



BISNIS BULLETIN



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INTERNET CAUTIOUSLY EMERGING IN RUSSIA

By Kelly Raftery and Vadim Daskovsky

The growth of the Internet, particularly in the last 5 years, has changed the way Americans get information, do business, and communicate. Despite a number of barriers (including substandard phone lines and an as yet undeveloped market economy), Russia has also begun to participate in the e-revolution. According to GfK MR Russia (www.gfk.ru), the Moscow affiliate of Germany's GfK Group, a study of businesses in Moscow, St. Petersburg, and Nizhny Novgorod showed almost 65 percent of surveyed companies use email, 63 percent use the Internet, and 33 percent of companies have websites. This penetration is significant considering the fact that Internet users are a small percentage of the overall Russian population—current estimates suggest over one million Internet users in Russia, about 1 percent of the population.

Clearly, many Russian companies see the benefits of the Internet as a means of achieving success in the Russian market and beyond. Some Russian companies are becoming involved in business-to-consumer sales, others use the Internet for marketing within Russia and abroad or for seeking suppliers and information, and many more take advantage of the efficiency of email communications.

Russian Retailers Try E-commerce

In a country where an Internet presence is still a relative novelty, only the most ambitious and forward-looking companies create websites and actively pursue e-commerce. The bulk of e-commerce in Russia takes place between businesses and consumers and is generally focused on selling consumer and high-tech products. A good source of information on e-commerce in Russia is www.magazin.ru, a clearinghouse for web retailers in Russia, which has regis-

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Sochi's 24-hour convenience store. Photo by Kelly Raftery

SOCHI—THE RESORT CAPITAL OF RUSSIA

by Ekaterina Solovova

The Black Sea city of Sochi has been a popular Russian resort area for nearly two centuries. Located approximately 1,500 miles due south of Moscow, the city is famous for its favorable climate, beautiful landscapes, beaches, parks, health resorts, spas, and hotels, as well as mineral springs, which have prompted the development of spas, such as the renowned Matsesta. Tourism is the leading industry of the city and provides growth for other sectors, such as health care, hotel services, construction, restaurants, and food processing.

During the last decade, the popularity of Sochi has waned as Russians, granted new travel freedoms, began vacationing abroad. However, as a result of the economic crisis that began in 1998, including the devaluation of the ruble, Russians have redirected their attention back

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Cottage 2000

Kyiv, Ukraine
April 20-23, 2000

Cottage 2000 is the main construction, building materials, and repair event for Ukraine. The U.S. Commercial Service in Kyiv will man a business information office (BIO) at Cottage 2000. U.S. companies interested in exploring the market potential in Ukraine are invited to send their catalogs for display at the BIO. Catalogs and promotional materials should be mailed no later than March 10, 2000.

For information on sending catalogs to the BIO, contact:

Oleksandr Zavhorodniy, commercial specialist, U.S. Embassy Kyiv
Tel: +380 (44) 417-1413
Fax: +380 (44) 417-1419 or email:
oleksandr.zavhorodniy@mail.doc.gov

For information on Cottage 2000, contact:

Viktor Ovchinnikov, president, or
Valeriy Gorokhov, exposition director
Arkada Company
Tel/fax +380 (44) 263-1039
Email: arkada@public.ua.net

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<http://www.usembassybaku.org/>

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<http://www.usis.uz/>

DISPUTE RESOLUTION IN EAST-WEST TRADE

by Annette Magnusson

The practice of third-country arbitration to resolve commercial disputes has been growing constantly since the 1960s, particularly in the context of East-West trade. Only a few decades ago, international commercial arbitration, and particularly arbitration in commercial matters between East and West, meant proceedings in the country of either party. In the post-Soviet context of growing trade and investment by Western companies in the former Soviet Union, Sweden has become a favored location for East-West dispute resolution. Over the past decade, some 450 arbitrations involving NIS and Western parties have been carried out in Sweden. The strength of Sweden as a venue for international arbitration has grown out of the country's long experience solving commercial disputes by way of arbitration, its neutrality, and its proximity to the former Soviet Union.

