



U.S. DEPARTMENT OF COMMERCE  
International Trade Administration

# 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](http://www.bisnis.doc.gov). To receive the biweekly report, email BISNIS at [bisnis@ita.doc.gov](mailto:bisnis@ita.doc.gov) or call (202) 482-4655.

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### ARMENIA

**Industry:** Machine Tools & Metalworking Equipment

**Company:** Gohar

Gohar was established in 1986 and privatized in 1997. The company produces moulds, stamps, and dies for forging industries, foundries, and metal-stamping enterprises. It exports 99 percent of its products to the United Arab Emirates, Russia, India, and Germany. Its exports to Germany go to FWB-Pirmasens, which supplies the automotive industry (Opel, BMW, Daimler-Chrysler); Rowenta, which supplies tools for plastic and rubber parts; and Kommerling, which supplies tools to produce window frames. Gohar employs 60 people.

Gohar seeks a U.S. partner/equity investor to expand its capacity. The U.S. company is expected to provide new technology and equipment. Gohar will consider flexible cooperation options, including a reorganization to allow for partial

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ownership and profit sharing by a U.S. partner. Gohar will also contribute skilled personnel, existing production and storage facilities, and established export markets. A business plan in English is available. The company can conduct business in English.

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**Source:** BISNIS Representative in Armenia

**LeadLink,** <http://www.bisnis.doc.gov/bisnis/lead.cfm?328>



**Industry:** Food Processing & Packaging - Mineral Water

**Company:** Hankavan-2

Hankavan-2 was established in 1997 as a private company. It specializes in production of natural carbon dioxide (1,000 tons per year) and bottling of two brands of mineral water (20,000 bottles per day).

The company owns and operates a mineral water plant located 50 miles north of Yerevan, near some mineral water springs. Almost 90 percent of the company's production (0.5L

glass bottles of carbonated and noncarbonated mineral water) is exported to Middle Eastern and Central Asian countries.

Hankavan-2 wishes to expand its capacity. It seeks an U.S. joint venture partner/investor to upgrade existing facilities. The U.S. company is expected to provide modern bottling equipment. Proposed investment for this project is \$3-5 million, with an anticipated payback period of 4 years. Hankavan's highly qualified staff, existing equipment, established export markets, and financial resources are significant assets.

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**Source:** BISNIS Representative in Armenia  
**LeadLink:** <http://www.bisnis.doc.gov/bisnis/lead.cfm?323>



**Industry:** Home Furniture and Fixtures

**Company:** Yerevan Furniture Plant

Yerevan Furniture Plant was established in 1945. It was one of the largest furniture manufacturers in the Soviet Union. The plant was privatized in 1995 and turned into an open joint-stock company. The company produces high-quality office and household furniture.

Yerevan Furniture owns two other companies—Sil Profile (production of doors, frames, and other aluminum structures), and Sil Neon (production of neon signs).

Yerevan Furniture plans to expand its production and sales, and increase the assortment of its products. The company seeks a U.S. partner that will provide marketing assistance to export Yerevan Furniture's products to third countries.

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**Source:** BISNIS Representative in Armenia  
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## **KAZAKHSTAN**

**Industry:** Furniture & Construction Materials

**Company:** Pavlodar-Pinskdvrev

Pavlodar-Pinskdvrev (PP), a furniture production mill established in 1966 and privatized in 1999, specializes in the production of furniture sets (office, kitchen, bedroom), furniture items, staircases, doors, and specialized woodwork (e.g., a wooden interior for an Orthodox cathedral in Pavlodar).

PP is located in Pavlodar, an industrial center in northern Kazakhstan, which is situated near the Russian cities of Novosibirsk, Omsk, and Barnaul. The firm currently employs 200 people. Its six outlets/showrooms are located in Pavlodar, Almaty, Astana, Semipalatinsk, Ust-Kamenagorsk, and Karaganda. The company plans to expand its network of outlets to cover southern and western Kazakhstan (Shymkent,

Taraz, Aktau, and Atyrau). For a recent operational period of 8 months, its production volume totaled approximately US\$300,000. According to the firm's representative, the company is profitable.

