



BISNIS BULLETIN

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REDUCING RISKS OF TECHNOLOGY COMMERCIALIZATION

by Ellen House

U.S. companies interested in collaborating with NIS scientists and engineers to create new products and introduce them to global markets should be aware that U.S. government funding is available to help reduce the risks inherent in such ventures. Several programs run by the Departments of State, Energy, and Commerce are focused on finding commercial applications and markets for products developed from advanced NIS technologies. They assist U.S. firms in investigating technologies with market potential and forming cooperative commercialization ventures by identifying partners and technologies, all the while reducing initial capital investments.

CRDF

The U.S. Civilian Research and Development Foundation (CRDF) is a nonprofit organization established by the U.S. government to foster opportunities for innovative collaborative research in basic and applied sciences between the United States and the NIS. One of CRDF's primary goals is to help move applied research to the marketplace. To do so, CRDF developed a suite of industry programs—the Partner Search, Travel Grants, and Next Steps to Market programs—that encourage pre-commercial research and development (R&D) collaboration between U.S. industry and NIS scientists and engineers. The programs widen access to NIS technology and reduce the risks and costs to U.S. companies seeking industrial partnerships.

U.S. companies seeking industrial partnerships.

The Partner Search Program assists U.S. firms in identifying NIS scientists and engi-

neers as potential partners for cooperative R&D projects. For example, **Syntroleum Corp.** (Tulsa, Okla.) talked to five Russian institutes that CRDF identified as potential collaborators to work on catalytic conversion of natural gas into synthetic liquid fuels. Syntroleum closed a deal with one of them, and the new partners are currently working to refine the conversion process.

The Travel Grants Program (TGP) provides short-term travel support to NIS scientists and engineers to visit the United States for meetings with U.S. companies to discuss potential collaboration. To date, 192 scientists and engineers have traveled under TGP, visiting some 278 companies. For example, former nuclear weapons scientists from Russia's Sarov Open Computing Center traveled on a TGP grant to New York to meet with potential partners at **Adapco** (Melville, NY), a software engineering firm. The meeting resulted in a major contract.

Next Steps to the Market (NSTM) is CRDF's flagship industry program. NSTM provides grants for a period of up to two years for pre-commercial R&D projects jointly carried out by teams of U.S. and NIS scientists and engineers. The primary U.S. partner must be a for-profit corporation that agrees to CRDF's cost sharing requirements. Cost sharing helps to ensure that the company is committed to the project and to establishing a long-term partnership with the NIS researchers. For example, through NSTM, **Insight Detection Systems, Inc.** (Fort Wayne, Ind.) and **Biosterile Technologies** (Moscow) are refining the SENTINEL luggage inspection system.

In addition, CRDF's Grant Assistance Program (GAP) helps U.S. industry to successfully implement R&D activities with partners in the NIS. GAP provides the administrative and financial infrastructure to manage

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Internet Usage in the NIS, 2000

Country	Users (mlns)	Population (mlns)
Russia†	3.100	146.20
Ukraine‡	0.700	49.95
Belarus	0.180	10.03
Moldova*	0.025	4.28
Armenia*	0.030	3.80
Georgia*	0.020	5.45
Azerbaijan	0.012	7.98
Kazakhstan**	0.250	14.93
Uzbekistan*	0.075	24.40
Kyrgyzstan	0.052	4.86
Tajikistan	0.002	6.24
Turkmenistan*	0.002	4.78
TOTAL	10.368	282.90

Note: Population figures are for 1999.

* These figures are for 1999.

† Monitoring.ru and nua.com estimate the number of Internet users in Russia at 9.2 million.

Sources: International Telecommunication Union (users) and World Bank (population), except:

‡ Ukrainian State Committee on Communications and Information (users)

** "Ex-Soviet Central Asia Cautiously Eyes Internet," Reuters, 26 November 2000. (users)

Although currently low, Internet usage in the NIS has been growing exponentially over the last few years and is expected to continue this trajectory.

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.

