



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)

The Business Information Service for the Newly Independent States (BISNIS) is the U.S. Government's clearing-house for trade and investment information on the Newly Independent States of the former Soviet Union.

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 email broadcast. A limited selection of these leads are published in this monthly newsletter. Previous email broadcasts are available through the BISNIS home page at www.bisnis.doc.gov. To receive the biweekly report, email BISNIS at isnis@ita.doc.gov or call (202) 482-4655.

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AZERBAIJAN

Industry: Food Processing and Packaging

Company: Azerbles

Azerbles, established in 1989, is a state-owned enterprise. The company employs 120 people and owns 1 million hectares of land used for forestry and forest economy, including forest zones and plantations, planting berries, spices, and medical herbs, manufacturing, and office and warehouse premises. The land is located in different zones of Azerbaijan. The main activities of the company are collection, preparation, and processing of forest fruits and berries, spices and medical herbs, juices and jams, concentrate, puree, additives, herbal potion, dry fruits, food dyes, ether oil, and medicines. All products are ecologically safe. The total volume of trade is approximately US\$50,000 annually. Major clients are local companies in the food, medical, and cosmetics industries.

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Azerbles is interested in setting up a joint venture with an American company to expand and modernize its current production infrastructure and organization, and start new production lines.

The company will help in the production sphere, with labor force, rehabilitation of "green" fields, and use of the available scientific research materials. U.S. company is expected to provide new technology, management training, equipment for production, financing for upgrade projects, and sales of finished products in local and foreign markets.

The company is preparing a business plan in Russian, but it does not have the language skills to conduct business in English.

Contact: Safarov Gudrat, Department of Forestry and Food Products
Government House
Baku, Azerbaijan
Tel: +994 (12) 932-137
Fax: +994 (12) 989402
Email: afet@azdata.net

Source: BISNIS Representative in Azerbaijan

LeadLink, <http://www.bisnis.doc.gov/bisnis/lead.cfm?76>

KAZAKHSTAN

Industry: Grocery Stores/Food Production & Processing

Company: Serik

Serik, established in 1993, specializes in retail, production, and packaging of food products in northwestern Kazakhstan. Since 1993, the firm has expanded into a group of companies, which now includes the Druzhba meat processing company (1,000 kilograms of products per day), a bakery (200 kilogram of products per day), bottling of soft drinks (9,000 liters per day), a workshop for packaging free-flowing products, a dairy processing plant, TV and radio companies, and a newspaper.

Serik currently employs 400 people. The firm is based in Uralsk, western Kazakhstan. It has branch offices in Aktubinsk and Aksai (the site of the Karachaganak gas and oil field—one of the major deposits in Kazakhstan). Serik owns 17 retail outlets with a total area of 27,000 sq. m., 27 motor vehicles, and its own security service. Its monthly sales volume is approximately US\$1 million. Among its clients and business partners are Kazakhstani and international companies. Serik supplies drinking water at Karachaganak. According to the company's representative, it successfully operates as an exclusive distributor of Coca-Cola in Uralsk. The firm plans to expand its business to include alcohol production in conjunction with an Italian firm.

Serik seeks a U.S. partner to further develop its retail/food processing business and explore business opportunities in Kazakhstan and Russia. Serik is interested in new technologies and equipment to develop its network of supermarkets in Kazakhstan; a joint venture to establish effective breeding of agricultural animals and further meat processing; and partnership projects that will allow the use of low-cost but well-qualified Kazakhstani labor. The company has only a limited ability to conduct business in English.

