



BISNIS BULLETIN



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U.S. Department of Commerce • International Trade Administration*

LEASING: OPPORTUNITIES IN RUSSIA FOR U.S. EQUIPMENT MANUFACTURERS WITH DELTALEASING

U.S. equipment suppliers, particularly those in the printing, wood processing, food processing and packaging, construction materials, and retail sectors, should consider entering the Russian market for equipment leasing. The current climate for market entry is unusually favorable because of relative economic and political stability, an enormous demand for foreign-made equipment, strong relations between the United States and Russia, the successful operations of **DeltaLeasing**, and a new **U.S. Export-Import Bank** program to finance equipment leasing. U.S. companies should be aware that entry into the Russian market should be part of a long-term expansion strategy and requires a strong commitment of time and resources.



Photo courtesy of DeltaLeasing.

A DeltaLeasing client in St. Petersburg using printing equipment.

DeltaLeasing's Activities

DeltaLeasing is a wholly owned subsidiary of The U.S. Russia Investment Fund. Founded in 1999, it is part of the Fund's Delta Financial Services Group, which also includes a mortgage bank, DeltaCredit, and a commercial services bank, DeltaBank. The Fund is a private U.S. investment

firm authorized to receive \$440 million from the U.S. Government to make equity capital, loans and technical assistance available to private businesses operating in Russia. The Fund's mandate is to encourage private sector devel-

opment while assisting in the long-term growth and profitability of businesses of all sizes throughout Russia.

DeltaLeasing provides lease financing for equipment purchases to well-managed, medium-sized enterprises in Russia. DeltaLeasing grew from a start-up company in Rostov-on-Don to a national leasing institution that is expanding its network to all of Russia. In a country where affordable long-term bank loans remain scarce, DeltaLeasing has opened a viable channel of long-term credit to promising enterprises that have solid business plans and successful track records but lack the necessary capital to achieve growth. DeltaLeasing began operations in 1999, and has funded over 250 projects in 15 regions of Russia. It currently operates a \$20 million portfolio of over 220 capital leases. Its repayment rate is 100 percent.

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Strategies for Success in the Retail Sector of Central and Eastern Europe and Russia

March 25–27, 2002
Vienna, Austria

Organized by: The Adam Smith Institute

This conference will provide a timely assessment of the current state and future outlook for the retail sectors in Central and Eastern Europe and Russia. It will examine global and regional retail market trends, regulatory issues, investment opportunities, and strategies for success and survival in this ever-shifting and highly competitive market.

For more information on this event,
email: retail@asi-conferences.com or
visit www.asi-conferences.com.

BISNIS
*Business Information Service
for the Newly Independent States*

BISNIS is an information resource for U.S. companies doing business in the Newly Independent States of the former Soviet Union. Operated by the Market Access and Compliance unit of the International Trade Administration, BISNIS disseminates information in print form, electronically, and through consultations by its staff of trade specialists. For more information, please contact:

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Articles by non-U.S. government employees express the views of the authors and should not be construed as a statement of U.S. government policy.

U.S. TRADE MISSION TO SAKHALIN ISLAND PLANNED

Oil and Gas Equipment and Services and Related Construction Trade Mission
March 11–13, 2002

Mission Description

The U.S. Consul General in Vladivostok and the Senior U.S. Commercial Officer in Moscow will lead an oil and gas equipment and services and related construction sectors trade mission to Sakhalin Island, Russia, March 11–13, 2002. The mission is open to representatives from a variety of U.S. companies, including oil and gas equipment and services, construction and infrastructure support, trade, and telecommunications. Commercial activity on the island increases greatly in April, so the March dates will provide companies with greater access to government officials and company representatives and allow time to build relationships and conclude agreements as the 2002 drilling season progresses.

