



U.S. DEPARTMENT OF COMMERCE
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BISNIS SEARCH FOR PARTNERS

Published by the Business Information Service for the Newly Independent States (BISNIS)

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BISNIS publishes **SEARCH FOR PARTNERS** to help U.S. companies find investment opportunities in the expanding markets of the former Soviet Union.

SEARCH FOR PARTNERS is also distributed via bi-weekly e-mail broadcast. A limited selection of these leads are published in this monthly newsletter. Previous e-mail broadcasts are available through the BISNIS home page at www.bisnis.doc.gov. To receive the biweekly report, e-mail BISNIS at bisnis@ita.doc.gov or call (202) 482-4655.

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ARMENIA

Industry: Power Generation

Company: Punj

Punj was established in 1991 as a limited liability company. Punj specializes in the wholesale and retail distribution of food. The company is an exclusive distributor in Armenia for the Finnish company Valio. It also has distributorship agreements with Doux (France) and UDV (U.K.). It is one of the largest importers of food products in Armenia and has a large distribution network. Its customer base includes major local wholesale and retail trading companies. The company owns 700 sq. m. of commercial space in downtown Yerevan. Punj also holds a controlling stake in two private hydropower stations in Armenia. Sales from its activities in 1998 totaled US\$5.4 million.

Punj seeks an American partner/equity investor to construct a hydropower station on the Akhurian reservoir in Northeast Armenia, bordering Turkey. The power station will have the

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following characteristics: stream: 41 meters; maximum water consumption: 58.6 cubic meters; nominal power: 20.2 MW; annual production: 50.4 million kWh.

The estimated cost of this project is US\$14 million. Punj plans to lease 5,000 sq. m. of state-owned land near the Akhurian river to construct the hydropower station. The U.S. company would provide modern technology/equipment and financial investment. Punj's contribution will include construction work and a financial investment. The company is currently developing a business plan in English. Punj can conduct business in English.

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Source: BISNIS Representative in Armenia



Industry: Agricultural Production - Poultry
Company: Imex-M

Imex-M was established in 1994 as a private company. It specializes in the wholesale and retail trade of ceramic products. The company recently purchased the Nubarashen poultry factory in Yerevan, one of the largest in Armenia. The factory is equipped with a Dutch-made Stork automated chicken processing line worth US\$4 million that was imported through Soviet foreign trade channels and installed in 1993. The equipment was only used for 5 months and is still in excellent condition. The facility is also equipped with American deep freezing refrigerators. The total area of its land is 70 hectares, and includes 160,000 sq. m. of space for chicken farming. The factory's capacity is 6,000 tons of poultry per year. The factory is not currently operating.

Imex-M seeks an American partner/equity investor to start the joint production of poultry meat to serve the local market and to export to other NIS countries. It seeks modern technology, a financial investment, laying chickens, and fodder from a U.S. company. Imex-M offers a qualified, low-cost labor force and its existing facilities. Large financial resources are also available and can be invested in the project. Imex-M can conduct business in English.

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Source: BISNIS Representative in Armenia



Industry: Construction Materials - Bathroom Fixtures
Company: Keramika

Keramika was established in 1994 as a limited liability company. The company specializes in wholesale and retail trading of ceramic products, including bathroom fixtures, toilets, and sinks. Keramika is the exclusive distributor in Armenia of the Italian company Ceramica Dolomite and has distributorship agreements with the following European producers of ceramics: Ideal Standard, Inda, Cooperativa Ceramica D'Imola, and Samo. Keramika's clientele includes local private trading companies and households from Yerevan and other parts of Armenia. The total area of the facility, which Keramika owns, includes: 700 sq. m. of office space, 800 sq. m. for showrooms, 1,500 sq.m. of storage facilities, and 4,000 sq. m. of production space. The company employs 85 people. Sales for 1998 totaled US\$3.5 million.