Contact: Tatyana Trifonova, Deputy Director

103 Petrovskog Street

Uralsk 417006 Kazakhstan

Tel.: +7 (31122) 4-51-46, 4-53-82, 4-05-81

Fax: +7 (31122) 2-64-68

Email: meser@kaznet.kz

Source: BISNIS Representative in Kazakhstan

LeadLink: <http://www.bisnis.doc.gov/bisnis/lead.cfm?180>



Industry: Construction Materials

Company: Altair

Altair, a private construction firm established in 1991, specializes in industrial and civil construction and retail sales of construction materials. Altair is located in Uralsk, northwestern Kazakhstan. The firm currently employs 300 people. It owns a production area (6 hectares), motor vehicles (14 lorries, 5 cranes, 3 bulldozers, 4 earthmoving machines), warehouses for construction materials (2,000 square meters), woodworking and metalworking shops (1,000 sq. m.), retail outlets in Uralsk (700 sq. m.), and a restaurant. Altair holds an interna-

tional license to conduct construction work and produce construction materials. Its annual sales volume is approximately US\$8 million.

Among Altair's completed construction projects are the offices of the Uralsk tax department and tax police; an office of Karachaganak Petroleum Operating company (a consortium of four foreign companies—Lukoil, Agip, Texaco, British Gas—that operates the Karachaganak oil and gas deposit in Kazakhstan; the premises of the regional legal department; a hospital; and several shops. According to the firm's representative, due to stable financial situation and well-established contacts with suppliers from Russia and some Western countries, the firm can accomplish turnkey projects in a short period of time.

Altair seeks a U.S. partner to establish joint production of pavement stones, prefabricated walls, and wood articles in Uralsk. A U.S. partner would be expected to contribute 30 percent of financing for the project to cover transportation of the equipment and personnel training. Altair is also interested in becoming a distributor of U.S. construction and decorative products. The company can conduct business in English.

Contact: Sergey Potichenko, Deputy Director

60 Almazova Street

Uralsk, Kazakhstan

Tel: +7 (31122) 2-16-91, 5-43-69

Fax: +7 (31122) 2-16-91

or

U.S. Embassy Commercial Service

531 Seyfullin Prospect, 3rd Floor

Almaty 480091, Kazakhstan

Tel: +7 (3272) 58-79-20

Fax: +7 (3272) 58-79-22

Email: almaty.office.box@mail.doc.gov

Source: BISNIS Representative in Kazakhstan

LeadLink: <http://www.bisnis.doc.gov/bisnis/lead.cfm?195>

KYRGYZSTAN

Industry: Construction (sports and other facilities)

Company: Kyrgyzkurulush joint-stock company

Kyrgyzkurulush is a private company that was established in 1993. The company specializes in the construction of roads and buildings, and it produces doors and windows. Kyrgyzkurulush has 8,200 employees and owns 3,950 sq. m. of industrial space, 1,000 sq. m. of storage space, 200 sq. m. of office space, and 2,021 sq. m. of cafeteria and conference area. Currently, the company's annual sales are US\$2.5 million. The company includes a large construction-assembly facility in southern Kyrgyzstan, a woodworking plant in Osh city, the Chui Industrial Construction company, and a procurement department.

The company seeks a U.S. investor to construct sports and other facilities, including three tennis courts with awnings, a swimming pool, gym, sauna, restaurant, beauty salon, dental office, barbershop, hotel, and an underground garage for approximately 66 cars. Total cost is US\$2 million. The company

would like to get a 5-year credit at an annual interest rate of 10 percent with a 1-year grace period after the facilities are completed. A prospective investor will have right of ownership for the facilities until the credit is fully repaid. Technology and equipment for the facilities could be a part of the credit. The company has a business plan, a design plan, and a plot of land for the project in downtown Bishkek.

