



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. To receive the biweekly report, email BISNIS at bisnis@ita.doc.gov or call (202) 482-4655.

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ARMENIA

Industry: Plastic Materials & Resin

Company: Polyplast JSC

Polyplast JSC was established in 1982 and privatized in 1996. The company produces a wide range of plastic household items, pipes, polyethylene film and bags, linoleum, and artificial leather. During the Soviet period, the factory was one of the main suppliers for such Russian automobile plants as AvtoVAZ and Moskvich.

Polyplast established a joint venture with Harwal, Ltd. (Dubai, United Arab Emirates) in 1997.

Polyplast plans to expand its production and sales, and increase its assortment of products. The company seeks a U.S. partner to provide marketing assistance to distribute Polyplast's products to third countries.

Contact: Vardges Majaryan, General Director

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Source: BISNIS Representative in Armenia

LeadLink, <http://www.bisnis.doc.gov/bisnis/lead.cfm?319>



Industry: Internet-Related Services

Company: Armenian Computer Center

Armenian Computer Center (ACC) was established in 1988 as a private company engaged in the information technologies (IT) sector. It is the second largest Internet service provider and one of the fastest growing companies in Armenia. Its customer base includes all major government organizations, banks, large businesses, and individuals.

ACC plans to upgrade its facilities to provide a wider range of Internet services. For this, the company wishes to procure and import U.S.-made telecommunications equipment, including modem pools and servers. The company has a business plan in English and can communicate in English.

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Source: BISNIS Representative in Armenia
LeadLink: <http://www.bisnis.doc.gov/bisnis/lead.cfm?387>



Industry: Medical Equipment and Products
Company: MeS

MeS was founded in 1992 in Yerevan as a private company. It specializes in the import and wholesale distribution of medical equipment and supplies. The company has dealership agreements with several established Western suppliers of medical equipment, including Radiometer (Denmark) and PerkinElmer (USA).

MeS seeks a U.S. supplier of medical and diagnostic equipment for communicable disease centers (CDC). Proposed investment for this project is \$400,000. MeS will contribute all of its facilities as well as its established distribution channels. 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?345>



Industry: Automotive Dealers and Service Stations
Company: RR Ltd.

RR Ltd. was established in 1991 as a private company. It specializes in wholesale and retail car sales. The company also supplies spare parts and provides repair services. RR has dealership agreements with Russian AvtoVAZ and GAZ, as well as with FIAT and Peugeot. RR owns 2,500 sq. m. of showroom and a 10,000 sq. m. service center located 5 minutes from the showroom. The company's car repair and service center has modern Western equipment, including 17 hydraulic lifts, a dryer, and other equipment supplied by Italian companies. RR employs 70 people, including qualified repair and service personnel. The company's annual sales in 1999 totaled \$10 million.

RR seeks to become a distributor/dealer for a U.S. car manufacturer. RR's contribution will include its all existing facilities, distribution channels, and qualified personnel. 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?339>

AZERBAIJAN

Industry: General Merchandise Stores (consumer goods)
Company: TSUM

The Central Department Store TSUM was established in 1961 and privatized in 1997. TSUM is an open joint-stock company and its main activity is retail outlet operations in its six-floor building in downtown Baku. Total area of the building is 10,500 sq.m. of which 4,500 sq.m. serves for training, 6,000 sq.m. for warehouse. TSUM employs 750 people. Besides retail outlets, TSUM has a fashion atelier, cafeteria, and tea and confectionary facilities. The annual volume of sales total US\$2,697,000.

TSUM has been involved in foreign economic activities since 1992. Multisales contracts have been underway between retailers and companies from France, Turkey, the United States, England, Italy, Russia, India, China, Egypt, and Lebanon. The foreign companies with which TSUM has worked include Orient, SEIKO, Citizen, Olympus, Panasonic from Japan; Samsung, LG, Supra from South Korea; Valentino, Erreggi, Vanda Aragola, Dela Sinza, Celentano, Shaden, Altabelli, Epos, Augusto from Italy; Bulachi from Holland; Sazzera from China; Pierre Cardin, Roberto, L'Oreal from France; and Camera and Golden Toys from Taiwan.

TSUM is interested in establishing a joint venture and in concluding retail and wholesale contracts with several U.S. companies for many types of consumer goods. TSUM plans to install escalators between the first and fifth floors, install a new air-conditioning system for the building, open new outlets furnished with modern equipment, upgrade the passenger and cargo elevators, etc., and is seeking an American partner to undertake these projects as well as proposals for these renovation projects.

