

## Questionnaire

Company Name: “Dynamit Nobel Balkan” (“DNB”) Ltd

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Address: Bulgaria, 1784, Sofia  
Mladost-1, bl. 54A, Entr. A, Fl. 3, Ap. 5

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Telephone: +359 2 875 32 57

Fax: +359 2 875 35 64

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CEO Name and Title: Ilija Tchalev, Executive Director

E-mail: [dnbsofia@abv.bg](mailto:dnbsofia@abv.bg)

Management Team of Company “DNB” Ltd is headed by Eng. Ilija Tchalev, PhD, Executive Director, who is working more than 20 years in the field of international trade with weapons and has many useful contacts and relationships with military produces from Russia and Western Europe, being at the following positions: Secretary of State Commission for Export Control of Military Goods, Director of many state-owned and private companies related to this business and others.

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Brief Company Description:

Company “Dynamit Nobel Balkan” Ltd. was established in May 2005 and is licensed by Bulgarian Government License (no. JI-50-7-11/25.07.2006) for foreign military business with weapons and dual-use goods and law enforcement as well for civil business items.

We operate and supply in numerous worldwide regions in Europe, Ex-Soviet Countries, Canada, USA, Asia, Africa, with wide scope of military items, especially Russian standard, included into our Export List (consisting of more than 450 positions), starting by different kinds of armaments, ammunition and engineering equipment till spare parts for vehicles, helicopters, aircrafts etc. and their overhaul; and other services related to the military and technical spheres.

Regardless the short term from establishment of our company, it has been realized regular export of Bulgarian weapons, ammunition and other military items for total turnover value about 3,5 mln. EUR.

In co-operation with our partners, we won many tenders and direct contracts, as well successfully realized delivery of ammo (from cal. 5,45mm to 152 mm rounds), weapons, as well as complete sets of guns.

We have Representatives in the following countries: Austria, Finland, Russian Federation, Kuwait, U.A.E., Indonesia, Singapore, R. Kazakhstan, A.R. Egypt, and South Africa.

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List most important for your company areas of interests connected with the JTF in Bulgaria:

Company “DNB” has its major interests in the fields, closely related to its main activities, such as supplying of the following: all kinds of military goods and equipment, especially Russian standard; spare parts for vehicles, helicopters, aircrafts etc. and their

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overhaul; engineering equipment and other services related to the military and technical spheres.

Furthermore, we act as Representative of the main Bulgarian military manufacturers, incl. producers of brand new advanced devices and technologies, such as Personal Device for Explosives Localization “SNIFFex”, Mobile and Portable Jammers - 5th Generation, “Clever” Sea Mines etc.

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List most important types of companies and industries you are seeking for partnership /clients:

Company “DNB” has its major interests and activity in the field of international trade with weapons, not only of newest Bulgarian and other European and Russian manufacturers production, but also of various “military surplus” items from Ministry of Defense and Government storage.

In this respect, our company expresses its willingness to collaborate and cooperate in the field of weapons export and meet all the International requirements and actual regulations.

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Specify your experience in projects connected with the U.S. Army or NATO operations:

1. ***Executed Contract*** with Department of the Army, Office of the Assistant Secretary of the Army, Acquisition Logistics and Technology, Pentagon – May 2007
  - **Delivered Items:** Underwater Grenades, Mine Fuses, Universal remote-Control Fuses, Remote-Control Ignition Systems
2. ***Tenders for the US Army in Iraq:***
  - May 2006 – Offered items: Ammunition (12,7mm DsHK Linked HE & Ball), Cleaning Kits and Magazines (for AK-47); Small Arms Cleaning Kits
  - September 2006 - Tender in Iraq MoD with US controller approval – Offered items: 5,45x39mm AKS-74 & Ammo, 7,62x54mm PKC Machine Gun & Ammo, 5,45x39mm RPK & Ammo, 7,62x54mm Sniper Rifle Dragunov & Ammo, RPG-27 & Ammo, 9mm Pistol Beretta 92FS & Ammo
  - September 2006 – Offered items: Ammunition for 2-year usage (7,62x39mm, 7,62x54mm, 9x19mm, 12,7x108mm, 14,5mm, 30x165mm, 40mm, 57mm, 73mm, 80mm, 82mm, 85mm, 115mm, 120mm, 122mm)
  - December 2006 – Offered items: Slings, Spare Parts Kits, Magazine Pouches, Magazine Drums
3. ***Tenders for the US Army in Afghanistan:***
  - April 2007 – Offered items: Magazine Pouches
4. ***Combined Tenders for the US Army in Afghanistan & Iraq:***
  - March 2007 – Offered items: Rockets OG7V HE for RPG7
  - June 2007 – Offered items: AK-47 Rifle
5. ***US Army:***
  - November 2006 – Offered items: AK 30-round magazines, RPK 40-round magazines
  - Offered Spare Parts for 7,62x39mm Rifle AK, 7,62x39mm RPK, 40mm Antitank Grenade Launcher ATG-L with New Optical Sight, enabling keeping these weapons operation over 4-year period.
  - July 2006 and January 2007 - Offered Available Inert & Training Items –:

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**Models, Cutaways ...**

- **January 2007 - Offered items: Assault Rifles & accessories, Pistols & accessories, Ammunition (7,62x39mm, 9x18mm, 9x19mm)**

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*Do you have follow-up business relationships with U.S. companies after 2006 June Conference and 2006 September Training Seminars on BG-U.S. Joint Training Facilities organized by AmCham and the U.S. Commercial Service in Bulgaria? Please specify:*

**Company “DNB” Ltd does not have any follow-up business relationships with US companies in reference with the conducted events organized by Amcham in 2006.**


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Note: Please return this questionnaire back to AmCham office by e-mail [nadia@amcham.bg](mailto:nadia@amcham.bg) or by fax: (02) 9742 741

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**Thanking and assuring you of our highest respect and consideration at all time.**

**On behalf of Company “Dynamit Nobel Balkan” Ltd.:  
Eng. Iliia Tchalev, Ph.D.  
Executive Director**



**DNB**  
**DYNAMIT NOBEL BALKAN**  
Mladost I, 20A Saharov bvld. 54A  
1784 Sofia Bulgaria  
Tel.: +359-2-875 32 57  
Fax: +359-2-875 35 64  
Email: [dnbsofia@abv.bg](mailto:dnbsofia@abv.bg)