Contact: Nikolay Tanayev, President
28, Prospect Manasa
Bishkek 720391, Kyrgyzstan
Tel: +996 (312) 21 26 27, 21 64 35
Fax: +996 (312) 22 09 83
Email: tanaevnt@imiko.bishkek.su, tanaev@mail.elcat.kg

or

Commercial Section of the U.S. Embassy-Bishkek
171, Prospect Mira, Bishkek 720016, Kyrgyzstan
Tel: +996(312)55 12 41, fax: +996(312)55 12 64
Email: mukambaevaibx@state.gov

Source: BISNIS Representative in Kyrgyzstan

LeadLink, <http://www.bisnis.doc.gov/bisnis/lead.cfm?230>

MOLDOVA

Industry: Food Processing and Packaging (dairy)

Company: Prichernomorie trading house

Founded in 1996, Prichernomorie trading house is one of the leading food retailers in the breakaway region of Transnistria on Moldova's left bank of the Dniestr river. Since early 1999, the company has sold Dell computers and non-brand computer equipment, holding a 35 percent market share in the region. Prichernomorie's overall 1999 sales were US\$700,000, a 280 percent increase over the year before. It employs 210 people and has significant foreign economic experience. Its permanent U.S. trading partner is Globex, which sells to Prichernomorie chicken legs. Prichernomorie rents facilities from the self-proclaimed government of Transnistria. In 1999, the company enjoyed preferences for the importation of goods into Transnistria.

The Moldovan company is looking for a U.S. partner to set up a joint venture to produce packaged dairy products, such as milk, yogurts, and cheeses (hard and soft). The estimated cost for the proposed project is US\$270,000, with a pay-back period of 2-3 years. The U.S. partner would provide financing of US\$210,000 or offer the required equipment. The Moldovan company will market the final product and secure guarantees from the regional authorities and the regional Savings Bank. Upon project implementation, the company expects to become the regional leader in yogurt sales and an important vendor of packaged milk and cheeses. The company has the ability to conduct negotiations in English.

Contact: Vyacheslav Driglov, Sales Manager (speaks English)
ul. Iunosti, 6
Tiraspol MD-3300, Moldova
Tel: +373 (33) 47327, 66208
Fax: +373 (33) 41413
Email: trade@foodmt.mldnet.com

Source: BISNIS Representative in Moldova

LeadLink, <http://www.bisnis.doc.gov/bisnis/lead.cfm?131>



Industry: Agricultural Equipment Production

Company: Tracom Tractor Plant

Established in 1945 and incorporated in 1995, the state-owned Tracom Tractor Plant is a leading Moldovan tractor manufacturer. It currently sells most of its tractors and other agricultural machinery and equipment on NIS markets. Its 1998 sales totaled US\$6 million, with tractor sales amounting to 90 percent of total sales of 806 units. In the past, the company exported some of its output to Hungary, Israel, and Romania. Tracom owns 33 hectares of land located in downtown Chisinau. The company will soon be put up for sale to a strategic investor.

Project #1 – Joint Venture

The company's tractors boast high price/performance ratio. Prices are significantly lower than those for Western models. Tracom's tractors exert low ground pressure and can be used for cultivation of inter-row crops. To sell more machinery in the NIS, the company seeks to institute creative financing arrangements, such as leasing, credit schemes, or venturing.

Tracom would like to establish a joint venture with a U.S. partner to manufacture four-wheeled tractors and other agricultural machinery for sale to NIS, Romanian, and Bulgarian markets. The U.S. partner would provide management and marketing expertise, know how, new technologies, and equipment. The Moldovan company is ready to provide its facilities, production expertise and local market knowledge.

Project #2 – Subcontracting

Tracom can undertake the following operations on behalf of a U.S. partner: blacksmithing (forging, iron and steel founding, including molding/casting); tool manufacturing; mechanical processing (milling, boring, etc.); painting; and welding. The Moldovan company has the necessary equipment, raw materials, and labor to perform all these operations.

The company can conduct negotiations in English. An English-language information memorandum prepared by Raiffeisen Investment AG, an Austrian investment bank, is available upon request. Tracom's financial statements are in compliance with Moldovan accounting standards, which generally meet international accounting requirements.