CORPORATE RISK ASSESSMENT RESOURCES

Control Risks Group LLC (www.crg.com) specializes in international business and risk consultancy, offering political and security analysis, crisis management and response, information security and investigations, and more.

Global Risk Assessment, Inc. (www.grai.com) offers research and consulting in international business environment assessment; country, investment, and trade risk analysis; and political assessment and management.

Kroll (www.krollworldwide.com) provides assistance to clients in assessing risks related to a wide range of current and potential difficulties in various countries.

Merchant International Group specializes in identifying, quantifying, and managing the risks associated with investments in over 80 countries. (www.merchantinternational.com)

The Multilateral Investment Guarantee Agency (www.miga.org), a member of the World Bank Group, promotes foreign direct investment into emerging economies by offering

political risk insurance (guarantees) to investors and lenders, and by helping developing countries attract and retain private investment.

Standard and Poor's (www.standardpoor.com) rates 14 post-Communist countries and explores several key issues including assessing credit risk, major credit challenges, and credit worthiness trends.

This list is not comprehensive, nor does it represent an endorsement by the U.S. Department of Commerce.

PLEASE NOTE

The U.S. Department of State has issued *Travel Warnings* or *Public Announcements* for four of the five Central Asian countries (all except Kazakhstan) and for Georgia. For more information, please visit: http://travel.state.gov/travel_warnings.html.

KYRGYZ REPUBLIC RETHINKS ATTRACTING INVESTORS

by Erkin Nusurov

The Kyrgyz Government has recently been taking steps to develop a strategy to increase foreign direct investment (FDI) into the country. An investment roundtable, organized with assistance from the U.S. and German Embassies and the World Bank, was conducted during July 15–16 at Lake Issyk-Kul. Its primary goals were to identify main obstacles for FDI, to discuss strategies and develop approaches for eliminating these barriers, and to develop a strategy for marketing Kyrgyzstan in the world business community.

The Roundtable

Leading government officials, including President Askar Akayev, current and potential foreign investors (including representatives of **Hyatt International** and **Hewlett-Packard**), representatives of international financial institutions, and the U.S. Ambassador attended the conference. Various issues were discussed including Kyrgyzstan's place in the regional and the world economies, its economic advantages and disadvantages, and its marketing as a destination for investments. Among the country's assets are a relatively inexpensive but educated labor force, energy and natural resources, an unspoiled environment, and farming traditions. Drawbacks to investing include ineffective legislation, tax and customs duties, and licensing and regulatory issues. In his remarks, U.S. Ambassador O'Keefe highlighted actions to be taken to increase FDI that would enable the Kyrgyz Republic "to operate freely and effectively in the global economy."

Participants agreed that Kyrgyzstan, having a small economy, needs to concentrate on key industries with potential for growth. Target industries identified are mining, hydropower engineering and generation, farming and food processing, tourism, information and communications technologies, and financial and professional services. The government supported the idea of focusing on attracting investment in these sectors.

Privatization of several companies in the identified priority sectors is planned over the next few years. U.S. companies may be interested in making capital investments or in sales of appropriate equipment.

An Overview of Priority Sectors

Agriculture is the country's largest industry, but it is disorganized and undercapitalized. Despite large domestic agricultural production, little food is processed domestically, and so a considerable amount of processed food is imported. There is potential for American food processing companies and manufacturers of food-processing equipment to develop the market for domestic consumption, as well as for export.

Mining, a key sector during the Soviet period, has recently declined as a result of a lack of investment. The Kyrgyz Republic has substantial deposits of coal, gold, mercury, granite, and precious stones, as well as marble quarries and mineral resources used in the ceramics industry. There are also rich deposits of

tin, tungsten, and rare strategic metals, such as cesium, yttrium, and lanthanum.

The geographic location and mountainous topography of the Kyrgyz Republic offer many opportunities for development of tourism. For example, Lake Issyk-Kul, the second largest alpine lake in the world, provides a unique environment for a wide range of recreation facilities. Potential exists throughout the country for world-class ecotourism, mountaineering, adventure tourism, and hunting. Currently, however, poor internal infrastructure and limited international and local air service are major constraints to development.