Arbitration in Sweden

Most international contracts that stipulate arbitration in Sweden either specifically refer to the "Rules of the Arbitration Institute of the Stockholm Chamber of Commerce," or simply provide for ad hoc arbitration. Other international contracts providing for arbitration in Sweden refer to the "UNCITRAL (UN Commission on International Trade Law) Arbitration Rules" or, in the case of Russian-American contracts, to the "U.S.-Russian Optional Clause Agreement 1992." Parties to the 1992 agreement are the Russian Federation Chamber of Commerce and Industry, the American Arbitration Association, and the Stockholm Chamber of Commerce.

The 1999 Swedish Arbitration Act represents an efficient and modern legislative framework for the arbitral resolution of disputes. It recognizes the important principle of party autonomy and contains few mandatory rules. At the same time, it takes into account the development of international arbitration, notably the UNCITRAL Model Law on International Commercial Arbitration.

An arbitral award is enforceable in more than 120 countries that have signed the Convention on the Recognition and Enforcement of Foreign Arbitral Awards (the New York Convention). However, the award must be recognized as enforceable by the court system of the country where it needs to be enforced. In Russia, the SCC Institute is a well-known arbitral institution, which may present an advantage in certain cases in the Russian courts. At times, difficulties do arise in enforcing awards in Russia, as well as in other countries.

SCC Arbitration

The Arbitration Institute of the Stockholm Chamber of Commerce (SCC Institute), established in 1917, is one of the world's major international arbitration institutes. During the

East-West Arbitration in 2000

DEVELOPMENTS IN ARBITRATION LAWS, RULES AND PRACTICES IN MOSCOW AND STOCKHOLM

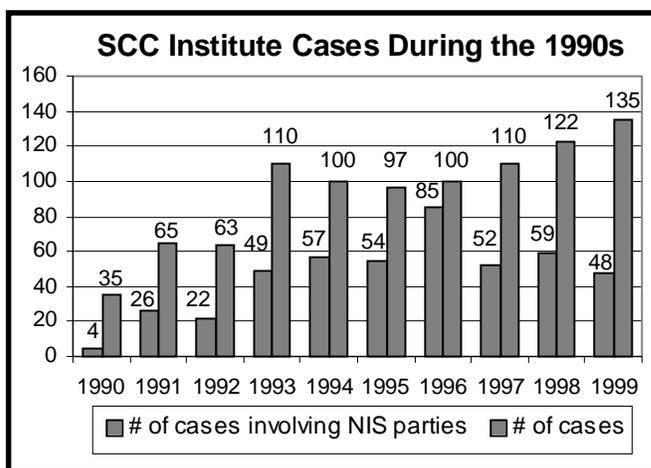
April 26, 2000 Moscow, Russia

Sponsors: The International Commercial Arbitration Court of the Russian Chamber of Commerce & Industry and the Arbitration Institute of the Stockholm Chamber of Commerce

For further information, contact:

Annette Magnusson, SCC Institute, Fax: +46 (8) 566-316-50
Email: annette.magnusson@chamber.se

past decade, nearly half of its cases have involved parties from the NIS (see chart).



Like other arbitral institutions, the SCC Institute does not settle disputes itself. Its main function is to assist the parties in getting an arbitral tribunal appointed. There are no restrictions, nationality or other, for persons eligible to serve as arbitrators. However, all arbitrators, including those appointed by the parties, are required to be independent and impartial. The large number of East-West disputes handled by the SCC Institute means that it has well established contacts with arbitration experts in the field of East-West commercial disputes.

New SCC rules, adopted in 1999, are designed to achieve a rapid and inexpensive procedure. The arbitral tribunal has 6 months to render the award. Under the new rules, the SCC Institute decides on the fee due to the arbitrators based on the amount in dispute according to a fixed schedule of fees, which is included in the rules.

Why Institutional Arbitration?