Contact: Dorin Recean, Consultant

Tel: +373 (2) 752-909

Fax: +373 (2) 752-933

Email: receand@afn.mldnet.com

Source: BISNIS Representative in Chisinau

Project #1 LeadLink,

<http://www.bisnis.doc.gov/bisnis/lead.cfm?129>

Project #2 LeadLink,

<http://www.bisnis.doc.gov/bisnis/lead.cfm?128>

ALTAI KRAI, RUSSIA

Industry: Heating Appliance Manufacturing
Company: Rubtsovsk Machine Building Plant

Rubtsovsk Machine Building Plant was established in 1959 and privatized in 1991. The company produces tracked vehicles with high cross-country ability, spare parts for road-building machines, spare parts for mining equipment, gas-stoves and heating appliances, and car trailers. Its annual sales exceed US\$1 million. The company has strong government contacts, and business experience with a large number of NIS countries.

The company seeks a U.S. investor to manufacture heaters with 11.6, 23.5 and 29 kW of power, using natural and condensed gas to heat an area of up to 100, 160, and 220 sq.m., respectively. A feasibility study in English is available.

Contact: Alexander A. Komarov, Director
204 Lenin Avenue
Rubtsovsk, Altai Krai 658215, Russia
Tel.: +7 (38557) 23755
Fax: +7 (38557) 23862
Website: <http://www.rubtsovsk.ru/firms/rmz>

Source: BISNIS Representative in Novosibirsk
LeadLink, <http://www.bisnis.doc.gov/bisnis/lead.cfm?224>

KHABAROVSK, RUSSIA

Industry: Fast-Food Restaurants
Company: Smith & Jones

Smith & Jones was set up in 1995 as a marketing and advertising department of American General Corporation (Seattle), which was the largest supplier of Western Family's brand foods to the Russian Far East at that time. Now, it is an independent, fast growing enterprise, employing 23 people. The main activities of the enterprise are strategic marketing, organizing promotional campaigns, and launching new products (including Western brands). The company's annual sales amount to \$500,000. Retail customers are the main buyers of the company's products. The management of the company is highly skilled and enthusiastic. All members of the Board have experience working with Western companies (Coca-Cola, American General, Pepsi-Cola), have been trained in the United States for food marketing, and are oriented toward a Western style of management.

The company seeks a partner to establish a chain of at least three fast-food restaurants in Khabarovsk. There are no similar kinds of restaurants in the Krai. The example of Magic Burger in Vladivostok, a successful fast food hamburger restaurant, shows that the demand for this kind of restaurant in the Russian Far East is great. The company needs an investment of \$130,000 to repair facilities and purchase equipment. The enterprise has a business plan for the establishment of fast food restaurants that is available in English upon request. The estimated payback time is 12-14 months. The expected monthly sales (at the first stage) are \$35-40,000.

Contact: Alexei Karpenko, Director

21 Gogol street
Khabarovsk, Russia
Tel: +7 (4212) 306-369, +7 (902) 403-1670
Fax: +7 (4212) 340-180
Email: dis77799@mail.ru

Source: BISNIS Representative in Khabarovsk
LeadLink, <http://www.bisnis.doc.gov/bisnis/lead.cfm?176>



Industry: Restaurant Equipment
Company: Gavan, Ltd.

Gavan, founded in 1993, is a rapidly growing family business engaged in fast-food production. The company has two large industrial facilities and a distribution chain; it has designed and patented several original sorts of dough and cream. The company's annual sales volume is US\$800,000. Since the company sells its own products, it does not pay the value-added tax. As a participant of a special social program, Gavan provides jobs for deaf people, which helps reduce other tax payments. In view of absolute transparency of the company's budget and strict financial discipline, Gavan enjoys the title of reliable taxpayer, awarded by the Krai administration. Gavan's marketing director was trained at the Russian-American education center in Khabarovsk with continuing education at the University of Alaska. The demand for the company's products constantly exceeds its industrial capacities.

Gavan wishes to become a distributor of a U.S. company (like Cambro) trading in diversified trays, self-service bars, food storage containers and racks, kitchen supplies, catering equipment, warehousing and storage systems. The company can conduct business in English.