Keramika seeks a U.S. company to establish the production of ceramic products, including bathroom fixtures, toilets, and sinks, to serve the Caucasus market. An American company would provide modern technology and equipment. For its part, Keramika offers its unused production space of 4,000 sq. m., its well-established distribution network, access to regional markets, and partial financial participation. Keramika can conduct business in English.

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Source: BISNIS Representative in Armenia
BISNIS LeadLink: www.bisnis.doc.gov/bisnis/lead.cfm?79

KYRGYZSTAN

Industry: Food Processing and Products - Confectionery
Company: Tatuu

Tatuu, a joint-stock company, is the largest private manufacturer of confections in the country. The company was established in 1928 and privatized in 1995. It specializes in the production of oatmeal cookies, waffles, halvah, meringue candies, and jelly-candies. Its annual output amounts to more than 100,000 tons of product for 150 brands. The company can produce 10 tons of cookies per 8-hour shift. It has 260 employees and owns 1.5 hectares of land, including 0.7 hectares of industrial and warehouse space in Bishkek. In 1998, the company's sales totaled US\$930,000. The company uses natural raw materials without preservatives.

Tatuu is seeking a U.S. partner to establish a joint venture to develop confectionery and margarine production. It is also looking for modern packaging methods, raw materials, flavors, and modern technology for confectionery production. The company has a business plan in Russian.

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Source: BISNIS Representative in Kyrgyzstan

KHABAROVSK, RUSSIA

Industry: Food Processing
Company: Khabmakaronservice

Khabmakaronservice, a joint-stock company that produces pasta, is an attractive target for foreign investment or other form of cooperation. Its management is highly qualified and aggressive. The company, established in 1955 and privatized in 1994, has 70 employees. The company owns an industrial facility with 4,000 sq. m. of space and a warehouse with 2,000 sq. m. of space. The company manufactures various pasta products using modern and efficient Italian equipment. Pasta products are traditional for Russian cuisine and will be always in demand. Sales in 1999 will be US\$1.7 million and production volume will exceed 7,000 tons of pasta.

In 1997, the DAIWA Regional Venture Fund (Japan), acting on behalf of the European Bank for Reconstruction and Development (EBRD), won a tender to acquire 49 percent of the company's stake held by Russia for US\$500,000. In addition to portfolio investment, the EBRD has extended a US\$1 million loan. The funds were used to finance the purchase of a new Italian pasta-manufacturing line.

The business has considerable potential for expansion, and is experienced in operating internationally. Today, the company has a lack of reserves for growth due to expenses related to maintenance and use of its existing equipment. In light of the great demand for pasta products (according to marketing re-

search, the penetration into the Khabarovsk market is less than zero percent) and the lack of competition in the Russian Far East (competition from imported products has been eliminated due to the devaluation of the ruble), the company has a unique opportunity for expansion. In order to capitalize on this opportunity, it is seeking to install a second industrial line. The new equipment would have a production capacity of 1,500 kg/hour. The company seeks a U.S. company for either a leasing or joint venture partnership in order to expand production.

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Source: BISNIS Representative in Khabarovsk
BISNIS LeadLink: www.bisnis.doc.gov/bisnis/leads/lead.cfm?88



Industry: Environmental Consulting
Company: Kharza, Ltd.

Kharza, Ltd., established in 1997, dresses, dyes, and sells wild animal skins for fur clothing. It has 12 employees, a production facility with 238 sq. m. of space, and a plot of land with 710 sq. m. Its production facility is used for preparing and selling wild animal skins. Kharza is a permanent participant in fur auctions held in Saint Petersburg. It produces 60,000 skins a year, and its annual turnover is US\$2.5 million. Kharza possesses a patent for the special treatment of fur.

The company controls the local skin dressing business. It believes that fur coats and hats will always be in demand due to the cold climate of the Russian Far East.

The company seeks a U.S. environmental consulting company for partnership under an EcoLinks grant. It has designed a project requiring the installation of modern equipment to treat sewage wastes. Kharza plans to apply for an EcoLinks partnership grant worth US\$50,000 for the implementation of the project, including technical assistance and some equipment.