In 1998-99, the firm attended international specialized exhibitions in Moscow and Almaty to collect full information about potential suppliers of raw materials, prefabricated units, and potential competitors. Currently, PP has a strong working relationship with suppliers of prefabricated units from Italy, Germany, and Poland. The production lines used at the mill are Trimak (Italy) and Lignakon, Homag, Altendorf (Germany). According to PP, a wide range of PP products are in demand in the Kazakhstani market because of their high quality and competitive pricing. In 2000, the firm plans to increase its production volume and expand market share. PP has invited an expert from the International Executive Service Corps, a U.S. non-profit business development organization, to help it develop modern marketing techniques to increase sales in Kazakhstan.

PP seeks a U.S. partner to further develop its business in Kazakhstan. PP is interested in attracting capital (US\$500,000) to rehabilitate the workshops of the mill that are not currently in use and to purchase additional highly efficient production equipment. Business projections in Russian are available upon request. The company can conduct business in English.

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**Source:** BISNIS Representative in Kazakhstan  
**LeadLink:** <http://www.bisnis.doc.gov/bisnis/lead.cfm?194>



**Industry:** Computer Software and Services/IT

**Company:** Zharykh

Zharykh, a private Kazakhstani company, was established in 1991. The firm specializes in providing telecommunication services in Kazakhstan. Some of Zharykh's projects are: (1) installation of 250 satellite TV receiving stations throughout Kazakhstan to develop Kazakhstani TV program reception system in 1991-93; (2) construction and operation of standard F3 satellite telecommunication station in conjunction with Telstra (Australia) in 1994; (3) construction and operation of satellite stations network via a Very Small Aperture Terminal system in Kazakhstan in conjunction with Belcom (U.S.) in 1995; (4) provision of international satellite telecommunication services via Inmarsat terminals and functioning as an international settlement and directing organization in Inmarsat system in accordance with the assignment of the Ministry of Telecommunications of Kazakhstan in 1993-2000; and (5) establishment of the national radio telecommunications network in Kazakhstan with Protocall Ventures (U.K.) in 1996.

Zharykh is a founder of several successfully operating joint ventures: (1) Alma TV, providing multiprogram, cable TV services, and Alma-Page, personal paging services in Almaty

(a Kazakhstan-U.S. joint venture (JV)); (2) Spektrum, developing a united trunk network in Kazakhstan. Trunked radio systems have been established in Almaty, Astana, Aktau, Atyrau, Ust-Kamenogorsk, Pavlodar, Karaganda, and Kulsary (a Kazakhstan-U.K.-U.S.-EBRD JV); (3) Kazpage, uniting paging companies in more than 20 cities in Kazakhstan (a Kazakhstan-U.S. JV); (4) Inkatel, creating satellite telecommunications network in Kazakhstan (a Kazakhstan-Indonesia JV); (5) Instaphone, creating and operating local radio telecommunication networks for fixed users (a Kazakhstan-U.S. JV); (6) ASIBO, developing a security signaling system in Kazakhstan (a Kazakhstan-Kazakhstan JV).

Zharykh currently employs 29 people. Its head office is located in Almaty. Its annual sales volume is approximately US\$1.3 million. Zharykh is planning to expand its business to include the creation of an interactive network for distance learning to integrate high-speed Internet and digital audio and video broadcasting in rural Kazakhstan. Zharykh owns a technical facility and necessary hardware and holds a license to provide telecommunication services in Kazakhstan. To implement this project, Zharykh seeks an investment of US\$10 million. A business plan for the project was prepared with the participation of EBRD Kazakhstan Postprivatization Fund, which is planning to partially finance Zharykh's project. According to Zharykh's representative, the project will receive tax benefits, which will increase its profitability.

Zharykh seeks U.S. partners that can supply appropriate software and has the experience to implement its distance learning project in Kazakhstan. The first stage of the project will include a distance learning service, digital television and radio broadcasting, and Internet. The second stage of the project will include use of debit cards for payments and settlements; distribution of national newspapers; business communication; and creation of corporate networks for universities, institutes, banks and other commercial organizations. A business plan in English is available upon request. The company can conduct business in English.