TSUM is also interested in becoming a distributor and representative for industrial goods manufactured in the United States, as well as for sales of the following types of goods: textiles, shoes, children's goods, audio/video electronics, telephones, construction materials, leather goods, perfume and cosmetics, clothes and apparel, jewelry, stationery, and confectionaries.

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Source: BISNIS Representative in Azerbaijan
LeadLink: <http://www.bisnis.doc.gov/bisnis/lead.cfm?391>



Industry: Recreational Equipment
Company: Mirage

Mirage is a private company established in 1995. It is involved in yacht and boat production, delivery, service, and maintenance, and also performs market research. The company also does additional business in beer bottling and sales,

and information technology and software development. The main buyers of its products and services are government—25 percent, private businesses—40 percent, and others—35 percent. All the buyers are local.

The company is the only one engaged in yacht and boat production, delivery, service, and maintenance in the region. There are only 24 yachts and boats in Baku, all made in Russia before 1990. Mirage is staffed with experienced specialists for maintenance of this kind of equipment.

Mirage has 6 years of foreign experience; in 1993–94, it served as representative office of DHL; in 1994, it represented Noludg Ekspress and Virta; and currently, it is involved with several beer bottlers in Germany and England.

Mirage wants to establish an elite yacht club and provide numerous recreational services; build and provide technical maintenance for a 150-300 place floating and covered boat stall; and expand its production of 6-24 meter yachts and motor boats. Its proposed role in the project is to provide the territory and documentation, obtain all the licenses and technical documents, participate in the construction works, and provide partial financing of the project. Mirage seeks financing from a U.S. partner as well as expertise for developing the project. Expected investment is US\$1.5 million, with a 2-3 year payback period. Mirage is able to finance about 20 percent of the project, will apply to banks for financing, and enjoys the support of the Baku Mayor's office.

Mirage is also interested in representing or become a distributor of yacht, motorboat, and recreational products companies in Azerbaijan.

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Source: BISNIS Representative in Azerbaijan
LeadLink, <http://www.bisnis.doc.gov/bisnis/lead.cfm?394>

GEORGIA

Industry: Food Processing & Packaging Equipment
Company: NIA

NIA, a joint-stock company located northeast of Tbilisi, produces Georgian red wines, pastry goods, Tarragon vodka, fresh spring water, and various types of sausages. It was established in 1964 and privatized in 1997. It has 150 employees. Working at less than full capacity, the factory produces red wine worth US\$150,000, pastry goods worth US\$100,000, and fresh water worth \$60,000. The company has a modern German-made pastry production line, and a modern wine-pouring line. In addition it has had the same grape supplier for 20 years; thus, the wine produced by this company is cheaper than other local wines. The company was one of the biggest suppliers of wine and pastry goods to former Soviet Union.

The company is looking for a partner to provide modern equipment for packaging and labeling of the products. It will provide its plant and equipment, professional knowledge,

cheap professional labor force, and network of distribution.

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Source: BISNIS Representative in Georgia
LeadLink, <http://www.bisnis.doc.gov/bisnis/lead.cfm?389>

KAZAKHSTAN

Industry: Electric, Gas, & Sanitary Services
Company: Intersnab, Ltd.

Intersnab, Ltd., established in 1998, specializes in supplying liquid gas to consumers in Pavlodar and Pavlodar oblast and in the production of mineral/biological resources. Intersnab has expanded into a group of companies, which now includes Intersnabgasservice (liquid gas, number of employees: 32); Baikonys, Ak Shagala, and Altyn Su (production of mineral/biological resources, number of employees: 30).

Intersnab is based in Pavlodar, an industrial center in northern Kazakhstan. The firm owns a gas-filling station with storage tanks for 750 tons of liquid gas; motor vehicles to deliver gas to consumers in Pavlodar and Pavlodar oblast; a production area; and repair workshops. According to the firm's representative, Intersnab covers approximately 70 percent of the Pavlodar regional market. The firm holds a state life-term license to conduct its business. In 1999, its sales volume totaled US\$327,000. The firm plans to supply liquid gas to neighboring regions in Kazakhstan.

According to Intersnab, the government of Kazakhstan issued a resolution that provides for the mandatory replacement of centralized gas delivery units for apartment buildings with individual containers of high safety. Intersnab has started the implementation of this program in Pavlodar. In 2000-2001, the firm plans to install approximately 80,000 individual containers in Pavlodar oblast.