EcoLinks is a cooperative program funded by the U.S. Agency for International Development. For more information on the program, please refer to: www.ecolinks.org.

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Source: BISNIS Representative in Khabarovsk
BISNIS LeadLink: www.bisnis.doc.gov/bisnis/lead.cfm?89

MOSCOW, RUSSIA

Industry: Automotive Parts Recycling
Company: The Russian Guild of Commerce

The Russian Guild of Commerce has started developing a feasibility study for a car/truck body and parts processing and

recovery project in Moscow.

The Moscow region is serviced by 14,000 auto transport companies operating about 2 million trucks and buses. The concentration of private cars in Moscow is probably the highest in the country and amounts to about 2 million vehicles. Of those, about two thirds are more than 5 years old, and almost half have exhausted their projected service life.

In 1997 the official number of abandoned cars in Moscow was 18,175, and 1998 shows a significant increase up to 28,758. Out of those only 7,522 were finally processed and recycled. Rejected tires in the Moscow region amount to 350,000 tons a year, with only 2-3 percent of this total amount retreaded or recycled. The same applies to car batteries that in the best case would go to landfills or otherwise would be abandoned within the city limits.

The Moscow City Government has recently ordered ten lines for tire retreading with a total capacity of 120,000 tires a year. However, the tire retreading will not significantly improve the environmental situation in Moscow and the surrounding region. The tire retreading project opens up vast opportunities for private businesses to get involved in an area which, up to now, has always been the domain of district authorities.

With appropriate approval and support from the Moscow City Government, the Russian Commercial Guild is taking the lead in developing a feasibility study for a car/truck body and parts processing and recovery project in Moscow. The Guild is seeking a U.S. company that can offer technological solutions to developing the project.

The project envisages construction and development of a privately owned multifunctional facility to process and recycle the following materials and parts:

1. Steel: collection, sorting, and compacting of car/truck bodies and parts. Delivery to metallurgical plants.
2. Nonferrous Metals.
3. Motor and Transmission Lubricant Oils.
4. Tires, Rubber Parts, Glass, and Plastics.
5. Batteries: lead recovery.

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Note: U.S. companies that submit proposals as a result of this announcement are encouraged to inform the Moscow office of the U.S. and Foreign Commercial Service.

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Source: U.S. and Foreign Commercial Service Moscow
BISNIS LeadLink: www.bisnis.doc.gov/bisnis/lead.cfm?65



Industry: Waste Recovery and Recycling
Company: Severnoye, Road Construction and Repair Division

The Russian firm Severnoye, Road Construction and Repair Division (RCRD), has started developing a feasibility study for a municipal waste recovery and processing facility to be built in the northern part of Moscow in 2000. According to the firm, the Moscow City Government is supporting the project. Technologically it is focusing on high-pressure molding/briquetting of non-recyclable solid waste to be used as load-bearing filler for construction purposes. The facility should be equipped with a sorting system for recyclables such as metal, glass, paper, and plastics.

The requirements are as follows: processing capacity: 300-500,000 tons per year or up to 1,500 tons per day; high-pressure molding/briquetting system with briquet bearing strength of about 600 kg/cu. cm.; and environmental conformity of resulting briquets.

U.S. companies providing high-pressure molding/briquetting technologies and sorting systems fitting these technical requirements are encouraged to contact RCRD Severnoye. The preferred language is English.

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Source: U.S. and Foreign Commercial Service Moscow and BISNIS Representative in Moscow



Industry: Dental Equipment and Materials
Company: Dentcom

The joint-stock company Dentcom was founded in 1995 by Andrey Alaev, the director and owner of 100 percent of Dentcom's shares. In addition, Mr. Alaev is the owner of two more companies: DentaCom Trade, which distributes to Moscow and the Moscow Oblast, and DCTrade, which provides regional distribution.