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**Source:** BISNIS Representative in Kazakhstan  
**LeadLink,** <http://www.bisnis.doc.gov/bisnis/lead.cfm?260>

## **KYRGYZSTAN**

**Industry:** Textiles & Fabrics  
**Company:** Kyrgyz Worsted-Wool Factory

Kyrgyz Worsted-Wool Factory is the leading enterprise of the textile industry in Central Asia. It was established in 1963 and privatized in 1992. Currently, the company has a large industrial facility providing a complete technological chain from washed wool to finished fabric. Its basic products are semi-woolen and woolen clothing fabrics and yarn, and plaids and woolen blankets that are known abroad. The International

Wool Secretary has awarded the company's fabrics a "woolblendmark" that confirms their conformity to Western standards. The company uses locally produced wool, dyes of Italian, German, and Swiss firms, and synthetic fibers from Russia and Belarus. The capacity of the plant is 30,000 spindles of yarn and 3.1 million meters of fabrics. The total amount of installed equipment is 1,038 units. The company uses equipment of the following firms: Beninger Co. Ltd, Comet S.P.U., Famit, Biella Shrunk Process, N.S.C.N. Schlumberger&Cie, Muratec, Maria Crosta, Befama, and Textima. In order to increase its fabrics' competitiveness on the world market, in 1996, the company completed a reconstruction of its operation facilities at a cost of US\$5 million. The major trade partners of the company are Italy, Uzbekistan, Russia, Kazakstan, Turkey, India, and China. In 2000, the company plans to produce 1 million linear meters of fabric and 800 tons of yarn. The company has 1,300 employees and owns 103,500 sq.m. of indoor space, including 52,100 sq.m. of industrial space. The company's annual sales were US\$10 million in 1997, US\$4.2 million in 1998, and US\$2 million in 1999.

The company seeks a U.S. investor to invest US\$1.5 million to purchase an additional 1,000 tons of wool during the sheep-shearing season and to increase fabric output up to 2.5 million meters. A prospective investor will have the right of ownership for 40 percent of the company's shares and the right to sell 40 percent of the company's fabric VAT free. The company has a number of long-term export contracts. The company can also offer other proposals for cooperation with prospective partners.

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**Source:** BISNIS representative in Kyrgyzstan  
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**Industry:** Construction (hotel and recreation facilities)  
**Company:** Ak-Maral joint-stock company

Ak-Maral was established in 1985 and privatized in 1993. Currently, the company specializes in manufacturing telecommunications equipment and systems (80 percent), commercial appliances (10 percent), and consumer goods (10 percent). The company is also the distributor for LG-Electronics, Tefal, and Rowenta in Kyrgyzstan, and has a long-term trade agreement with the Alcatel company of Turkey. Ak-Maral has 350 employees and owns 47,670 sq.m. of space, including 40,000 sq.m. of radio-assembly plant space, 5,400 sq.m. of office space, and 2,270 sq.m. of trade and warehouse area. Currently, the

company's annual sales are US\$2.0 million.

The company seeks a U.S. partner to complete construction of a recreation center at Ak-Maral's 40-hectare recreation facility at lake Issyk-Kul in northeastern Kyrgyzstan. The facility includes a four-star hotel, a bungalow, a restaurant, and a casino. The company has already completed construction of three cottages and developed roads, communications lines, and water supply, at a cost of US\$1.75 million. The company has a business plan for the construction project developed by specialists from the Bureau of Representatives of French Enterprises in Central Asia (BREFAC). Project completion is expected to take 5 years. The EBRD plans to invest US\$1 million in the project. A prospective partner is expected to invest US\$2.5 million in the project. Government support includes tax privileges for the project until the EBRD credit is paid off.