Kyrgyzstan is a major producer of hydroelectric power, with considerable unexploited potential. The country's giant hydroelectric power plants were originally built to meet the needs of the Soviet military-industrial complex. Hydroelectric power accounts for 20 percent of the country's exports, but with the increasing energy needs of neighboring countries, this sector offers opportunities for expansion. Currently, the country has more than enough capacity to satisfy domestic demand, but lacks transmission grids, substations, and other infrastructure necessary for achieving export potential.

Finally, professional services are a promising sector in the Kyrgyz economy. Of particular note is the accounting field. A significant number of accountants in the country have been trained in International Accounting Standards (IAS). The Kyrgyz Government strongly supports adoption of IAS in both the public and private sectors. Once pending legislation is passed to require the use of IAS, the Kyrgyz Republic will be the leader in accounting services in Central Asia and provide a platform for business services on a regional scale.

Reforms Are Planned

As a practical step, an advisory body, called the Coordination Council, was created to analyze the FDI situation in the country, review progress on steps to improve the investment climate, and make recommendations and proposals to the government for further action. On September 27, President Akayev signed a decree naming the U.S. Ambassador, the permanent representative of the World Bank, and executives of the Kumtor and Reemstma companies, as members of the Council. With the Council's advice, the Kyrgyz government is actively pursuing reforms to create favorable conditions for foreign and domestic investors, especially in priority industries. Whether these actions will lead to radical changes in the country's investment climate remains to be seen, but it is clear that the Kyrgyz Government is serious about attracting foreign investment.

*For more information on Kyrgyzstan, visit **BISNIS Online** at www.bisnis.doc.gov/bisnis/country/kyrgyzstan.htm.*

*Erkin Nusurov is the **BISNIS** representative in Bishkek.*

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funds and materials safely, flexibly, and accountably in support of qualifying projects. Through GAP, organizations have access to CRDF's administrative infrastructure—in-country offices, an extensive network of banking relationships, numerous enabling agreements with NIS government agencies, and other services—and its considerable experience in NIS project management. Since 1998, GAP has worked with over 100 organizations and managed over \$40 million for over 500 projects. GAP industry clients include **Conoco**, **Compaq**, and **3M Corp.** GAP is also open to government agencies, foundations, research institutes, universities, and others.

For more information on CRDF, call (703) 526-9720, email information@crdf.org, or visit www.crdf.org.

ISTC

The International Science & Technology Center (ISTC) is an intergovernmental nonproliferation organization based in Moscow. From the U.S. side (member state), the Center is overseen by the Department of State's Office of Proliferation Threat Reduction. The main activity of ISTC is engaging weapons of mass destruction scientists and engineers in peaceful activities through funding civilian R&D projects. ISTC assists the long-term redirection of these scientists to meaningful, humanitarian research, in part, by actively promoting the commercialization of technologies resulting from ISTC R&D projects.

The ISTC conducts technology assessment of its portfolio of projects (over \$300 million, to date) on an ongoing basis in order to identify technologies with commercial potential. The ISTC has identified 50 technologies as having high unrealized commercial potential, targeting them for focused commercialization activities. These targeted projects have a wide range of applications including materials, environmental technologies, aerospace, information technologies and telecommunications, instrumentation and electronics.

While technology commercialization scenarios are inherently challenging as the technologies are often not developed with a specific market or application in mind, the ISTC has a number of "success stories" where U.S. firms have been able to enhance their competitiveness through adoption of Russian technologies. In addition to encouraging American industry's participation in the commercialization of the results of its own projects, the ISTC's Partner Program provides a risk-mitigating infrastructure for U.S. companies to develop and conduct sponsored, cooperative R&D at elite NIS institutions. Technology and technical capability matchmaking services are provided free-of-charge to ISTC Industrial Partners. Becoming a partner involves no financial obligation, but does require application to the U.S. State Department.