Mission Goals

The mission's goal is to provide first-hand market information and access to key government officials and potential business partners for U.S. firms desiring to enter the Sakhalin market. Russian content laws for Sakhalin energy projects make it

beneficial to have a joint venture partner, and the mission will provide valuable one-on-one meetings with pre-screened candidates that can help the mission participant meet their strategic goals. For market information on the region, visit the BISNIS website at www.bisnis.doc.gov/bisnis/country/foreast.cfm.

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DOING BUSINESS IN RUSSIA TODAY: STEPS FOR SECURITY

by Jeffrey S. Giddings

Doing business in Russia today is not like it was in the earliest, exciting, post-Cold War days. Nor is it the challenge that it was at the height of the Yeltsin era. Nonetheless, precautions necessary in other countries, such as conducting the necessary due diligence and providing for corporate—and personal—security, have to be considered and implemented.

Russia is no different from most foreign business venues: assumptions that apply to business practices in the United States may not hold true in Russia. A sound business strategy for operating in Russia and careful attention to the realities of the security situation are essential. Certain steps are important for establishing a presence in Russia and protecting a company's interests, assets, and personnel.

Precautions When Establishing a Presence

It is highly recommended that a U.S. company serious about the market establish a physical presence in Russia through use of its own staff or a joint venture. When considering the options for doing business in Russia, with a fully staffed office or through a joint venture with a Russian company, it is generally preferable to use local resources that have knowledge of the language, bureaucracy, political system, culture and customs.

➤ Legal remedies for fraud, recovery of damages, or reimbursement on business losses as we know them in the United States do not exist in Russia. The U.S. judicial system provides unique recourse for both civil remedies and pursuit of criminal violations. Unfortunately, neither US/UK common law nor European civil law is the precise basis for the Russian system. Recovery of business losses incurred in doing business in Russia is extremely challenging; this makes preliminary investigations and evaluations all the more critical. In addition, the use of Russian legal counsel, whether or not affiliated with a major international law firm, may best address the ever-changing Russian legal system.

➤ The character of business in Moscow is not the same as that in St. Petersburg; business transactions in one oblast are not going to be identical to those in another oblast regarding issues ranging from infrastructure to site-specific government regulations. The ins and outs, the peculiarities and idiosyncrasies of a specific market, vary by region and even by specific city. Many resources are available to assist in developing a region-specific market strategy, from U.S. Embassy staff to Department of Commerce resources to local business associations and other resources.

➤ Due diligence investigations can assist in assessing the risk involved in any venture focused on Russia; such an investigation can determine whether a U.S. company will succeed or fail in Russia. The basic questions are: Are they who they say they are? and Can they do what they say they can do? The suggested due diligence will address the local agent, distributor, or joint venture partner, including the principals of any of these

entities, as well as local subcontractors and suppliers. This means a review of background, credentials, and project-specific or industry-specific experience; checks on civil and criminal records; and some real input on personal and professional reputations. This is meaningful only through local, experienced professional contacts, who—in the new Russia—are typically drawn from former law enforcement or KGB personnel.

Precautions for Operating in Russia

All U.S. businesses operating in Russia should be concerned with the security of office staff and personnel, and the integrity and safeguarding of the company's products or services.

➤ Background checks on employees and subcontractors working for your firm in Russia, whether domestic hires or expatriates living and working in Russia, are critical. Criminal statistics in Russia indicate that the vast majority of crime, particularly property crime—which can cripple a business venture—is committed by someone known to the victim. This includes employees and subcontractors. Background checks can uncover persons with criminal records or ties to organized crime, persons claiming false credentials (e.g., university degrees or inaccurate work experience), or applicants with other unsavory or undesirable characteristics.

➤ The laws governing intellectual property and proprietary information in Russia are improving, but much improvement is still needed. Basic precautions should be taken to protect these assets. A detailed inventory and analysis should be performed to prevent intangible assets from “walking out the door” and to prevent your company from suddenly losing ownership rights to a product or service. Suggested safeguards include taking measures to protect against external threats on IT operations (such as viruses and hacking) and internal threats on IT files (theft of trade secrets or competitive intelligence), and understanding the current laws and incremental revisions that exist regarding intellectual property.