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**Source:** BISNIS representative in Kyrgyzstan  
**LeadLink:** <http://www.bisnis.doc.gov/bisnis/lead.cfm?264>

## **MOLDOVA**

**Industry:** Handicrafts (ceramics)

**Company:** Triptih

Triptih is a Moldovan producer of handmade ceramic items. Established in 1991 and currently employing 57 people, the company has some 8 years of experience exporting its products to Russia, Germany, the Netherlands, and Bulgaria. The company produces highly artistic ceramics, such as vases of different styles and sizes—with styles ranging from antique Greek and Roman to Baroque, Renaissance, and Rococo to modern and postmodern; ornamental pots for trees and flowers, and wall hangings. The company also produces ceramics items according to customer specifications.

Triptih owns 0.7 hectares of land. It is in the process of finishing construction of new company premises, which will include a production area of 2,790 square meters. Private customers generate 90 percent of company sales.

Triptih would like to establish a joint venture for the production and sale of ceramics. Alternatively, it is willing to offer a 5-10 percent commission on all sales made by a U.S. distributor of Triptih products. Triptih has financial statements that comply with international accounting standards. The company manager can conduct negotiations in English.

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**Source:** BISNIS Representative in Moldova  
**LeadLink:** <http://www.bisnis.doc.gov/bisnis/lead.cfm?181>



**Industry:** Food Processing and Packaging (walnuts)

**Company:** Overed S.R.L.

The Moldovan walnut processor Overed S.R.L. has been a successful exporter of Moldovan walnuts to Western markets since 1998. Its annual sales are US\$300,000. In 1999, the company processed 100 tons of walnuts. The company plans to increase its sales to US\$4-6 million.

Overed's facilities occupy an area of 627 square meters. Its self-valued assets total US\$125,000. The company claims to have the best technological processes in the region. It also boasts significant walnut collection and processing experience. The company claims it can increase its output five-fold, using existing equipment and facilities.

Overed S.R.L. is looking for a qualified U.S. partner to set up a joint venture to market its processed walnuts worldwide. The Moldovan company is also looking for technical assistance to plant and grow walnuts. If desirable, the U.S. partner may be offered the opportunity to participate financially and technically in the acquisition of land in Moldova and planting, growing, and collection of walnuts for subsequent processing. The Moldovan company holds a license to export walnuts from Moldova. Overed SRL can conduct negotiations in English. The company's financial statements are prepared according to Moldovan accounting standards, which are in compliance with International Accounting Standards.

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**Source:** BISNIS Representative in Moldova  
**LeadLink:** <http://www.bisnis.doc.gov/bisnis/lead.cfm?196>

## **KALUGA, RUSSIA**

**Industry:** Tourism Facilities

**Company:** National Park Ugra

National Park Ugra, located on 98,623 metric hectares of land 200 kms southwest of Moscow, seeks a U.S. company to invest in the construction of guest houses/cottages on the Ugra river bank.

Currently, the park is used by visitors from Moscow and Moscow Oblast for short-term visits due to its convenient location, rich nature, and good ecological conditions. Family tourism in ecologically safe places is very popular among Moscow residents, who often seek refuge from Moscow's urban conditions (poor air quality, etc.).

The park's administration is very interested in developing the local tourism infrastructure. Its goal is to attract visitors who will stay for a weekend or vacation in the park.

The park administration will facilitate the project's imple-

mentation and issue a license for conducting activities on the territory of the park. According to the park administration, tax incentives will be provided by the regional administration. Proposed investment for this project is US\$260,000.

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**Source:** BISNIS Representative in Moscow  
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## **MOSCOW, RUSSIA**

**Industry:** Travel & Tourism Services  
**Company:** Specialized Travel Agency

A group of entrepreneurs representing three companies seek to open up the Specialized Travel Agency (STA). This agency would offer exclusive and unique tour packages targeting Moscow's middle and upper classes, particularly those who enjoy concerts, sporting events, or other alternative vacation events worldwide, as potential clients. The entrepreneurs represent three companies, lead by Silver Rain Radio Station, one of the top five FM radio stations in Russia, which generates over US\$1.5 million in sales annually.

STA would have a number of competitive advantages over many other travel agencies in terms of market access. The three Russian companies participating in the project own one of the elite Russian magazines that features travel and entertainment. Furthermore, Silver Rain has branches in 15 major Russian cities. According to project leader Dmitriy Sintsov, the dynamic start-up team includes young and enthusiastic professionals and executive managers that have experience in opening new businesses in Russia. Several specialists are bilingual, and the operations manager has extensive experience in international logistics.