Intersnab seeks a U.S. partner/supplier of highly efficient equipment to fill individual containers (27 liters and 50 liters) with gas and an automated line to repair and confirm quality control of containers and fittings. Intersnab is interested in becoming a dealer for a U.S. producer/supplier of above-mentioned equipment in Kazakhstan. 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?179>

KYRGYZSTAN

Industry: Food Processing and Packaging
Company: Bishkek-Nan joint-stock company

The Bishkek-Nan company was registered in 1996 and is a private company. Currently, the company specializes in

producing bread, bagels, and pastry products. The company has 30 employees. The company owns 3.95 hectares of land, which includes 2,884 acres of industrial space. In addition to basic workshops, the company has warehouses, a garage, a transformer substation with total capacity of 5,000 kv, office space, a cafe and 10 retail kiosks. Currently, the company's annual sales are US\$ 62,000. Total output is 1,500 tons per year.

The company seeks a U.S. partner to establish a joint venture for soybean processing to produce soymilk, soy flour, and other soy products. The Bishkek-Nan offers industrial space, facilities, technical support, assistance in obtaining certificates and other permits, if necessary. The future business partner is expected to supply modern technology, equipment, and packaging materials. A business plan is available upon receiving price lists and catalogues. The company can conduct business in English.

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Commercial Section of the U.S. Embassy-Bishkek
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Source: BISNIS representative in Kyrgyzstan

LeadLink: <http://www.bisnis.doc.gov/bisnis/lead.cfm?386>

MOLDOVA

Industry: Construction Materials

Company: Alfa-Ruralgaz

Alfa-Ruralgaz, a privately owned Moldovan company established in 1996, is engaged in the construction of residential and industrial buildings, including gas networks. According to the company, its 1999 sales amounted to US\$630,000. The company owns 370 square meters of land used for warehousing in Moldova. It also rents over 5,000 sq. meters of land in neighboring Romania.

The company has learned about a new OSB technology for the production of wood cuttings (particle board) panels used in housing construction; it thinks the OSB technology would find great application in the region. However, the company has limited information about this technology.

The Moldovan company would like to set up a joint venture for the production of wooden housing panels based on the OSB technology. The company would contribute its existing facilities, raw materials, and partial project financing, and would manage the venture on a daily basis, including marketing of the final output. Its American partner will provide the OSB technology, required equipment, and training. Alfa-Ruralgaz's Romanian subsidiary has a 10-year exemption from corporate income tax.

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BISNIS email: bisnis@mdl.net

Source: BISNIS representative in Moldova

LeadLink: <http://www.bisnis.doc.gov/bisnis/lead.cfm?347>

CHITA, RUSSIA

Industry: Telecommunications

Company: Zabaikalskaya Trading Company

Zabaikalskaya Trading Company is a closed joint-stock company engaged in the sale of home electric appliances and food products. It was established in 1992 and currently employs 350 people. Zabaikalskaya Company possesses 10 buildings with a total area of 4,000 sq. m. The facilities are primarily used as retail stores, offices, and bars. Local retail customers constitute 93 percent of the company's buyers. Its sales in 1999 totaled US\$3 million.

The company has a successful 1.5-year trading experience with Izyan He, a Chinese company. During the last 3 years, the company has been recognized as the most successful and promising business in Chita. The company's commercial consultant has completed several business courses in Great Britain in 1973, and in Washington, DC, in 1993 and 1995.

After conducting thorough market research, Zabaikalskaya Company decided to make a considerable investment in the establishment of a new subsidiary to provide mobile telecommunication services (CDMA standard) in Chita. In the future, the company aims to become a telecommunications operator throughout Eastern Siberia. Zabaikalskaya seeks an American partner to develop this type of a profitable business. It can communicate in English.

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Source: BISNIS Representative in Khabarovsk

LeadLink: <http://www.bisnis.doc.gov/bisnis/lead.cfm?342>

KHABAROVSK KRAI, RUSSIA

Industry: Environmental Consulting

Company: Khorsky Hydrolysis Plant

Khorsky Hydrolysis Plant established in 1941, specializes in the production of ethyl alcohol, a gasoline additive, methyl (wood) alcohol and liquefied carbon dioxide. The Khabarovsk Krai Administration is a sole owner of the enterprise. The plant employs 886 people and has a large production site, including 5,000 sq. m. of facilities for the hydrolysis production, 2,000 sq. m. of warehouse for alcohol, a heat and power plant of 4,500 sq. m., subsidiary facilities, a branch line, warehouses, and wood processing department.