Contact: Nina Vasilevna Manayeva, Director
18 Gogolja Str., Office 105
Khabarovsk, Russia
Tel/Fax: +7-4212) 306-843
Email: nmanayeva@gavan.kht.ru

Source: BISNIS Representative in Khabarovsk
LeadLink, <http://www.bisnis.doc.gov/bisnis/lead.cfm?100>

PERM, RUSSIA

Industry: Building Products
Company: MB & Company

MB & Company was established in 1998. Before the August 1998 financial crisis, the company was successful at importing high quality wallpaper into Perm oblast. Currently, the company has established a partnership with A.S. Creation Tapeten, a German wallpaper manufacturer and its former trade partner, to jointly manufacture wallpaper because it is no longer profitable to import high quality wallpaper.

MB & Company will invest its premises, distribution network, raw materials, and work force for the project. Its German partner will invest equipment and technology, and wallpaper designs. The company seeks a U.S. company to invest equip-

ment and wallpaper designs and to increase its working capital to set up a distribution network in the whole Urals region.

Contact: Maksim Baranov, Deputy Development Director
57, Ul. Sibirskaya, Perm, 614039 Russia
Tel: +7 (3422) 45-64-62
Fax: +7 (3422) 30-60-45

Source: BISNIS Representative in Yekaterinburg

LeadLink: <http://www.bisnis.doc.gov/bisnis/lead.cfm?150>

SAMARA, RUSSIA

Company: New Edem

Industry: Processed Cheese Production

The limited partnership New Edem emerged in 1989 from the former state enterprise Samara Butter and Cheese Factory, founded in 1937. New Edem leases 2,000 sq. m. of production and warehouse space. The company employs 240 people, 50 percent of whom are disabled workers; handicap employment provides some tax allowances according to the Russian legislation. The company does not pay VAT and pays a profit tax of only 17.5 percent (instead of 35 percent).

The company is involved in the production of processed cheese wrapped in foil (90 percent) and distribution of products (10 percent). Its annual production volumes were 687 tons in 1997, 625 tons in 1998, and 801 tons in 1999.

The company's main customers are private businesses and retail stores based in Samara and surrounding regions. It is the only manufacturer of processed cheese in Samara, covering about 90 percent of the local market, although there is competition from producers in Ulyanovsk, Kazan, and Penza.

The director and chief accountant of New Edem participated in a TACIS management training program in Europe in 1995 and 1996. The company was audited according to international accounting standards in 1999.

New Edem is interested in new technologies and equipment for the production of baby food, based on processed cheese; different types of convenient packaging, e.g., sliced cheese and individually wrapped cheese for serving in trains and planes; production of new types of products with processed and cream cheese; and refrigeration of raw materials and finished goods.

In case of partnership with a supplier, the New Edem company is ready to contribute production space, qualified personnel, and partial financing. Investment guarantees from the regional government may be available.

Contact: Vyacheslav N. Grishin
6 Chernorechenskaya Street
443030 Samara, Russia
Tel/Fax: +7 (8462) 411587

Source: BISNIS Representative in Samara

LeadLink: <http://www.bisnis.doc.gov/bisnis/lead.cfm?183>

TVER, RUSSIA

Industry: Textile Machinery and Equipment

Company: Iskozht-Tver

Iskozht-Tver was founded in 1935 and privatized in 1992. It is an open joint stock company with no government participation. Iskozht is a leading producer of manmade leather, tent materials, professional movie screens, oilcloths, rubber-coated cloths, and tube materials for venting mines (know-how for a new, light cloth). An established subsidiary of Iskozht, Poligran, manufactures shoe soles and granulated composites.

Iskozht expects its annual sales for 1999 to total US\$2.9 million (in 1998 – US\$2.7 million, 1997 – US\$2.7 million). Among its customers are state companies (4 percent), private businesses (89 percent), and retail stores (5 percent). Of these, some 60 percent are regional customers and 35 percent are federal. Iskozht exports to Bulgaria, and is a distributor for Ceeba (Switzerland) and a regular customer of Shell (Holland).