The assistance of an arbitral institution may be of particular value in third-country arbitration. It offers stability and common ground in proceedings where the participants—parties, counsel, and arbitrators—frequently come not only

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tered 432 Internet retailers. In general, e-commerce has been relatively slow to develop in Russia because web-based business there is fraught with difficulties. Among the obstacles preventing e-commerce from taking off in Russia are (1) extremely limited payment options for purchases, (2) an almost complete lack of intercity delivery services, and (3) no history of "catalog shopping." However, some Russian companies have found creative ways to overcome these obstacles and are at the forefront of Russia's Internet revolution.

A major problem in Russian retailing is the absence of payment options. In a country where credit card use is limited to an exclusive elite and bank checking accounts are unknown, web-based retailers must find alternative methods to collect payment. One of the most popular (and practical) ways to get around the payment issue is for the retailer to set up an account at Sberbank (Russia's nationwide savings bank) and have the buyer deposit the amount of the purchase into the account. Once the retailer receives confirmation of deposit, the goods are sent to the customer. Another method is used by the Russian version of e-Bay, **Molotok** (www.molotok.ru), which allows the seller and the buyer to agree on individual terms to arrange for payment and delivery. This auction site facilitates sales of everything from cars to dresses to a pencil off the desk of acting President Putin.

The second major barrier is Russia's unreliable postal service. Although an inability to ensure delivery of goods to locations outside of Moscow has often limited Internet retailers to marketing to local clients, some interesting exceptions to this rule exist. For example, **Intershop** (www.intershop.ru), a "virtual store" that offers a wide selection of goods for sale from computers and peripherals to Russian souvenirs, has a cooperative relationship with **EMS Garantpost**, a French enterprise that delivers packages throughout Russia for reasonable prices.

Weaving Russia's Web

As in the United States, Internet development in Russia did not begin with commercial organizations, but rather first proliferated among governmental and nongovernmental organizations (NGOs), many of which originally developed their websites with the help of Western technical assistance and funds. A number of good search engines have emerged to help navigate Russian-language web resources. Among major Russian search engines are www.yandex.ru, www.list.ru, www.rambler.ru, and www.ru.

Email in Translation

Email is allowing companies to circumvent the problems of substandard phone connections, power surges that burn out fax machines left on overnight, and time differences. Email permits Russian companies to more easily contact and develop business relationships with U.S. companies than was possible using echo-ridden phone calls and faxes. Numerous Internet service providers (ISPs) exist in Russia, and every

KEY EMAIL TERMS IN RUSSIAN

English	Russian	Pronunciation
Email	Ýëääëòðí í ëà	Álektronkà
@	Cî áà÷èà	Sobachka
Dot	Õî ÷èà	Tochka
To Click	Ëëëéí òüü	Kleeknoot'
Double Click	Äâí éí í é Êëëë	Dvoinoi Kleek
Mouse	Ì ù ø èà	Myeeshka
Delete	Ñòèðààüü	Steerat'
Subject Line	Càáæ	Sahbzh
Hyphen	Äâ ò ëñ	Defees
Underscore	Ì î ä÷, ðëí ààí èà	Podchyorkovanie

major city has at least a few to choose from. In addition, many Russian cities have a couple of Internet cafes. Moreover, U.S. Information Agency (USIA)-funded free access terminals throughout the former Soviet Union and the availability of free email accounts mean that even small Russian companies can communicate via the Internet. Anecdotal evidence from NGOs that run business training programs in Russia suggests that 75-85 percent of all businesses have access to at least one email account.

Internet terminology is now firmly lodged in modern day American English, but a Russian lexicon has developed slowly and many Internet terms are only just being discovered by the Russian business community. Basic terms, such as those frequently used in email addresses, however, are entering common usage (see box).

The Russian e-Future

Although development of the Internet in Russia, particularly for business purposes, has been hindered by poor phone lines, few payment and shipping options, and other hazards of e-commerce, the potential for growth is great. In December 1999, U.S. **Intel Corp.** announced detailed plans to sponsor a Russian Internet Academy. The abundance of qualified programmers, designers, and engineers available at below world market prices make Russia one of the best markets in which to develop innovative Internet solutions. Moreover, the NIS represents one of the largest untapped consumer markets in the world. Major high-tech multinationals, including **Microsoft** (www.microsoft.com/rus), **Intel** (www.intel.ru), and **Cisco Systems** (www.cisco.com/ru), are already marketing directly to these consumers by setting up sophisticated Russian-language sites. U.S. firms should monitor the developing Russian-language Internet and seek ways to capitalize on this tool for increasing exposure and sales in the Russian market.