➤ Crisis management plans for operating in Russia must address the classic concerns: (1) What do you want to protect, in terms of people, property, and operations? and, (2) What are your short and long-term goals? In the unique setting that is Russia today, these plans must go even further and address both potential terrorist threats and other possible political crises. These concerns may include Chechen operations directed at Russian interests that coincidentally strike innocent bystanders, as well as post-9/11 operations that target U.S. interests. In addition, President Putin has been aggressive in pursuing corruption and organized crime to the point that there may be backlash that causes local turmoil or political crisis.

➤ A thorough security analysis of proposed facilities, staff and operations in Russia is essential. The chosen administrative offices and warehouses must consider the usual “gates and guards.” But today's Russia must also take into account per-

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(DELTALEASING, continued from p. 1)

While U.S. equipment is highly regarded in Russia, too few U.S. companies have vendor representatives in Russia. DeltaLeasing, for example, has found that most Russian equipment purchases come from Germany and Italy.

Ex-Im Bank Program

A new program involving the U.S. Export-Import Bank (www.exim.gov) and DeltaLeasing was announced during the visit of U.S. Commerce Secretary Donald Evans and delegation to Moscow in October 2001. The program offers new opportunities for U.S. equipment manufacturers and suppliers to sell to Russian companies. Ex-Im Bank and DeltaLeasing signed a Memorandum of Understanding (MOU) in Moscow to work together to finance the import of U.S. capital equipment into the Russian market. Under the agreement, Ex-Im Bank and DeltaLeasing will develop a leasing program to support the import of U.S. capital equipment and services to small and medium-sized Russian companies.

“By working with DeltaLeasing, Ex-Im Bank can help smaller [Russian] firms get the capital equipment they need to take full advantage of Russia’s post-1998 economic recovery and expansion, while supporting U.S. jobs and exports,” said Ex-Im Bank Board Member D. Vanessa Weaver at the signing of the MOU, according to an Ex-Im Bank press release. To view the press release regarding the Ex-Im Bank–DeltaLeasing MOU, visit www.exim.gov/press/oct1601.html.

Entering the Market

Leasing offers tremendous opportunities for U.S. equipment suppliers, but requires a long-term commitment by U.S. companies. DeltaLeasing, for example, works only with equipment once it has cleared customs and met appropriate Russian certification and licensing requirements. A Russian-based representative is therefore important both to procure the equipment at entry as well as to manage local marketing and sales. DeltaLeasing will act as the financing arm. A major advantage of cooperation with DeltaLeasing is that companies can offer their best equipment to reliable customers and offer a dependable form of financing.

DeltaLeasing offers three-year, full-payout capital leases to qualifying customers at competitive rates. The title for the equipment is transferred to lessees at the end of the lease term for \$1. A 25-30 percent downpayment, lease object property insurance, and monthly loan amortization are required.

*For more information, visit **DeltaLeasing’s** website at www.deltaleasing.ru or contact its president, Nikolai Zinoviev, at nsz@deltaleasing.ru.*

*For more information on leasing in Russia, visit **BISNIS Online** at www.bisnis.doc.gov/bisnis/country/000927LeasinginRussia.htm.*

CNFA Agribusiness Alliance Annual Meeting 2002

April 7–9, 2002
Kyiv, Ukraine

Join over 350 U.S., European, and CIS agribusiness executives, entrepreneurs, and government officials to explore agribusiness market opportunities in the emerging markets of Belarus, Georgia, Kazakhstan, Moldova, Russia, and Ukraine.

For more information, contact Ashley Dopson or Caryn Hommes, Citizen’s Network for Foreign Affairs (CNFA), at email: agribusiness@cnfa.org or tel: (202) 296-3920 or visit www.cnfa.org.