Currently, Iskozht employs 958 people with a high number of experts in the sector. It possesses a range of know-how and has a vast market for many of its products. The company is located on 36 hectares of land; its production facilities occupy 12 hectares.

Iskozht seeks to renovate its production equipment. The director is interested in contact with U.S. companies involved in the sector to find equipment, possibly used, for production of elastic soft polyurethane foam and for manufacturing tent materials. As Iskozht is not able to pay the entire sum for the equipment, it also seeks sources of finance for the project. A Western consulting company has prepared a market study for the Russian company. Iskozht has developed a business plan for both types of equipment.

Contact: Timur Kravets, General Director
Industrial'nay St., 13
170000 Russia, Tver
Tel: +7 (0822) 33-14-31
Fax: +7 (0822) 33-38-90

Source: BISNIS Representative in Moscow

LeadLink: <http://www.bisnis.doc.gov/bisnis/lead.cfm?240>

VANINO, RUSSIA

Industry: Fuel production & distribution (tanker)

Company: Transbunker JSC

The Transbunker joint stock company was founded in 1991 at the Vanino Commercial Sea Port to handle oil and petrochemical products trade and to provide Russian and foreign vessels with bunkering services. During the last 8 years, Transbunker has increased its handling and trading services eightfold, and it enjoys a reputation as one of the most successful companies in the Khabarovsk Krai. Today, the company employs 375 persons and has more than 180 permanent clients. In 1999, it sold 1.5 million tons of oil products. The company is an official supplier of marine and automobile oils of Chevron and British Petroleum.

The company is developing a network of gasoline stations in the districts of Sovetskaya Gavan, Vanino, and Komsomolskiy and along the Khabarovsk–Lidoga–Vanino highway, which is becoming a popular transportation route.

Transbunker owns four tankers and seeks foreign partners to expand its fleet by leasing or acquiring a few tankers of 1,500-3,500 tons of displacement. The vessels should be no older than 10 years and should be able carry gasoline in the northern conditions of the Bering Sea. Transbunker also seeks partners to construct a small oil refinery to produce diesel fuel for marine vessels.

Contact: Alexander Kashchuk, Director General
1 Zheleznodorozhnaya Street
Vanino, Russia
Tel.: +7 (237) 214-67, 515-98
Fax: +7 (237) 226-50
Email: trb@transb.vtc.ru
Website: www.transb.vtc.ru

Source: BISNIS Representative in Khabarovsk
LeadLink, <http://www.bisnis.doc.gov/bisnis/lead.cfm?153>

VLADIVOSTOK, RUSSIA

Industry: Food and Catering Services (coffee)
Company: AGUN

The majority of Primorsky Krai (region) residents drink instant coffee; however, there is a market segment interested in good quality roasted coffee beans. The beans available in the market are of poor quality, and their delivery is inconsistent. AGUN is a start-up company willing to pursue this niche.

The company seeks a U.S. coffee beans supplier. AGUN's plans are to sell coffee beans in retail stores, set up a coffee roasting facility, and open a number of coffee shops in Vladivostok. AGUN would like to promote an American brand of coffee and is interested in coffee-based drinks technology. The company has ordered espresso machines from an Italian supplier. Depending on its taste for projects in Russia, U.S. partner can choose different forms of cooperation with AGUN:

- * become a regular coffee bean supplier;
- * provide coffee roasting equipment for the project;
- * transfer coffee-based drinks technology; or
- * establish a joint venture in coffee shop business.

AGUN is committed to the project and will provide detailed information to all interested parties.