For a longer report on the Internet in Russia, visit **BISNIS Online** at www.bisnis.doc.gov/bisnis/country/9902inru.htm. For a report on the Internet and e-commerce in Ukraine, see www.bisnis.doc.gov/bisnis/country/Ukraine.htm.

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to the area. During summer 1999, the number of visitors registered at hotels, health resorts, and other facilities reached 1.5 million, up from 569,400 in 1998. However, the city does not offer an adequate supply of high-quality restaurants, hotels, and leisure attractions to meet the great demand.

Sochi is accessible by air and sea. It has an international airport that offers air connections with most major Russian cities, as well as Western Europe, through Moscow. Currently, a new modern terminal is being built to extend the airport's capacity. Modern airport management, as well as funds to complete construction, is needed to finalize this project. Sochi's seaport provides a direct sea connection with Turkey, Greece, Georgia, and Ukraine. A new trading port in Sochi is currently under construction.

Tourism

Tourism is the most promising and developed sector in Sochi. Visitors are attracted not only by the pleasant summer weather and Black Sea, but also by skiing and sports competitions and other attractions, business events and trade fairs, and health spas and medical treatment centers.

Although most tourists flock to the city in the summer, the winter season also attracts skiers to the Krasnaya Polyana resort, which was founded by **Alpika Service**. The firm, which constructed ski tracks and provides equipment rental, instruction, and ski lifts, is currently seeking partners or investors to help expand the complex into a high-quality, all-season tourist complex with hunting, fishing, and mountain climbing. A candidate to host the 2002 Winter Olympic Games, Sochi hosts many sports competitions that attract thousands of athletes and spectators each year.

Hotels and Sanatoria

Sochi has some 200 hotels and sanatoria (health spas) that offer a range of services and standards. Among the best hotels are the **Radisson SAS Lazurnaya** and **Dagomys**, both owned by Russian gas monopoly Gazprom. Another four-star hotel also run by Radisson, the **Lazurnaya Peak**, is located outside the city center at the Krasnaya Polyana ski resort. Several of Sochi's sanatoria are located in centuries-old villas, all in need of renovation and interior modernization as well as improved hospitality management. The most striking such sanatoria are the **Ordzhonikidze, Rus', and Sochi**.

Many sanatoria and hotels were built in the second half of the 20th century, with modern architecture. During the Soviet era, they belonged to different large Soviet organizations that sent their employees to Sochi for vacations. Now all sanatoria are privatized. Many of them are partly renovated and receive visitors throughout the year. For example, hotel **Zhemchuzhina** (Pearl) is gradually renovating its rooms to international standards. Zhemchuzhina's management seeks an investor for further renovations and preparations to achieve international certification as a four-star hotel.

Business Tourism

The many international symposiums, conferences, exhibitions, and shows held in the spring and autumn are a great source of income for Sochi hotels. The Radisson hotel received 50 business groups in 1999, among which were such companies as Microsoft, Mars, Wrigley, Kodak, and L'Oreal. Business events are also hosted at such hotels as Dagomys, Rus', and **Kuban**. The Russian annual film festival Kentavr is held in June in the Zhemchuzhina hotel, which also hosts trade shows, such as the annual international beer fair in May.

Medical Tourism

The medical research and development sector produces 27 percent of Sochi's GDP. Russian and foreign visitors, eager to combine vacation at the seashore with a course of medical treatment, create a demand for the newest medical technologies and methods. Visitors enjoy hydrogen sulfide thermal springs, curative mud, and different kinds of mineral water springs. One well-known clinic operating in Sochi is the **Eye Microsurgery Facility** of Academician Svyatoslav Fedorov, a relatively new subsidiary of the famous Russian eye clinic. Although scientists continue to conduct research in the area, many of the special clinics, preventive medical establishments, and medical equipment manufacturers are underfinanced. The sector, with its highly qualified local staff and underutilized capacity, offers many investment opportunities.