For more information about industry participation in ISTC activities, contact Ms. Maria Douglass, senior technology implementation manager, tel: + (095) 797-6025; fax: +7 (095) 797-6014, email: douglass@istc.ru, or visit www.istc.ru.

Russian Science and Technology: Opportunities for U.S. Business

November 28, 2001

Pittsburgh, Pennsylvania

Organized by: **The Pennsylvania-Russia Business Council** and the **U.S. Department of State**

This is the fifth seminar in a series on commercialization of Russian technologies.

For more information, contact Val Kogan, PRBC president, tel: (215) 708-2628, email: prbc@att.net, or visit www.fita.org/prbc/.

USIC

The U.S. Industry Coalition, Inc. (USIC) is a nonprofit membership association of 110 companies and universities who are active participants in the Initiatives for Proliferation Prevention (IPP) program of the National Nuclear Security Administration (NNSA) of the U.S. Department of Energy (DOE). IPP is a cooperative program designed to engage former Soviet weapons of mass destruction scientists and engineers in commercialization of technologies for peaceful purposes. The program operates in Russia, Ukraine, and Kazakhstan, with the majority of projects in Russia.

IPP features unique cost-sharing projects involving three partners: a U.S. company, a DOE National Laboratory, and a weapons institute (or its spin-off company). On typical projects, IPP funds the work of the National Laboratory and the Russian institute, with the U.S. partner matching IPP dollars through cash or in-kind contributions. The primary advantage of the IPP program is substantially reduced risk to U.S. businesses interested in commercializing science and high-tech in Russia. This is achieved through the DOE National Laboratory partners, who validate the technology under development by providing both technical and contractual oversight through every phase of the project.

USIC members firms are involved in nine key technological areas: accelerators; biotechnology; energy; environment; manufacturing; materials (nuclear); sensors & instrumentation; software development; and waste management. Membership in USIC, a requirement of the IPP program, makes the industrial partner eligible to receive matching funds from the U.S. government. In turn, USIC serves as the technology commercialization agent for its members' projects, offering services from business plan review and development to market analyses and assistance in locating investment capital and venture funds. In

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FY01, three USIC projects attracted \$56 million in outside financing to commercialize their IPP technologies.

For more information, call **USIC COO Gary Tydings** at (703) 526-9447 x303, or visit **USIC's website** at www.usic.net or the **NNSA website** at www.nn.doe.gov/ipp.shtml.

SABIT

Through the U.S. Department of Commerce's Special American Business Internship Training (SABIT) grants program, U.S. companies can apply to host NIS scientists for training in technology innovation and management practices for one to six months. This competitive individual grants program provides partial funding to U.S. companies that invite NIS scientists to exchange information and ideas surrounding new technologies and applications, as well as to explore the possibility of a business partnership, or to strengthen existing relationships.

Since 1999, SABIT has provided grants for 90 NIS scientists to intern/train at U.S. companies and research institutes involved in the automotive, environmental technologies, medical equipment, biomedicine, and energy sectors. The interns learned how to commercialize their research, and were also able to meet fellow specialists in their fields. SABIT interns have jointly won other grants with their hosts, signed agreements to represent the host in their countries, signed agreements to provide consulting services, and received patents.

In addition, SABIT is designing three specialized group training programs in technology commercialization. The first program took place mid-October 2001 for 18 specialists in software development, the second begins in May 2002 for 18 specialists in telecommunications and IT, and the third begins in August 2002 for 18 specialists in plastics. Each one-month program will consist of training in cross-cultural business negotiations, strategic marketing, business plan writing, and project management for product development. The participants will be exposed to Western business strategies, and will have the opportunity to meet with U.S. companies in their fields to discuss technologies that they are seeking to commercialize.

For information on **SABIT**, visit www.mac.doc.gov/sabit/sabit/html, email SABITApply@ita.doc.gov, or call (202) 482-0073.

CISAC Research on Technology Commercialization

The Center for International Security and Cooperation (CISAC), part of Stanford University's Institute for International Studies, has conducted significant research on U.S.-Russian collaborative technology commercialization efforts, including compiling case studies of successful ventures that offer workable models for potential new ventures. These reports are available at www.stanford.edu/group/CISAC.