Contact: Andrey A. Fedorov, General Director
Volkova, # 61
Vladivostok, Russia 690092
Tel: +7 (4232) 238-656
Fax: +7 (4232) 264-705, 267-304
Email: pkp@fastmail.vladivostok.ru; csvlad@online.ru

Source: BISNIS Representative in Vladivostok
LeadLink, <http://www.bisnis.doc.gov/bisnis/lead.cfm?102>



Industry: Banking
Company: Primotsbank

Established in 1994 to serve public pension fund needs, Primotsbank is a full-service commercial bank. As of January 2000, it operated 2,250 ruble and 1,798 foreign currency corpo-

rate accounts. The number of individual accounts is 2,211, which reflects the bank's policy not to rely on personal savings due to political and currency risks. The bank serves over 100 government and municipal clients, primarily the Primorsky branches of Russia's Pension Fund. The latter owns about 30 percent of the bank's stock. The bank was audited by an international accounting company in 1996 and 1997. An audit conducted in early 2000 will cover the 1998-1999 activities of the bank.

Primotsbank offers a variety of banking services, including ruble and foreign currency transactions, plastic card and stock operations, and depositary services. The bank works under the U.S.-Russia Investment Fund's small business loan program. It is currently negotiating its participation in EBRD programs in the Russian Far East. Primotsbank provides services to its clients using modern computer and telecommunications technologies, such as computer telephony.

The bank increased its clientele base after the 1998 financial crisis, when larger banks experienced substantial financial difficulties. Many new clients, primarily in the fishing and timber industries, are engaged in foreign trade. The bank has chosen to focus on developing its international trade infrastructure. It has obtained permission to provide guarantees to the Russian Customs, which frees up its clients' working capital. Primotsbank is expanding its correspondent relationships to ensure the best value for its clients.

Primotsbank seeks to establish a correspondent relationship with a U.S. bank that has operations in New York, and preferably also on the U.S. West Coast.

Contact: Sergei V. Babichev, Deputy Chairman of the Board
44 Partizansky Prospect
Vladivostok, Russia 690106
Tel: +7 (4232) 421-407, 422-879
Fax: +7 (4232) 422-076
Email: DMV@PSKB.COM
Website: www.pskb.com

Source: BISNIS Representative in Vladivostok
LeadLink, <http://www.bisnis.doc.gov/bisnis/lead.cfm?168>

YEKATERINBURG, RUSSIA

Industry: Food Processing and Packaging Equipment
Company: Remekk

Remekk, one of the leading fish processing companies in the Urals, seeks a partner to reequip (used equipment is welcomed) its facilities to enlarge its market share up to 70 percent in Yekaterinburg and up to 55 percent in Sverdlovsk oblast. The company will carry 50 percent of the expenses necessary for factory's reequipment.

A feasibility study for the factory's reequipment has been conducted and is available upon request. The feasibility study shows that, with new imported equipment, the company will be able to decrease the time required for the fish smoking process from 3 working days to 18 hours, thus enabling the company to reduce its work force by half and to reduce production-related losses that occur during salting and smoking

by up to 30 percent. Remekk plans to reequip its smoking and salting department to increase the capacity of its manufacturing facilities, it also seeks new technology and equipment for environmental protection and water purification. Remekk will eagerly lease part of the necessary equipment. (The company will also purchase some of the used equipment, e.g., slicers, vacuum packing machines, defrosters, tinning equipment, and equipment to manufacture plastic packing materials). Sverdlovsk oblast government will provide tax privileges for foreign investors and joint ventures.

Contact: Vladimir Pestov, Director

145A, Ul. Malysheva
620049, Yekaterinburg Russia
Tel.: +7 (3432) 75-13-61, 74-48-11
Fax: +7 (3432) 74-48-11
Email: pestov@dialup.mplik.ru

Source: BISNIS Representative in Yekaterinburg

LeadLink, <http://www.bisnis.doc.gov/bisnis/lead.cfm?193>

UKRAINE

Industry: Fire-fighting materials; mineral water production and sales

Company: Halychyna

Halychyna is a private company established in 1993. The company specializes in wood processing, agriculture, and food processing. It owns 1.5 hectares of arable land and 1,500 sq. m. of production and office premises. The company holds trademark rights for Arshytsia mineral water, which it produces. Its annual sales total US\$200,000. The company has international business experience in exporting mineral water, processed wood, and processed food to NIS and Western European countries.