*For a longer report on Sochi, visit **BISNIS Online** at www.bisnis.doc.gov/country/000214sochi.htm.*

*Ekaterina Solovova is the **BISNIS** representative in Samara.*

(ARBITRATION, continued from p. 3)

from different countries but also from different legal, economic, and cultural environments. For the SCC Institute, the continuing trust placed in it by businesses in the United States and the Newly Independent States underscores its expertise in handling East-West disputes.

*More information on the **SCC Institute** can be found at www.chamber.se/arbitration.*

Annette Magnusson is legal counsel for the Arbitration Institute of the Stockholm Chamber of Commerce.

ADDITIONAL ARBITRATION OPTIONS

Int'l Commercial Arbitration Court of the Russian Federation Chamber of Commerce and Industry
Moscow, Tel: +7 (095) 929-0112, Fax: 929-0357

American Arbitration Association, www.adr.org

London Court of Int'l Arbitration (LCIA)
www.lcia-arbitration.com

Int'l Court of Arbitration, Int'l Chamber of Commerce, Paris, www.ccwbo.org/index_court.asp

TRICKS OF THE TRADE

U.S.-Russian Joint Venture Do's and Don'ts

by Matthew Edwards

U.S.-Russian joint ventures (JVs) have successfully made and sold goods ranging from soft drinks and ice cream to elevators, oil, sport-utility vehicles, and jet engines. Some U.S. firms use JVs to lower costs or gain a measure of Russian identity—useful in a culture where some still view foreigners with suspicion. Some local-content mandates (for example, in the oil sector) require a certain percentage of Russian-sourced goods and services. Firms that can creatively help buyers meet such rules gain an advantage in Russia's market. *However, joint venturing is not for everyone.*

Considerations in Forming a Joint Venture in Russia

- ◆ **Do:** Learn whether your potential Russian partner shares your expectations and objectives.
- ◆ **Don't:** Commit yourself, legally or financially, before you are satisfied on this question.

The JV concept is often viewed differently by Russian and American partners. U.S. firms often see JVs as a means for securing local marketing experience. Russian managers, on the other hand, often view foreign partners chiefly as a source of capital. Although there are many successful JVs in which both partners' goals have been met, undertaking a venture with a partner that does not share your goals can set the stage for a problematic or frustrating business relationship.

- ◆ **Do:** Invest up front in good legal, accounting, security, and other professional advice.
- ◆ **Don't:** Shortchange your business when it comes to professional support services.

Russia features labyrinthine registration rules, arcane accounting, tricky taxes, and other hurdles that call for seasoned counsel. Although good advice is costly, letting problems appear before devoting resources to them is a mistake.

- ◆ **Do:** Try to have a controlling share, or at minimum a 50 percent share, in the joint venture.
- ◆ **Don't:** Settle for minority stake if it's avoidable.

In the Soviet era, when JVs with foreign partners first appeared in Russia, foreigners were often barred from control of the venture. Usually, this is no longer the case. Be aware that minority shareholders have had trouble protecting their rights in Russian courts. If your potential partner company wants a 50 percent or greater share, ask yourself: Is its contribution likely to merit the share it seeks? In some cases, the answer will be "yes," but not always.

- ◆ **Do:** Put yourself in position so that the business relies on your involvement, not just your money.

- ◆ **Don't:** Be an "absentee" partner.

Recipe for disaster: Form a JV with a new partner after limited acquaintance, grant him authority for purchases, marketing efforts, accounting statements or expenses, then return to the United States in expectation that he'll implement your business plan and wire home your agreed-upon share of profits on schedule. If your partners need your approval on such matters, not only do they have incentive to maintain a cooperative relationship, but the resulting interaction helps them to learn from your experience—and you from theirs.