RUSSIA CUSTOMS UPDATE: IMPORT DUTIES REDUCED

by Derek Nowek

Russia put into force a new customs tariff schedule from January 1, 2002, that changed import duties on about 140 types of products, 90 percent of which were lowered. Last year, in a similar action, the Russian State Customs Committee standardized, unified, and lowered import duty rates on thousands of commodities. Customs tariffs were divided into four bands of 5 percent, 10 percent, 15 percent, and 20 percent. Certain commodities, however, continue to be regulated through seasonal duties and quotas.

Among the most significant new cuts in duties were those on audio and video equipment, from 20 to 15 percent; a number of fruits and vegetables, from 15 to 10 percent; and vitamins, from 15 to 10 percent. Also reduced were tariffs on single bucket loaders, from 10 to 5 percent, and ships and other vessels, from 20 to 10 percent.

At the same time, the Customs Committee changed the classification on some 25 percent of the 11, 000 types of goods contained in the Russian tariff code. These changes, combined with the country’s efforts to improve its customs laws and regulations, are meant not only to increase revenue collections for the national budget, but also to bring the Russian Federation in line with WTO standards.

Derek Nowek covers customs and transportation for BISNIS in Washington, DC.

THE POTHOLES OF SHIPPING TO THE CAUCASUS

by Louis Kravitz

Slowly but steadily, shipping cargo to the NIS is getting easier. The practical consequences of improved clearance practices, crackdowns on corrupt customs officials, and refurbished logistics infrastructures are making deliveries of imports into the region easier. Still, the key to getting goods cleared through customs and delivered to their final destination is an experienced shipping company with a strong presence on the ground, a firm grasp of cross-border procedures, and the ability to solve problems quickly.—Derek Nowek, BISNIS Trade Specialist for Transportation and Customs.

Our company was formed almost 10 years ago with the express purpose of providing a niche service: timely, reliable freight deliveries to the emerging republics of the former Soviet Union (FSU). Our area of concentration quickly became the Caucasus region, as it was clear that the most direct transit route to the southern republics was through the Republic of Georgia, utilizing the strategically important seaports of Poti and Batumi. Approximately 70 million people live along the southern tier of the FSU, and there is a steadily growing demand for western products and technology. Additionally, the area is rich with natural resources, especially oil. During the early 1990s, many old Soviet factories fell dormant due to an inability to finance feedstock or manage their way through the crumbling economy and infrastructure. We decided to concentrate on bulk cargoes and project cargoes to serve the industrial complex and avoid direct competition with container companies.

The first revelation for our Western mindset was the discovery that local personnel, including many factory directors, paid little attention to the importance of good business behavior and ethical practices. There was no consideration for customer service or satisfaction, or any long-term planning for capital improvements or the establishment of relationships or consistent service. However, over the ensuing years, the region has undergone gradual change.

Back to the Basics

Although the situation has improved, western business people casually assume their own standards are in place and they try to accomplish their business with a few brief phone calls. It simply does not work in that fashion with the NIS. One can obtain a commitment to deliver goods, or stevedore rates from a port, or overland rates from the railroad. However, there are no guarantees; even a signed contract is not a good indicator of actual performance, unless close personal relationships have been established. It has been said of the former Soviet Union: "A signed contract is a good basis for starting negotiations." The solution is to have qualified people on the ground who are able to foster and maintain the necessary relationships with workers that control even minor tasks. This applies to workers servicing vessels, dispatchers providing rail wagons, or to Customs authorities responsible for goods flowing across borders. Unfortunately, hidden extras usually become apparent only

after your goods are in transit or in the middle of a transaction. What may be considered corruption in the United States is often considered incentive capitalism in the FSU.

Recognizing the Potholes

One common problem that shippers often encounter is that certain Republics will not allow their rail wagons to be sent to other Republics. At the same time, the cheapest rail route may be the one that encounters significant problems crossing borders or endangers the cargo by transiting hostile territories, and one needs to consider the most reliable option, albeit a more expensive one at face value.