According to the company's market study, despite the great number of various travel agencies and tour operators in Moscow, the niche for entertainment tour packages is not saturated. Furthermore, approximately 2 million Muscovites spend their vacations abroad annually. Among these tourists, 25 percent are VIP travelers. Unlike other travelers, who explore travel options in accordance with income constraints, Russia's rich plan vacations mainly based on their interests. This group will become the main target market for STA.

Currently, STA seeks a U.S. partner that specializes in selling entertainment tour packages to rock concerts, sporting events, or other alternative vacation events worldwide. The project group and its participating companies are ready to launch the project immediately are willing to discuss the form of cooperation.

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**Source:** BISNIS Representative in Moscow  
**LeadLink:** <http://www.bisnis.doc.gov/bisnis/lead.cfm?239>



**Industry:** Travel & Tourism Services  
**Company:** Mosco

Travel agency Mosco was established in 1989 and currently employs 43 people. It is a closed joint stock company with no government participation. Mosco leases 160 square meters of office space in downtown Moscow.

Mosco generates US\$8.5 million in annual sales by providing tourism services to private businesses (70 percent), state companies (20 percent), and individuals (10 percent). Among these customers, 20 percent are local, 15 percent—regional, 15 percent—federal, and 50 percent are international customers. Mosco has vast international business experience servicing such companies as Baker Hughes, Heinz, Conoco Int'l Petroleum Co., Deutsche Bank, Citibank, Agip, Bovis, and British Petroleum. For 10 years, Mosco has been successful on this highly competitive market because of its wide spectrum of services, flexible pricing, and high standards of corporate service. It has also developed a regional agent network.

Currently, the Mosco company seeks a U.S. travel agency to jointly participate in arranging travel for U.S. tourists in Russia and other countries of the former Soviet Union. Mosco will provide complete service to tourist and business travelers including visa support, lodging and meals, transportation, tours, social events and entertainment. The Russian company will provide the needed financing for the project. Mosco has been audited in accordance with GAAP.

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**Source:** BISNIS Representative in Moscow  
**LeadLink:** <http://www.bisnis.doc.gov/bisnis/lead.cfm?247>

## **SOVETSKAYA GAVAN, RUSSIA**

**Industry:** Timber/Wood Processing  
**Company:** Hermes Ltd.

Hermes Ltd. was established in 1991 and is noted among the most reputable and successful operations in Sovetskaya Gavan. The company has 300 employees and is engaged in several businesses. Hermes produces 15,000 cubic meters of timber, and its wood processing shop manufactures wooden construction materials and furniture. Also, the company operates six cargo vessels shipping logs to Japan and Korea. The company seeks a foreign partner to introduce more sophisticated woodworking technologies and to market its wood products in Pacific Rim countries.

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**Source:** BISNIS Representative in Khabarovsk

**LeadLink,** <http://www.bisnis.doc.gov/bisnis/lead.cfm?151>



**Industry:** Food Production (sausage and bakery goods)

**Company:** Agora, Ltd.

For a decade, Agora Ltd. has been the largest trading company in Sovetskaya Gavan, Khabarovsk Krai. The company employs 190 people and operates nine stores and large, well-equipped warehouses. The company enjoys a 30 percent share of the food market in Sovetskaya Gavan (population 35,000) and Vanino (population 18,000). Agora also supplies food for fishing and cargo vessels as well as timber companies working in remote regions.

The company seeks foreign partners to develop sausage production and a bakery in Sovetskaya Gavan. Products could be sold through Agora's network of stores. The company's management has experience doing business internationally.

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**Source:** BISNIS Representative in Khabarovsk

**LeadLink,** <http://www.bisnis.doc.gov/bisnis/lead.cfm?152>

## **TVER, RUSSIA**

**Industry:** Food Processing and Packaging (beer)

**Company:** Afanasy-Beer

The open joint-stock company Afanasy-Beer is one of the leading breweries in Russia. Afanasy-Beer is a subsidiary of Tver-Beer, which was first established in 1887 by an Austrian entrepreneur. Afanasy, established in 1998 and completely renovated in 1999, is equipped with German and Czech machinery. It employs 850 people. Afanasy beer wins gold medals and diplomas at various trade shows.