- ◆ **Do:** Stick to your business standards.
- ◆ **Don't:** Suspend good judgement or due diligence, or accede to legally dubious tactics.

A popular refrain holds that "Russia is different—you can't operate here like you do in the West." Still, apply the same standards in evaluating a partner in Russia as you would elsewhere. A handshake is no substitute for a contract. Identify in advance your terms for settling disputes. Research local conditions affecting foreign investment. Meet not only with local officials but also with other foreign investors and associations whose advice may prove instructive.

An oft-heard corollary to the "Russia is different" mindset is "It's impossible to do business here legally." Anecdotes abound of Westerners tacitly condoning bribery or other illicit tactics by partners. A warning is found in the experience of the U.S. partner in a failed JV who, to his subsequent regret, gave in to his partner's insistence on hiding sales from tax officers. He had intended, he explained, to get the business going, then correct accounts later. When his partner later moved to oust him from the venture illegally, the American found himself unable to approach authorities for help, fearing this would reveal his complicity in concealing revenues.

- ◆ **Do:** Ask whether a JV is your best option.
- ◆ **Don't:** See joint venturing as your only option.

JVs demand meticulous planning and sustained commitment. In Russia, other forms of alliance are often preferable, especially for smaller companies. If it's factory space or retail storefront you want, do you really need to enlist the owner of the factory or store as a partner, or would you be better off renting? If it's a reliable distributor you need, must you offer a partnership, or will a contract suffice? The answers may vary, but be sure to explore such questions.

Matthew Edwards is a Commercial Attaché at the U.S. Embassy in Moscow.

REGIONAL CORNER: Gagauz-Yeri, Moldova

by Veaceslav Dodonu

Gagauz-Yeri is an autonomous region in the south of Moldova with a population of 172,500. About 90 percent of the Gagauz population are ethnic Gagauz, a Turkic nationality. Comrat, located 105 kms from Moldova's capital, is the region's capital and the biggest Gagauz city with about 74,000 residents. It is located at the crossroads of the Chisinau-Cahul-Bucharest and Beltsi-Ceadir-Lunga-Odessa highways.

Gagauzia is located near the Romanian and Ukrainian borders. The Giurgiulesti customs post is an important access point to Romania. Gagauzia is strategically located near an oil terminal with a projected capacity of over 2 million tons per year. Located on the Moldovan side of the Danube river, the oil terminal is currently under construction.

Gagauzia's status within Moldova stems from the "Law on the Special Legal Status of Gagauzia" approved by the Moldovan Parliament in 1994. The law recognizes the region's autonomy and the right to independently determine issues relating to its political, economic, and cultural development.

Commercial Background

According to the Gagauz chapter of Moldova's Chamber of Commerce and Industry, over 200 companies are active in Gagauzia, of which 28 are large industrial enterprises. These industrial enterprises include 12 large wineries with a capacity to process 400,000 tons of grapes per season, three large grain mills, three feed mills, a tobacco plant with the capacity to process 10,000 tons of fermented tobacco per year, two dairies, and a meat-packing plant and dairy located in Ceadir-Lunga. In addition, there are two carpet mills in Gagauzia which have the capacity to produce 200,000 square meters of carpets per year, three garment factories, and a reinforced concrete construction materials plant. In Ceadir-Lunga, there are two major plants: an experimental agricultural equipment plant and an electrical and heating equipment plant.

The region's **Valcanes** industrial park, established in 1998 and located near the Ukrainian and Romanian borders, has already attracted eight companies. Valcanes offers a number of tax and other incentives, as well as the necessary infrastructure, for companies seeking to produce goods for export to the NIS and Central and Eastern Europe.

Major Investments

The Gagauz government seeks to attract foreign investment and has so far been moderately successful. Companies from Turkey, Egypt, Russia, and several European countries are currently doing business in the region. The major investment in the region since independence was made in 1999 from a \$15 million Turkish loan, which is being used to build water supply systems in the cities of Comrat and Ceadir-Lunga.

Also, **Chirsovo S.A.** produces high-quality champagne using modern Italian equipment and **Basarabia-Agroexport Ltd.** is a start-up producing natural juices, which boasts the Golden America for Quality Award (New York, 1999).