Tariffs can change without notice and extra charges are frequently added arbitrarily. Although rules and laws may be in effect, the enforcement may be time consuming and costly, resulting in delayed cargo deliveries and pilferage while the cargo is idle in a truck or rail wagon. In this case, qualified ground personnel familiar with local laws and customs are crucial.

Payment can also be problematic. The banking system in the NIS is not yet reliable, and Letters of Credit are usually only confirmed through a foreign bank. The barter system is a working facility, but one needs to be astute and wary of corporate guarantees from most NIS companies. This is also essential to bear in mind if one is prepaying for goods at an NIS factory. This method usually offers a significant discount, but entails large risks by relying on the factory to ultimately deliver the goods. The rule of thumb is to develop a personal relationship with the person in charge of making final decisions, or to rely on an established group that has successfully operated in this environment. Assessing risk yourself or based on documents or promises can prove fatal.

Another common problem is the issuance of through bills of lading that most parties require to cover both the ocean and inland movement of cargo. Tracking, prompt deliveries, and certified receipts by receivers may seem insurmountable to novices. A service organization can provide the infrastructure to accept cargo from a producing facility and deliver it through multimode transportation.

In order to operate within the NIS, one needs to commit a great deal of time and money to build a reliable organization. Reliance upon a locally affiliated and proven company has proven invaluable to most people doing business in the NIS.

Louis Kravitz is founding officer of the Pace group of companies, which is represented by Ekko Chartering LLC (email: chartering@ekkony.com.)

*For a list of shipping companies and freight forwarders with experience working in the NIS, visit **BISNIS Online** at www.bisnis.doc.gov/bisnis/country/shipcos.htm.*

TRICKS OF THE TRADE: Currency Regulations for Travelers to Russia

by Oganés Sarkisov

Russia's foreign currency regulations are extensive and complex, and provide numerous penalties for violations. These penalties apply to foreigners visiting Russia who, in case of the failure to submit proper documents to customs authorities upon arrival, can be banned from carrying out of Russia even their own money. It is important to be aware of the procedure for proper currency registration with Customs authorities, which should be implemented by U.S. and other foreign travelers upon their arrival in Russia.

Russia is largely a cash economy. U.S. businesspeople traveling to Russia should be prepared to make most local payments with cash. Credit card payments for purchases of goods and services are available in many hotels, restaurants, and shops in Moscow and St. Petersburg, but may not be in other cities. Therefore, it is important to either bring cash to Russia and properly register it with local customs authorities, or make sure that you know how to obtain cash from abroad while in Russia.

How to Get Cash in Russia

Ways of getting cash from abroad while you are already in Russia exist, but they are limited and costly:

- One can withdraw cash from one's own bank account in a foreign bank by using cash machines that are available in Moscow and other big cities. Usually such transactions are subject to a fee of 1-4 percent of the sum of the transaction.

- Traveler's checks can be cashed at selected Russian banks and their regional branches for a fee (for example, the Russian Savings Bank and Alfa Bank charge a two percent flat fee and Vneshtorgbank charge 1 percent). The representative office of American Express in Russia does not cash traveler's checks, but cash operations are handled by the Delta Bank located in the same building.

- International money transfer agents, such as Western Union, MoneyGram, and (in the near future) RIA Express can transfer money from the United States or Europe almost instantly, but such services are relatively expensive.

- Wire transfer to a bank account requires having an account in a Russian bank and cannot be considered as a good alternative for short-term visitors. Incoming wire transfer fees are 1-3 percent of the amount wired and can take several days to clear.

- Personal checks are not a good solution. For a fee of 5 percent of the amount of the check AmEx cardholders can cash their personal checks against their credit cards, but only at the American Express office in Moscow.

Therefore, bringing in cash in Russia is the easiest and least expensive way. However, U.S. travelers should be aware of the following currency regulation requirements in order to avoid potential complications or problems.