Dentcom imports and distributes dental filling materials, glass-ionomer cements, and bores. It has 31 dealers throughout Russia. Many of the dealers work with central dental clinics on regional and federal levels. Dentcom's customers include state and municipal clinics (20-25 percent), private businesses (20-25 percent), and retail and wholesale stores (45 percent).

The company has extensive international business experience. It is an exclusive distributor for Alpha Beta Dental USA (U.S.), Southern Dental Industries (Australia), Diatech Dental AG (Switzerland), and Ihde DENTAL GmbH (Germany). The Russian company also works with other firms in Germany, Sweden, Great Britain, and Singapore. Dentcom customizes its work to the clients' needs and aggressively markets its products. The company has established intensive contacts in the dental business worldwide and is a member of the Dental Association of Russia.

The company employs four people working in 40 sq. m. of office space in downtown Moscow (warehouse facilities are 60 sq. m.). In 1997, the company's sales were US\$400,000 and in 1998, US\$215,000. In 1999 its sales are expected to total

US\$310,000-330,000.

Currently, Dentcom seeks cooperation with U.S. companies to: establish joint production of dental cement (zinc-phosphate and glass ionomer cement) and dental filling materials. Dentcom seeks an American partner to supply equipment and financing. The Russian company would be able to invest US\$10,000-30,000 to implement the project. A business plan in English will be completed after the initial negotiations.

Dentcom also seeks to distribute U.S.-made dental therapy filling materials, glass-ionomer cement, endodontic instruments and materials, curing lamps, dental bores, and other types of equipment. The company is interested in working on the basis of commodity credit or delayed payments on imports (up to 90 days). Dentcom will also need financing for registration and certification of each product type.

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Source: BISNIS Representative in Moscow

BISNIS LeadLink: www.bisnis.doc.gov/bisnis/lead.cfm?82

NIKOLAYEVSK-NA-AMURE KHBAROVSK REGION, RUSSIA

Industry: Shipbuilding Equipment
Company: Nikolayevsk-Na-Amure Shipyard

The Nikolayevsk-Na-Amure Shipyard was established in 1940 and privatized 1991. It is an open joint-stock company with 10 percent of its shares belonging to the Russian Federal Government. The total area of its facilities is 31 acres, the total area of the enterprise is 94 acres. All facilities and land are the company's property. The company has unused facilities in its headquarters that can be used for additional office space or production facilities to manufacture ship hulls and marine containers. The company is involved in shipbuilding (trawler-seiners, tankers, pontoons, and crest structures of offshore drilling units); ship repair (graving dock and shipways of the company); and manufacturing of consumer goods, furniture, and clothing. In 1999, its sales totaled US\$920,000. Ten percent of the company's sales came from trade with Japan and Vietnam. The company was audited last fiscal year.

The Shipyard is looking for a foreign partner to become a subcontractor for the Sakhalin-1 and Sakhalin-2 oil projects. The latter requires Russian content from U.S. companies interested in participating. Preference is given to joint ventures with Russian entities. Potential cooperation may include container manufacturing, building, and vessel sales. The partner would provide technology, finance equipment purchases, and jointly market the completed vessels. A business plan is available in Russian.

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Source: BISNIS Representative in ABC Yuzhno-Sakhalinsk
BISNIS LeadLink: www.bisnis.doc.gov/bisnis/lead.cfm?70

ROSTOV-ON-DON, RUSSIA

Industry: Construction

Company: Don Holding Company

The Don Holding Company was established in 1994 as a private enterprise without government participation in equity. It has 300 employees. The company leases 1,900 sq. m. of office space.

Its activities include: supplying and servicing a wide range of equipment for offices, production facilities, and service companies (laundry, restaurants, etc.). These comprise 80 percent of its business. It is also involved in local construction projects. Its sales in 1997 totaled US\$12 million; in 1998, US\$11 million, and in 1999, US\$7 million.