*Ellen House works for **BISNIS** in Washington, D.C. Chantal Guess of **CRDF**, Maria Douglass of **ISTC**, Joan Furlong of **USIC**, and John Noyes of **SABIT** contributed to this article.*

RUSSIA WELCOMES DOC TRADE MISSION

A business development mission of 14 U.S. companies, led by U.S. Commerce Secretary Donald Evans during October 14-17, drew strong interest from Russian business leaders and officials, resulting in several new agreements and partnerships. "We came to Russia with high hopes. We have not been disappointed," Evans told the press. "Opportunities in Russia for American businesses have never been more promising."

Mission participants met with Russian Prime Minister Mikhail Kasyanov, Minister of Trade German Gref, and other leaders of President Putin's administration, Leningrad Oblast Governor Serdyukov, Samara Oblast Governor Titov, Saratov Oblast Governor Ayatskov, members of the Duma, U.S. Ambassador to Russia Alexander Vershbow, leaders from the American Chamber of Commerce in Russia, the U.S.-Russia Business Council, and the Russian-American Business Council. In addition, each participating business held individual discussions with potential Russian business partners.

During the trip, representatives of U.S. government-funded sources of finance announced several new initiatives in Russia, including

✓ The U.S. Export-Import Bank signed an agreement with Delta Leasing of Russia to provide low-interest loans to Russian businesses to lease U.S.-made equipment.

✓ The Overseas Private Investment Corporation (OPIC) signed an agreement with the Russian American Glass Company to expand the latter's operations and production.

✓ The U.S. Trade and Development Agency (TDA) announced \$2 million in grants for feasibility studies for three projects (in agricultural services, ethylene plant modernization, and wind power) with the potential to generate \$150 million in U.S. exports to Russia.

In addition, several companies participating in the mission announced new ventures, including Dallas-based **Frito-Lay**, which heralded plans to build a \$40 million, state-of-the-art production facility in Kashira, Moscow Oblast.

TRICKS OF THE TRADE**COMPETING FOR EBRD CONSULTANCY CONTRACTS**

by Neil McKain

The European Bank for Reconstruction and Development (EBRD), headquartered in London, was established in 1991 to foster the transition toward open market-oriented economies and to promote private and entrepreneurial initiative in 26 countries, including the NIS. Through loans, technical cooperation funds, and equity investments, EBRD promotes private sector activity, the strengthening of financial institutions and legal systems, and the development of the infrastructure needed to support the private sector.

In 2000, the EBRD provided funding for over 400 consultancy assignments with a total value of EUR 82.7 million.* Three of the top 10 EBRD consultancy contract winners in 2000 were U.S. companies. U.S. consultancies large and small should be aware of how best to find and compete for EBRD opportunities.

How Does the EBRD Use Consultants?

The EBRD makes extensive use of consultants to execute its technical cooperation program, to assist in project preparation and implementation, and to perform due diligence. Consultants provide a variety of services: undertaking sector and feasibility studies, identifying and preparing projects, and providing training, technical assistance, and advisory services across a wide range of sectors. In addition to traditional public sector infrastructure expertise, the EBRD seeks advisory services in the areas of privatization, legislative reform, the environment, training, and more. EBRD clients may also need consultants, either as advisors or to implement or supervise a project. All contract awards are subject to the sourcing of appropriate funding—usually from a bilateral donor. These funds are usually tied to consultants from a particular country, and donors have restrictions on the type and volume of activities they can finance. Consultants should be aware that it is possible that a U.S. (or any) company may be shortlisted or selected, only to discover that no financing is available.

For very short term assignments (under EUR 50,000) where the use of individual consultants is most likely, the EBRD selects consultants directly and the onus is on the consultant to make bank officials aware of its services and experience in order that they may be considered.

For contracts between EUR 50,000 and 200,000, a call for expressions of interest is posted on the EBRD website, and five working days are allowed to respond. Competing for these contracts does not involve writing a proposal. These contracts are usually awarded on the basis of a brief (five-page) expression of interest only. The Bank selects a consultant according to qualifications and experience outlined in the letter of interest.