What should be done upon arrival: Upon entry in the Russian Federation all foreign currency being brought in should be declared on the customs declaration form. Traveler's checks are subject to declaration upon entry and can be carried out without limitation. Credit and debit cards are not subject to limits and do not require any accompanying documentation. The customs declaration should be presented to customs authorities at the port of entry after passport control and after baggage claim procedures. It is important that the declaration is reviewed and stamped by customs authorities. Since the "Green Corridor" is for customs free entry, it is highly recommended to go through the "Red Corridor."

What should be done for a safe departure: After the customs declaration is stamped it should be kept in a safe place until departure from Russia. Otherwise, one will not be permitted to leave the country with any foreign currency. Upon departure, have the documents ready to present to customs authorities.

Additional Tips

If during your stay in Russia you have received any sum from abroad through a bank transfer (with or without opening a foreign currency account), it is important to make sure that the local bank that receives the cash provides you with a certificate Form No. 0406007. You will need to present this document to Customs authorities when you depart from Russia, along with your Customs declaration. Form No. 0406007 will confirm to Customs authorities that you are taking out of Russia the money that you received through the bank transfer.

It is important to know that in Russia, ATM slips received when withdrawing foreign currency from cash machines are not recognized as adequate documentation by customs authorities. Therefore, if you withdraw any sum from your account through a cash machine, it is recommended to withdraw only the sum that you plan to spend in Russia.

Additional Documents

Form TC-28 Certificate is another document that can serve as confirmation that foreign currency has been brought into the Russian Federation. Customs authorities issue a TC-28 certificate, when requested, by foreigners bringing in sums exceeding \$10,000.

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*For more information on customs regulations, including currency issues, visit **BISNIS Online** at www.bisnis.doc.gov.*

NEW VISA REGULATIONS FOR RUSSIAN TRAVELERS TO THE UNITED STATES

U.S. companies and organizations inviting Russian business partners, clients, or guests to the United States should be aware of some new regulations put in place over the last few months that may slow the visa process for Russian visitors. As a result of the September 11 events in the United States, some changes in procedures and new requirements were implemented by U.S. consular authorities in Russia.

New Locations for Obtaining and Submitting Applications

For security reasons, the U.S. Embassy in Moscow stopped allowing visa applicants to apply at the Embassy in person on October 11, 2001. Nonimmigrant visa applicants now must now be submitted through Elf-91 in Moscow. The locations of these offices are: (1) Biblio Globus, Myasnitskaya 6; (2) Elf-91 Central Office, Aviatsionniy Pereulok, 8/17; and (3) Discovery Tour, Aviatsionniy Pereulok, 5. All offices are open from 10:00 to 16:00.

Applicants should submit their passport, an official application (Form DS-156, available at Elf-91 offices), visa fees, and any documents in support of the application. Payments for delivery services are in rubles only. Elf-91 charges each applicant 500 rubles for its services within the city of Moscow. (For other regions prices are higher.)

If eligible under U.S. law, applicants will receive their passports and visas for travel to the United States through Elf-91, delivered to the address they specify. Those applicants requiring a personal interview will be invited to come to the Embassy on a specific date. Nonimmigrant visa interviews take place at a new location at the U.S. Embassy.

New Form for Male Applicants

As of January 14, 2002, all males aged 16 to 45 applying for nonimmigrant visas to the United States must fill out supplemental form DS-157. The new requirement does not pertain to women, but it is being required of males in all countries, not just Russia. On the new form, applicants must list all the countries they have visited in the previous 10 years; all the professional, social, and charitable organizations to which they belong or have belonged; whether they have any specialized skills or training in firearms or explosives; the names of the countries in whose militaries they have served; and whether they have been in armed conflicts. Reportedly, applicants that have already submitted applications and are awaiting approval do not need to submit the form.

The form is available in the designated Elf-91 offices in Moscow where people can pick up and submit nonimmigrant visa applications (see Elf-91 information above).

For more info., see <http://usembassy.state.gov/posts/rs1/wwwhcm.html>.