The company works in local (80 percent) and regional (20 percent) markets. Its main customers are state and private companies. The company has been importing construction materials and equipment since 1997. It is a distributor for the following producers: Isselbaeher Food Service Equipment (Germany), Arneg (Italy), and Siemens. It also has had one time trading deals with Pan Pal (U.S.) on construction materials, Armstrong World Industries (U.S.) on construction materials, and Electrolux (Sweden). In addition, it has a joint venture with ITT, Inc. (U.S.). A number of the company's subsidiaries conduct business in different sectors, such as construction, equipment supply, and telecommunications.

Don Holding Company plans to organize a new production facility. It is interested in producing interior construction materials (for walls and ceilings) and in new technology for the rapid construction of cottages.

Since the company has had long-term cooperation with local construction companies, it has established distribution channels for new products.

The company has an agreement for partial financing with the U.S.-Russian Investment Fund (TUSRIF). New technology and equipment are needed from a U.S. partner. The Don Holding Company is ready to finance a part of the project, and organize production and sales. It has a business plan. Don Holding Company will answer any business proposal. Communication in English is possible.

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Source: BISNIS Representative in Samara
BISNIS LeadLink: www.bisnis.doc.gov/bisnis/lead.cfm?75

TUVA, RUSSIA

Industry: Mining

Company: Svinets Tyvy

Svinets Tyvy, an open joint-stock company, was established in 1997. The company specializes in mining polymetallic ores containing zinc, lead, copper, and gold. The company holds all licenses necessary for conducting mining activities and has strong government contacts. The company seeks an investor to establish the production of zinc, lead, copper, and gold. The total amount of investment required for project implementation is 2,431.3 million rubles (US\$93.5 million). The project is designed to take 5 years (2000-2005). The payback period is 8.5 years. The project is strongly supported by the federal and local governments, and guarantees to investors will be provided at the federal level. A business plan in Russian is available upon request.

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Source: BISNIS Representative in Novosibirsk
BISNIS LeadLink: www.bisnis.doc.gov/bisnis/lead.cfm?87

UFA, BASHKORTOSTAN, RUSSIA

Industry: Construction

Company: Ural-Tau

The private company Ural-Tau, established in 1995, launched construction of a building-materials plant completed in July 1999. It employs 350 people. Ural-Tau used its own financial resources for construction with no regional government participation or financial support. Contemporary Italian and German equipment has been installed in the plant. Furthermore, it has a reliable autonomous supply of electric energy and heating which protects the plant from the periodic power outages faced by other companies in the region.

The plant currently manufactures window and door blocks, furniture, and parquet. Its estimated annual sales are US\$3 million. Its main customers are private businesses (50 percent), purchases by the State account for 30 percent, and sales to retail stores account for 20 percent.

In 1998, Ural-Tau launched construction of a youth center in downtown Ufa, the only such center in the city with a population of 1.2 million. The two-floor center will include a discotheque, bars, game machines, a microbrewery with a restaurant (with 4,000 liters of daily production capacity), and an ethnic restaurant. The center will host up to 3,500 people simultaneously. Ural-Tau has invested US\$3.2 million in construction and infrastructure already. However, US\$2.5 million of investment is needed to purchase equipment for the center's recreational facilities and decorative materials. The estimated payback period is 2 years (the date of completion is June 2000). Ural-Tau seeks a U.S. company to jointly implement the project (it is subject to the profits tax). The Russian company can offer

its building-materials plant as a guarantee against the potential investment.

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Source: BISNIS Representative in Moscow
BISNIS LeadLink: www.bisnis.doc.gov/bisnis/lead.cfm?80

VLADIVOSTOK, RUSSIA

Industry: Tourism

Company: Ancuver Travel Agency

Ancuver is a start-up travel agency that was incorporated in March 1999. The company significantly increased the number of countries it offers tours to and expects good annual sales. Its clients are middle and high income Russian individuals who developed a taste for travel in the last few years. The company is trying to save on overhead expenses and reduce the number of intermediaries.

