and Bulgaria to find new sourcing opportunities after they join the EU on 1 January, say procurement specialists ADR International.

Real opportunities are likely to be in the longer term as the business infrastructure in the two countries is still relatively undeveloped, ADR chairman Robin Jackson said.

One potential benefit is that the addition of Romania and Bulgaria will create a continuous land link with Greece, already an EU member.

Romania has a population of 22 million and its main exports include textiles and footwear, metals, machinery and equipment, chemicals and agricultural products.

Bulgaria, with a population of 7.8 million, includes clothing, footwear, iron and steel, machinery and equipment among its main exports.

ADR chairman Robin Jackson, who has extensive experience trading in eastern Europe and several other regions worldwide, said: “The continuing expansion of the EU means there are more and more options for procurement professionals sourcing within Europe.

“The business infrastructure in Romania and Bulgaria is still relatively under-developed, but procurement people should keep an eye on the business press and other information sources for any emerging opportunities.”

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About ADR

ADR International is an experienced specialist purchasing consultancy, established in 1986. It applies its knowledge and expertise to help its clients improve every aspect of their purchasing activity. Using modern techniques and tools, together with traditional skills and strategy, ADR provides solutions that have a positive and lasting effect on their clients’ organisations.

For more information

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