In 1999, Afanasy's sales totaled US\$5 million (1998—\$3.9 million, 1997—\$3.5 million). The company sells over 90 percent of its product to private business; 69 percent of its clients are regional businesses. Afanasy has a well developed dealers' network and representative offices in Moscow and Sochi. Only 1 percent of the clients are international, but Afanasy has vast international trade experience. It has been importing raw materials, equipment, and spare parts for over 5 years (also while part of Tver-Beer). Its long-term trade partners are mainly German companies such as Oy Lahden Polttimo AB, Kroness Ag, Tuchenhagen GmbH, Illochroma, and others. Afanasy also exports its beer to Germany. Its personnel of various levels regularly attend training in Germany.

Afanasy-Beer is interested in meeting with U.S. beer producers to discuss possible licenses for brewing American beer in Tver, and Afanasy beer in the United States.

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**Source:** BISNIS Representative in Moscow

**LeadLink,** <http://www.bisnis.doc.gov/bisnis/lead.cfm?245>

## **ULYANOVSK, RUSSIA**

**Industry:** Textiles

**Company:** Elegant

The Elegant open joint-stock company is an Ulyanovsk regional garment factory producing men's and women's outerwear. It was founded in 1936 and privatized in 1992. The Ulyanovsk regional government owns 20 percent of the enterprise. The company currently owns 20,000 sq. meters of the equipped production space and employs 2,000 people. Average annual sales for 1997-99 were US\$2.05 million.

Elegant has conducted foreign activity since 1993 with partners from Germany, Great Britain, and Canada. Elegant produces clothes from raw materials and patterns of the foreign partner. The finished products are usually exported; 95 percent of Elegant's buyers are foreign and 5 percent are local.

Its competitive advantages follow: leader in the regional market; modern equipment and technologies; 4-year experience of international activity; highly qualified staff—the company has a college for seamstresses and the chief engineer received training in Germany during 1996-97.

Elegant is looking for a U.S. partner company to produce clothes on Elegant's premises from the partner's fabric and patterns with subsequent export of the finished products. Such cooperation will reduce costs of production. Elegant company will take responsibility for customs clearance, export licenses, and certificates. Elegant can conduct business in English and will consider any offers.

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**Source:** BISNIS Representative in Samara

**LeadLink,** <http://www.bisnis.doc.gov/bisnis/lead.cfm?243>

## **VANINO, RUSSIA**

**Industry:** Timber/Wood Processing

**Company:** Extrales

Extrales is a limited liability company engaged in wood processing and production of logs, wood chips, and lumber materials. The company was established in 1996 and employs 150 people. It owns 250 sq. m. of office space, and 400,000 sq. m. of production and storage facilities. Ninety-five percent of the company's output is exported to Japan, South Korea, and China. Extrales remains the only company in the region engaged in production of wood chips and one of the leading

lumber materials producers. The company has had a successful 4-year trading experience with Nichimen Corp. (Japan).

The company plans to increase the wood chips output to over 10,000 BDMT (about 30,000 cub. m.) annually for further export to the Japanese, Korean, and Chinese markets. It seeks an American partner to participate in production of wood chips, with further marketing of the product in Pacific Rim countries.

The company can communicate in English. A business plan in Russian and English is available upon request.

**Contact:** Andrei A. Vasilkov, Director General  
22 Clubnaya St., Vanino, Khabarovsk Krai, Russia  
Tel.: +7 (42137) 265-62  
Fax: +7 (42137) 508-80  
Email: [extrales@extra.vanino.ru](mailto:extrales@extra.vanino.ru)

**Source:** BISNIS Representative in Khabarovsk

**LeadLink**, <http://www.bisnis.doc.gov/bisnis/lead.cfm?178>

## **YUZHNO-SAKHALINSK, RUSSIA**

**Industry:** Fishing—Sales/Marketing

**Company:** Kompile, Ltd.

Kompile was organized in 1994 and is involved in fishing and the wholesale trade of fish, seafood, and canned fish. The company has 30 employees and 200 sq. m. (2,153 sq. feet) of office facilities. Sales totaled about US\$4.5 million in 1999. Major customers are private companies, of which 15 percent are local, 15 percent—regional, and 70 percent—federal. The company has strong, well-established ties with partners, and its share on the local fish market is more than 20 percent. The company is trying to expand the market for its products.