Ancuver seeks a U.S. travel agency that would like to offer its tours to Russian clients. The agency will promote the partner's services, process payment, and facilitate consular support. It is also interested in training programs for its staff in the partner's office.

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Source: BISNIS Representative in Vladivostok
BISNIS LeadLink: www.bisnis.doc.gov/bisnis/lead.cfm?71

YEKATERINBURG, RUSSIA

Industry: Medical

Company: Meditsina i Ekologiya

Meditsina i Ekologiya (Medicine and Ecology), established in 1990, is a privately held company. The company engages in a range of activities in the area, including providing food supplements in the local health care market. One of its departments provides Sverdlovsk Oblast with food supplements, particularly vitamin added food supplements which are widely used in schools, kindergartens, hospitals, and at industrial enterprises. Meditsina i Ekologiya has 25 employees and owns 300 sq. m. of space, including storage facilities.

The company is involved in the creation of general standards for food supplements and vitamin-based food additives, and works closely with the Russian Nutrition Institute and the Sverdlovsk Institute for Health Care Protection. Meditsina i Ekologiya is one of the major traders of vitamin-based food additive products in the Sverdlovsk Oblast. The company delivers these food supplements from Moscow and distributes them throughout the region. The company has 6 years of experience in importing goods from foreign countries. It maintains

a hard currency account and a reliable credit history with local banks as well as large multinational corporations, such as 3M (U.S.), ArSiMa (Netherlands), and Soll (Germany).

Meditsina i Ekologiya seeks a partner to organize research to determine what other nutrition supplements can be used in the Urals region to overcome regional specific diseases caused by the local climate and ecology. The company will buy a trial lot of nutritional supplements and vitamins to contribute to ongoing research.

The company also plans to purchase a considerable amount of vitamins and supplements after this research is completed. These products must be certified for conformity through the Moscow Nutrition Institute.

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Source: BISNIS Representative in Yekaterinburg

YUZHNO-SAKHALINSK, RUSSIA

Comistry: Soft Drinks

Company: Nord, Ltd.

Nord, Ltd., was established in 1977, privatized in 1994, and reorganized in 1997 by the company's new owner. The company has been bottling mineral water since 1977 using Russian and Polish equipment. The water (with a general mineralization of up to 4.5 grams per cubic decimeter) is Gosstandart certified. The current monthly output is 220,000 liters of bottled water in 1.5 and 0.5 liter PET bottles and 0.5 liter glass bottles. There is a strong regional demand for the product. The company has plans to expand manufacturing by installing an additional water bottling line and opening a factory shop that will produce fruit and berry juices with natural concentrates in tetra-packages. PET preforms are now purchased in Moscow, glass bottles are supplied locally.

Nord employs 40 people. The company owns 2,487 sq. m. and leases an additional 320 sq. m. of space. The company's premises are in Smirnykh, Sakhalin region, and its leased facilities are in Yuzhno-Sakhalinsk.

The company seeks a U.S. partner to supply equipment and juice concentrates for beverage bottling. It will lease an additional 1,523 sq. m. of space for the project. Nord's license for the mineral water well is valid through 2013. The products will be sold in the local market. A business plan is being prepared. Nord will consider all proposals but is not interested in being contacted by intermediaries.

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Source: BISNIS Representative in ABC Yuzhno-Sakhalinsk

BISNIS LeadLink: www.bisnis.doc.gov/bisnis/lead.cfm?68



Industry: Oil and Gas

Company: Sakhalinteplozaschita

Sakhalinteplozaschita was established in 1969 and privatized in 1997. The company's shares belong to two local companies: JSC Sakhalinenergostroj, which specializes in construction and major repairs of energy plants, and Sakhgres, Ltd., which builds power plants. Sakhalinteplozaschita is involved in construction and heat insulation. Currently, the company is working on the Sakhalin Power Plant and Nogliki Gas Turbine Power Plant developments. It has 100 sq. m. of warehouse space and 50 employees.