Halychyna plans to:

1. Expand its business to include production of fire-fighting materials for further distribution in Ukraine. (The company has a preliminary agreement to supply such materials to local fire extinguisher producers.); and

2. Expand its production of mineral water by purchasing additional equipment on lease or equity participation terms.

The company seeks a joint venture/ventures to:

1. Locally produce and sell fire-fighting materials; and
2. Develop its mineral water business by including a U.S. partner.

A business plan in Ukrainian is available upon request.

Contact: Liubomyr Saviuk, Deputy General Director

Andriy Reviuk, Deputy Director
54, Krypiakevycha Vul.
Kolomyja, Ivano-Frankivska Oblast, Ukraine
Tel: +380 (3433) 2-1948
Tel/Fax: +380 (3433) 2-2859
Email: vameta@litva.kiev.ua

Source: BISNIS Representative in Ukraine

LeadLink, <http://www.bisnis.doc.gov/bisnis/lead.cfm?133>

Industry: IT Solutions for Agriculture

Company: Socialni Tekhnologiji

Socialni Tekhnologiji was established in 1997. The company specializes in developing IT solutions (computerized company management systems) (25 percent of sales) and consulting services for agricultural and food processing companies in Ukraine (75 percent of sales). The company rents 300 sq. m. of office premises. It has experience in dealing with local agricultural companies. The company plans to expand its business by delivering modern American IT products to local customers.

Socialni Tekhnologiji seeks a distribution agreement or joint venture to provide high-quality management consulting services and management IT solutions to local agricultural, food processing, and distribution companies. These IT products may include operations and financial planning, and company diagnostic computerized systems. A business plan in English and Ukrainian is available upon request.

Contact: Olena Kaschejeva, Director

Ihor Khanin, General Director
17, Nabarezhna Lenina, Suite 516
Dnipropetrovsk 49100, Ukraine
Tel: +380 (562) 37-4187
Fax: +380 (567) 37-4769
Email: soctex@a-teleport.com

Interested U.S. companies are also encouraged to contact and/or send copy of their responses concerning this lead to:

Kostyantyn Shcherbina, Consultant
Ukrainian Center of Post-Privatization Support
P.O. Box 465/6, Kyiv 252150, Ukraine
Tel: +380 (44) 221-1268; 269-9900
Fax: +380 (44) 224-5200
Email: ks@ucpps.com; ucpps@ucpps.com
Website: www.ucpps.com

Source: Ukrainian Center of Post-Privatization Support and BISNIS Representative in Ukraine

LeadLink, <http://www.bisnis.doc.gov/bisnis/lead.cfm?171>

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Director: Anne Grey

Deputy Director: Trevor Gunn

Search for Partners Managing Editor: Ellen S. House

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BISNIS is pleased to gather and disseminate to U.S. companies promising **Search for Partners** leads from the NIS. Companies that wish to pursue these leads should directly contact the NIS company via the contact information listed.

BISNIS makes every effort to obtain valid contact information, but making contact with companies in many regions of the NIS can be difficult. Telephone calls to NIS companies may be hampered by the limited number of international and local lines in the NIS. Therefore, persistence is the key to contacting them via telephone. Additionally, not all NIS companies have fax machines that operate 24 hours a day. Sometimes several attempts may be necessary before a connection can be made. If you are having trouble reaching a company, try phoning/faxing at different times of the day, including during regular work hours (often 9AM to 6PM) in the region you are trying to contact.

Note: Although BISNIS representatives in the NIS occasionally provide last-resort assistance in contacting local companies listed in leads, BISNIS representatives in the NIS do not: provide additional market information in response to direct inquiries from U.S. companies, assist with negotiations, or conduct due diligence on local companies.

For additional commercial information about industries, regions, and companies in the NIS, contact BISNIS in Washington, D.C.