Major consultancy contracts (over EUR 200,000) follow a competitive two-stage process. First, a call for expressions of interest is published on the EBRD website, usually with a deadline of 15 working days for responses. A more detailed (10-page) expression of interest letter is required. Second, shortlisted companies are invited to submit a full proposal on which the final selection will be made.

Competing for EBRD Consulting Contracts

The EBRD does not maintain a register of consultants as at the World Bank. The evaluation of consultants is normally based only on technical considerations including, but not limited to, experience in similar assignments, local experience and presence, qualifications of key personnel proposed for the assignment, and suitability and quality of the work plan (where a full proposal is submitted). For some assignments of a straightforward technical nature, the price of the services can be a secondary consideration, but quality is the principal factor in selection. When formal proposals have been requested, the consultant that submits the highest rated proposal is invited to negotiate a contract with the client/Bank.

Consulting firms should have a standard expression of interest letter ready that can be adapted to specific consultancy opportunities. A standard letter of interest usually includes: company profile, organization, and staffing; details of experience or similar assignments undertaken in the last five years; and CVs of staff available to work on the assignment. For contracts over EUR 200,000, the letter of interest should not exceed 10 pages, excluding CVs; for some NIS contracts, the letter may need to be available in Russian.

The best day to check for new technical cooperation notices is on Thursday because the committee that allows consultancy projects to go forward meets on Wednesday. Notices of consulting services over EUR 50,000 are posted on the EBRD website at www.ebrd.com/english/procure/opportunities/main.htm. Here you will find invitations expressions of interest, technical cooperation notices, and general procurement notices, as well as advice on how to compete for consulting contracts. Consultants are encouraged to use this information to identify assignments where their expertise may be required and should respond directly to the project officers listed in the announcements.

For more information, contact the U.S. Commercial Liaison Office at the EBRD at tel: +44 (20) 7588-4027/28, or email: london.ebrd.office.box@mail.doc.gov.

** On October 22, 2001, 1 Euro = 1.11 U.S. dollar.*

TRANSPORTATION CORNER: Finding the Right Shipper

by Derek Nowek

For new and experienced exporters alike, shipping to Russia and the NIS is a challenge. But it can be done. A good first place to start is to canvass the market of shippers and freight forwarders that can assist with routing, customs documentation, and warehousing, as well as the actual shipping. It is important to carefully assess the freight forwarders' ability not only to deliver the cargo, but also to successfully troubleshoot potential problems with local customs authorities. A number of companies positioned around the United States have experience shipping a wide variety of cargo to the NIS.

The following list is not comprehensive, nor does it represent an endorsement by the U.S. Department of Commerce.

American President Lines (www.apl.com) provides services to and from several sea and inland ports of the Russian Far East as an addition to its trans-Pacific service.

Bertling Logistics, Inc. (www.bertlinglogistics.com) is an international freight forwarding company and transportation specialist, operating four branch offices in the United States and maintaining offices in several key NIS cities.

Finn Container Cargo Services, Inc. (<http://hometown.aol.com/finnconfla/myhomepage/business.html>) provides sea and air freight services to all NIS countries.

Freight Solutions Intl., LLC (www.freightsolutions.com) is a international freight forwarder specializing in air and ocean freight forwarding and project cargo logistics offering container service, part and full truck services, and air freight service to destinations throughout the NIS.

GeoLogistics Services, Inc. (www.geo-logistics.com) offers a broad range of transportation services, including shipping large and heavy cargoes from the United States, Europe, and Asia to the NIS region. The company operates warehouses and storage yards throughout the NIS.

Graebel Movers International (www.graebel.com) is a full service moving company providing complete door-to-door relocation and logistic services to and from all destinations in the NIS through affiliate offices in Russia and western Europe.

International Freight Transport, Inc. (www.ift.com) is a full transport and logistics company specializing in ocean, air, rail, and road cargo services from the United States and Europe to the NIS. It maintains several NIS offices.