Kompile is looking for a U.S. partner that can help to market seafood (possible sales to Asia-Pacific countries). Financing may be needed in order to increase the trade turnover in the initial stage of the project. The company may be interested in establishing a joint venture.

**Contact:** Alexander Shpitanov, Financial Director  
285A Lenin Str., Yuzhno-Sakhalinsk, Russia 693000  
Tel +7 (4242) 420865  
Fax +7 (4242) 237466  
Email: [kompile@mail.ru](mailto:kompile@mail.ru)

**Source:** BISNIS representative in Yuzhno-Sakhalinsk. In case of difficulty contacting the company, send your info via the BISNIS representative: [bisnisYS@fraec.org](mailto:bisnisYS@fraec.org), satellite fax +7 (509) 95 1540 (accessible through SPRINT).

**LeadLink**, <http://www.bisnis.doc.gov/bisnis/lead.cfm?256>

## **UKRAINE**

**Industry:** Insurance

**Company:** WELTA

WELTA was established in 1995. The company specializes in personal and property insurance services. Its annual sales total US\$220,000. WELTA has licenses for all kinds of risk insurance and is accredited with the Ukrainian Transportation Bureau, the Ukrainian Aviation Bureau, the Ukrainian Maritime Bureau, and the National Aeronautic Agency. It is

also a member of the Kharkiv Regional Transport Infrastructure Association. The company has 3 years of international business experience with the insurance companies Avikos (Russia), Mercury (Britain), Hopasist (Turkey), and Kaliptus (Cyprus). The company plans to expand its business to establish cooperation with U.S. insurance companies.

The company seeks a cooperation agreement with U.S. insurance companies for co-insurance. The company also wants to become a representative of U.S. insurance companies in Ukraine. A business plan in English is available.

**Contact:** Andriy Sorokin, General Director  
2, Karazina Vul., Kharkiv, Ukraine, 61002  
Tel: +380 (572) 19-9919; 19-9920  
Fax: +380 (572) 14-9356  
Email: [skwelta@vlink.kharkov.ua](mailto:skwelta@vlink.kharkov.ua)

**Source:** BISNIS Representative in Ukraine

**LeadLink**, <http://www.bisnis.doc.gov/bisnis/lead.cfm?154>

## **UZBEKISTAN**

**Industry:** Paper and paperboard

**Company:** Uzbek Qogoz

Uzbek Qogoz joint-stock company, partially state-owned and founded in 1932, is the only enterprise in Central Asia that produces pulp and paper products. Currently, the company produces notebooks, wrapping paper, cardboard, and toilet paper. Uzbek Qogoz is currently constructing a new plant for production of cellulose paper products. The company needs new technologies and equipment to increase its assortment of finished products and expand operations to meet growing market demand.

The company seeks to establish a joint venture with a U.S. company. The Uzbek company offers 50 percent of its shares to foreign investors (including the new factory in Yangi Yul). It needs to install equipment for cutting paper, equipment for production of wrapping paper, cardboard, and toilet paper, as well as new types of paper used for printing. The Uzbek company will provide space for production, maintenance of infrastructure, and labor. The company can conduct negotiations in English.

**Contact:** Raisa Zakharchenko, Head, Planning Department  
23 Fargona Yuli St., Tashkent 700005 Uzbekistan  
Tel: +998 (71) 191-65-88  
Fax: +998 (71) 120-65-34

**Source:** BISNIS Representative in Uzbekistan

**LeadLink**, <http://www.bisnis.doc.gov/bisnis/lead.cfm?238>

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**202-482-2293** (fax)

**bisnis@ita.doc.gov** (email)

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## ***NOTICE***

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.