In addition, planned investment projects in Gagauzia include **Inter-LAG**, primarily a Swiss venture, building an industrial lubricants plant in the Valcanes industrial park; U.S. **Trust-Oil** which plans to participate in a vegetable oil extraction venture; a Moldovan-Turkish venture, which has already begun the construction of a cigarette plant; and a Swiss-Moldovan joint venture that will revitalize a 54,000-head pig farm in Comrat. Also, Gagauzia intends to attract investment for the construction of a 100 MWt gas-fired power plant and the reconstruction of the Ceadir-Lunga airport.

For a longer report on Gagauzia, visit **BISNIS Online** at www.bisnis.doc.gov/country/000222gagauz.htm.

Veaceslav Dodonu is the **BISNIS** representative in Moldova.

AGENCY SPOTLIGHT

Trade and Development Agency (TDA)—TDA will host the Caspian Regional Health Care Conference in Tashkent, Uzbekistan, June 5–7, 2000. This event will bring together key regional, U.S. Government, U.S. industry, and multilateral development bank representatives, as well as experts in the health care field, to explore the health care sector and potential projects in Armenia, Azerbaijan, Georgia, Kazakhstan, Kyrgyzstan, Tajikistan, Turkmenistan, and Uzbekistan. A briefing book will feature sector analyses, indicating the best opportunities for U.S. suppliers of goods and services. Specific project opportunities will be highlighted. For more information, please contact Sylvia Szankay at (301) 564-6400. For information on TDA, visit www.tda.gov.

Moscow Chamber of Commerce and Industry (MCCI)—MCCI has organized an international defense forum and exposition, High Technologies in the Defense Complex, to take place in Moscow, April 17–21, 2000. The event is expected to attract Russian and foreign business communities, Moscow Government representatives, as well as small defense enterprises of Moscow, investment funds, and financial organization participants.

For more information on the forum, contact:
Suren O. Vardanian, Head, MCCI External Relations Division
Fax/tel +7 (095) 132-0733, Tel: +7 (095) 132-0029
Email: ext@mtp.org, extern@mtp.org

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TRADE EVENTS CALENDAR

Primorsky Avtosalon **April 5-7, 2000** **Vladivostok**
Organized by: Primorye-Expo
Telephone: +7 (4232) 257-867, 259-889
Facsimile: +7 (4232) 250-844
Sectors: Cars, trucks, buses, spare parts, service, maintenance equipment, accessories

UITT 2000 **April 5-8, 2000** **Kyiv**
Organized by: ITE Travel Exhibitions
Telephone: +44 (0207) 596-5000
Facsimile: +44 (0207) 596-5111
Email: enquiry@ite-exhibitions.com
Website: www.ite-exhibitions.com
Sector: Travel, tourism facilities and infrastructure

ConsumerExpo, FoodExpo **April 11-15, 2000** **Almaty**
Kazakhstan 2000
Organized by: TNT Productions
Telephone: (703) 406-0010
Facsimile: (703) 406-8543
Email: tntprod@dgs.dgsys.com
Website: www.tntprod.com
Sectors: Consumer electronics, consumer goods, food processing equipment

Sviaz-ExpoComm 2000 **May 10-13, 2000** **Moscow**
Organized by: Expocenter
Telephone: +7 (095) 255-3733
Facsimile: +7 (095) 205-6055
Email: mezvist@expocentr.ru
Website: www.expocentr.ru

Two Presidential Elections What will new leadership mean for Russia & the United States

April 14-16, 2000
Harriman, New York

Organizer: Harvard University, Davis Center for Russian Studies, tel: (617) 495-8900, fax: (617) 495-8319, email: dgurvich@fas.harvard.edu

Russia 2000: A New Reality

**What the election results
mean for business**

April 18-19, 2000
London, United Kingdom

Organizer: The Russo-British Chamber of Commerce, tel: +44 (171) 403-1706; fax 403-1245, email: expo@rbcc.co.uk

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