International Transport Solutions, Inc. (www.its-ship.com) offers expedited airfreight and express courier service throughout Eastern Europe and the NIS. The company has an exten-

sive network of locally owned company offices and partners.

Lykes Brothers Steamship Company (www.lykeslines.com) provides regular container service to destinations in the NIS. Lykes Lines has also introduced a new sea/air service from any mainland U.S. point to any viable airport in the NIS.

Orion Marine Corp. (www.orion-marine.com) acts as agents for ConFlo Lines, providing containerized and conventional ocean transportation from North America to NIS ports and inland destinations.

Panalpina, Inc. (www.panalpina.com) provides global air freight and sea freight services, in addition to comprehensive turnkey forwarding projects. The company has offices throughout the NIS region and the United States, and offers a range of services.

P&O Nedlloyd (formerly Farrell Lines) (www.ponl.com) operates a regular liner service to the Mediterranean and by extension of that service, offers through service to several NIS ports and inland destinations.

RCL Agencies (www.oceanfreight.com) is a steamship agent specializing in the handling of full container loads between 48 states and Canada, Europe, Russia, the NIS, and the Far East.

Reefco Logistics, Inc. (www.reefcologistics.com) specializes in providing international transportation services for agricultural and food products.

Maersk Sea Land (www.maersksealand.com) provides regular service from the United States to all areas of the region. Maersk Sea Land also operates the Trans-Siberian Express Service, a joint venture with the Russian Ministry of Railways, which offers express rail containers service for both import and transit cargoes.

Seaborne International, Inc. (www.seaborne-intl.com) is an international freight forwarder, transportation, and logistics company offering a wide variety of services to destinations in the NIS and around the world.

*For a longer list of freight forwarders/shippers with experience in the NIS, as well as further information and contact details, visit **BISNIS Online** at www.bisnis.doc.gov/bisnis/country/shipcos.htm.*

BISNIS welcomes appropriate additions to its list of U.S.-positioned shipping companies with experience in moving cargo to the NIS, and agents in the region. To inquire about being added to the list, please contact Derek Nowek at derek_nowek@ita.doc.gov.

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TRADE EVENTS CALENDAR

5th Intl Metallurgy and Foundry Technology	November 20–23, 2001	Moscow
Organized by:	ITE Group	
Telephone:	+44 (207)596-5213	
Facsimile:	+44 (207) 596-5128	
Email:	oleg.netchaev@ite-exhibitions.com	
Website:	www.ite-exhibitions.com	
Security	November 21–25, 2001	Chisinau
Organized by:	MoldExpo S.A.	
Telephone:	+373 (2) 74-74-19	
Facsimile:	+373 (2) 74-74-20	
Email:	Moldexpo@ch.moldpac.md	
Website:	www.moldexpo.md	
Sectors:	Security/detective services, security systems, road safety	
ProdSib, SladoSib, SibBalzam, SibPackage	November 27–30, 2001	Novosibirsk
Organized by:	Siberian Fair	
Telephone:	+7 (3832) 160-290	
Facsimile:	+7 (3832) 259-845	
Email:	welcome@sibfair.nsk.ru	
Sectors:	food products, packaging materials & equip.	
Zdravo-Okhraneniye	December 3–7, 2001	Moscow
Organized by:	Expocentr	
Telephone:	+7 (095) 255-3760	
Facsimile:	+7 (095) 205-6055	
Email:	gorb@expocentr.ru	
Website:	www.expocentr.ru	
Sectors:	Medical equipment and supplies, pharmaceuticals, med. technology	

Featured Trade Show

The U.S. Department of Commerce's (DOC) International Buyer Program (IBP) helps U.S. companies to make contact with international buyers at major U.S. trade shows.

2002 International Builder's Show February 8–11, 2001 Atlanta, Georgia

Organized by:
The National Association of Home Builders

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

*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.htm. All information published in the *BISNIS Bulletin* regarding trade events is subject to change without notice by the organizers of those events.