Upcoming BISNIS Events in Several U.S. Cities!

BISNIS will conduct outreach with its overseas network of representatives in several cities across the United States during March 18–22, 2002. Five groups of 3-4 BISNIS representatives from various NIS countries and regions of Russia, accompanied by a Washington-based BISNIS trade specialist, will hold briefings, one-on-one meetings, and other events for U.S. company representatives in the following cities.

- Group A: Chicago, Ill.; Minneapolis, Minn.; South Bend, Ind.
- Group B: Sacramento, San Jose/Santa Clara, and Los Angeles, Calif.
- Group C: Lafayette and New Orleans, La.; Houston, Tex.
- Group D: Miami/Fort Lauderdale, Fla.; Atlanta, Ga.
- Group E: Lexington and Louisville, Ky.; Indianapolis

Please be aware that this schedule is tentative and subject to change.

More information on BISNIS outreach plans will be available at BISNIS Online at www.bisnis.doc.gov/outreach02.htm.

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sonal security, such as movement of U.S. staff between hotels or residences and company offices. The appropriate security plans and provision for immediate access to necessary resources need to be created and rehearsed. It is recommended that a reputable local corporate security firm be contacted to provide sound advice in this area.

Operating a foreign business in Russia is safer now than it was in the recent past, but U.S. companies must still take extra precautions to prevent basic losses due to corruption, fraud, and security-related incidents. You can enter Russia, but success will be a challenge unless you "play smart" and are well prepared.

Jeffrey S. Giddings is a Managing Director of Smith Brandon International (www.smithbrandon.com), based in Washington, D.C.

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TRADE EVENTS CALENDAR

GIOGE 2002	March 19–20, 2002	Tbilisi
Organized by:	ITE Group	
Telephone:	+44 (207) 596-5000	
Facsimile:	+44 (207) 596-5106	
Email:	oilgas@ite-exhibitions.com	
Website:	www.ite-exhibitions.com	
Sectors:	oil, gas, energy, and infrastructure	
WorldFood Ukraine	April 10–13, 2002	Kyiv
Organized by:	ITE Group	
Telephone:	+44 (207) 596-5000	
Facsimile:	+44 (207) 596-5106	
Email:	food@ite-exhibitions.com	
Website:	www.ite-exhibitions.com	
Sectors:	Food and drink products and technology	
Fishing, Seafood, Navigation 2002	April 11–14, 2002	Khabarovsk
Organized by:	Khabarovsk Far Eastern Intl. Trade Center	
Telephone:	+7 (4212) 343-926, 341-076	
Facsimile:	+7 (4212) 343-926	
Email:	admin@dvmtc.khv.ru	
Website:	www.dvmtc.khv.ru	
Sectors:	fish products, equip. and technology for fishing industry, shipbuilding, and ship repair	
ConsumerExpo 2002	May 21–24, 2002	Almaty
Organized by:	TNT Productions	
Telephone:	(703) 406-0100	
Facsimile:	(703) 406-8543	
Email:	info@tntexpo.com	
Website:	www.tntexpo.com	

Featured Trade Show

ConExpo - Con/Agg

March 19–23, 2002
Las Vegas, Nevada

Construction, Aggregates & Concrete Industries

Produced by:

The Association of Equipment Manufacturers

*For more information on the show, visit
www.conexpoconagg.com.*

The U.S. Department of Commerce's (DOC) has designated ConExpo-Con/Agg as an International Buyer Program (IBP) event. IBPs help U.S. companies to make contact with international buyers at major U.S. trade shows.

*For more information on the DOC's IBP, visit
www.export.gov or www.buyusa.com.*

This notice is provided solely as an informational resource and does not constitute U.S. Department of Commerce endorsement of these events. For a more complete listing of NIS trade events, visit *BISNIS Online* at www.bisnis.doc.gov/bisnis/events.cfm. All information published in the *BISNIS Bulletin* regarding trade events is subject to change without notice by the organizers of those events.