The company is looking for a U.S. partner in order to participate in local oil companies' tenders for future work on oil and gas sites in north Sakhalin and on the planned pipeline (according to local regulations, companies with a Russian partner get a priority in obtaining contracts). Sakhalinteplozaschita is planning to develop additional industrial facilities near the oil fields and expand the existing warehouses. Licenses for carrying out work on power objects and heat-insulating are available. Support can be obtained from the local Vice-Governor's office. The potential partner would receive a number of the company's shares for the equipment and technology it provides. The company was audited last fiscal year. A feasibility study for the projects will be done with a U.S. partner. The company is not interested in being contacted by intermediaries.

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Source: BISNIS Representative in ABC Yuzhno-Sakhalinsk

BISNIS LeadLink: www.bisnis.doc.gov/bisnis/lead.cfm?69

UKRAINE

Industry: Construction/Bicycles

Company: Progress Company

Progress Company, established in 1996, is a private company. The firm specializes in machine tool manufacturing, building materials, and construction services. The company owns 7.22 hectares of land, buildings, and transport roads. The company's two plants are located in Donetsk and Mariupol, Ukraine.

Progress is situated in a special economic zone and enjoys a number of local and federal tax privileges. It also holds several patents for some of the building materials it produces. Its sales totaled US\$1.3 million in 1998, with 15 percent of its sales originating in Kazakhstan and Russia. The company has influence with local and federal governments and is able to lease equipment with Donetsk regional government payment guar-

antees. The company plans on expanding its business involvement and is looking to establish joint ventures/cooperative agreements with U.S. companies in the five areas listed below.

1) Progress started production of hydrodynamic couplings used in mining, agriculture, wind power, and water supply equipment. The company has already established its presence in the NIS and Ukrainian markets with several local companies in machine-building and mining and is looking to expand its production. Progress is seeking a joint venture with a U.S. company to produce hydrodynamic couplings using U.S. equipment. The company would also market and distribute accompanying U.S. products in the NIS and Ukraine to local machine-building companies. The company seeks a U.S. firm to contribute up to US\$4 million in the form of advanced laboratory equipment for testing the quality and technical characteristics of hydrodynamic couplings, as well as balancing and metalworking equipment.

2) Progress seeks a joint venture to assemble bicycles and motorcycles. U.S. equipment and a distribution agreement with a U.S. bicycle and motorcycle manufacturer is desired. The agreement would be to sell the products jointly manufactured to the NIS and Middle East countries. Progress is looking for a U.S.-made bicycle and motorcycle assembly line as the input to the joint venture.

3) Progress seeks a joint venture to produce furnishings and fixtures on U.S. equipment and a distribution agreement with a U.S. furniture manufacturer to sell U.S. furniture manufactured jointly with Progress to NIS and Middle East countries.

4) Progress is looking for the following U.S. equipment for a joint venture, which would be the U.S. company's contribution to the joint venture: laboratory equipment for mechanical testing of metals; equipment for the production of furnishings by the centrifugal casting method for light metals and using silicon/rubber molds; equipment for spectral analysis of nonferrous metals; vacuum electric ovens for nonferrous metals; and regular metal-casting equipment. The U.S. company would provide up to US\$1 million in the form of this equipment.

5) Progress has developed an aluminum lacy cast method using molds with boride, carbide, nitride, and transitional metal surfaces produced by plasma spreading, as well as the methods for carbide and chrome surface spreading on cutting tools, by pyrolysis of bis-arsane chrome in vacuum metalization cameras. The company is looking to establish a joint venture with a U.S. company using similar technologies such as plasmadine, metko draiser, and union carbamide to jointly produce and sell their products to NIS and Middle East countries. A joint venture partner would contribute up to US\$5 million in the form of equipment able to perform these technical functions.

Contact: Serhiy Martynenko, Chairman of the Board

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