Sales in 1999 were US\$5.7million. The local government, private businesses, and oil processing plants are the main buyers of the enterprise's products. Khorsky Hydrolysis Plant has no competitors in the Russian Far East and pro-

duces semifinished articles and raw materials that are in constant high demand on the local markets. The company's project manager was trained at the Russian-American Education Center (U.S. Government-funded center run by the University of Alaska at Anchorage) in Khabarovsk with continuing education in Seattle, WA.

The plant has applied for an EcoLinks challenge grant to identify technology that will allow for complete utilization of toxic waste products, while protecting the environment and health and operating profitably and efficiently. The company seeks a U.S. environmental consulting company for partnership under the challenge grant that could provide environmental evaluation and develop recommendations on the introduction of technologies for processing byproducts of ethyl alcohol production.

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

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Source: BISNIS representative in Khabarovsk

LeadLink: <http://www.bisnis.doc.gov/bisnis/lead.cfm?344>

MOSCOW, RUSSIA

Industry: Information Technology (IT) Consulting

Company: Network Training Center

Network Training Center (NTC) is a private company that was established in 1996. It is a leading company in Moscow providing educational services for telecommunication and information technologies. The firm's major activity is conducting authorized study programs that are based on products of leading international telecom and network companies. NTC provides training programs for hardware specialists. Major clients are private companies in Russia and the NIS. Its highly qualified authorized instructors are trained once per quarter by partner companies. It has a unique technological base and offers the study programs that integrate and cover the whole range of network and telecommunication problems. It has a developed infrastructure with high-tech equipment. Annual sales are \$500,000.

NTC is the authorized partner in Russia of the several leading international companies, including Nortel Networks, Check Point Software Technologies, Rad Group, and Sylvan Prometic. It has exclusive rights provided by these companies to conduct authorized study programs for network equipment, data protection, and remote systems, as well as test and certify the IT specialists.

NTC holds all the necessary certificates and a license for providing education services. The services of NTC are exempt from value-added tax (VAT).

The company is interested in promoting and distributing U.S. programs and technologies to develop the Russian mar-

ket for educational and IT consulting. The company will adjust its educational programs for the Russian market. Besides conducting educational/consulting services, the NTC center is interested in providing additional services, such as sales of equipment and service support, and to make all such services available at one place. The target market for these services includes IT specialists in large and medium-size state and private companies, technical specialists and system administrators of telecom companies, middle-level managers responsible for IT, and university students. Proposed investments for the project area estimated at \$5 million with a 3-year anticipated payback period.

NTC is ready to contribute its developed infrastructure, which includes high-tech computer equipment, highly educated personnel, marketing and advertising support, databases of clients, and experience of working at the local market.

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Source: BISNIS Representative in Moscow

LeadLink: <http://www.bisnis.doc.gov/bisnis/lead.cfm?385>

NIZHNY NOVGOROD, RUSSIA

Industry: Fire Alarm and Safety Systems

Company: Transfert

Transfert was established in 1997. The company is a dealer for several chemical companies in the Nizhny Novgorod region. It also produces consumer products made from polystyrene. Annual revenues total US\$200,000.

Transfert is seeking a U.S. investor to produce fire alarm and safety systems under American designs and technologies. The Russian company will contribute production space, personnel, and give administrative and logistical support for the joint project. Transfert can conduct business in English.

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Source: BISNIS Representative in Nizhny Novgorod

LeadLink: <http://www.bisnis.doc.gov/bisnis/lead.cfm?346>

NOVOSIBIRSK, RUSSIA

Industry: Pharmaceuticals

Company: Novosibirsk Pharmaceutical Plant

Novosibirsk Pharmaceutical Plant was established in 1961 and privatized in 1992. The company specializes in the production of pharmaceuticals. It has been involved in production of pharmaceuticals in pill form since 1961, and in liquid pharmaceuticals production since 1997. The company holds licenses to sell its products in the Siberian Region. Among the company's 120 customers are wholesale companies in the Siberian Region and drugstores in Novosibirsk.

The company employs 150 people, and its annual production volume totals US\$1 million. It has strong government contacts and international business experience with First Alpine (Austria) and Panam Pharmaceuticals (USA). The company plans to expand its business to include the production of a wider range of pharmaceuticals.

The company seeks a joint venture to produce and package various types of pharmaceuticals. A U.S. partner would contribute equipment/investment/technologies. The plant will contribute its production space and facilities, licensed warehouse space, highly qualified work force, its customer base, and knowledge of the certification system established by the Russian Ministry of Public Health.

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Source: BISNIS Representative in Novosibirsk

LeadLink: <http://www.bisnis.doc.gov/bisnis/lead.cfm?388>



Industry: Toys and Games

Company: Mangusta

Mangusta was established in 1991 and employs 400 people. The company specializes in sales of CAM and FORTE furniture (since 1992), LEGO and FAMOSA toys (since 1994), Tikkurila paint (since 1995), and lighting equipment (since 1996). The company established its own production of furniture. Its annual sales total US\$12 million. The company has six furniture stores and three stores for toys and paint. The company has international business experience with firms in Germany, Poland, Finland, Denmark, and Spain.

Mangusta seeks a joint venture with a U.S. company to produce high-quality toys. The U.S. partner is expected to provide technology, equipment, and investment. Mangusta can contribute its production space, qualified work force, established distribution network in Siberia, advertising, and marketing.

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Source: BISNIS Representative in Novosibirsk

LeadLink: <http://www.bisnis.doc.gov/bisnis/lead.cfm?356>



Industry: General Consumer Goods

Company: Gloryon Internetwork Holding

Gloryon Internetwork Holding, a Novosibirsk-based e-commerce multilevel marketing company partially owned by an American businessman, was established in 1999. The company has a warehousing facility in Novosibirsk and offers delivery to thousands of direct distributors across Russia, Kazakhstan, and Ukraine. It employs 220 people and has a

distribution system consisting of over 4,500 people. Annual sales total US\$10 million. The company has international business experience with Enrich and Neways.

The company seeks a U.S. supplier of high-quality products that fit multilevel network marketing (MLM) structure, such as health products, weight and fitness products, cosmetics, and home consumables.

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Source: BISNIS representative in Novosibirsk

LeadLink: <http://www.bisnis.doc.gov/bisnis/lead.cfm?377>

PRIMORSKY KRAI, RUSSIA

Industry: Environmental Technology

Company: Belost

Belost produces saturated wooden railroad ties that are in big demand in the local market. The boards were traditionally soaked in creosote. Research findings that creosote is harmful to both workers' health and the environment led to its prohibition for industrial use in the late 1990s. Belost seeks an alternative technology to produce wooden railroad ties.

Belost is run by young and aggressive individuals. The company's sales in 1999 totaled only US\$50,000, which reflects the fact that its facilities in Siberia and Primorsky Krai are mostly idle. The company sells sawn wood materials but wants to return to its core business of making railroad ties.

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Source: BISNIS Representative in Vladivostok

LeadLink: <http://www.bisnis.doc.gov/bisnis/lead.cfm?337>

YEKATERINBURG, RUSSIA

Industry: Business Services

Company: International Business Center

The International Business Center, a private company established in 1996, is a premier logistical services company in the Urals. The International Business Center is one of the few companies that offers Western-type logistical services in Yekaterinburg. It has a large client database and a good reputation. IBC provides services to most of the foreign businesses in Yekaterinburg and is experienced in handling logistics for both delegations and special events.

The International Business Center seeks U.S. partners to expand its clientele. The International Business Center will also respond to travel agencies that would like to jointly organize business tours for Russian businessmen to the United States to participate in forums, international exhibitions, and

conferences.

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Source: BISNIS Representative in Yekaterinburg

LeadLink, <http://www.bisnis.doc.gov/bisnis/lead.cfm?200>



Industry: Food Processing and Packaging Equipment

Company: Legal Security Chamber

The Legal Security Chamber, a private company, has prepared a feasibility study on packaging materials used by food processing enterprises. The study concluded that there is great demand for the manufacture of packaging materials for various liquid food products. The packaging used by food processors all over Russia is of low quality and offers little variety. There are three major competitors in Russia that manufacture packaging materials: Tetra-Pak and Lambumiz, located in Moscow oblast, and the Omsk Papermill factory, which is able to manufacture liquid packaging materials on special terms.

The Legal Security Chamber seeks a U.S. partner to set up a joint venture to manufacture packaging materials for liquid food products and to distribute them in Sverdlovsk oblast and in the Urals.

The Legal Security Chamber seeks foreign investments in technology and equipment. The company will invest in 1,000 square meters of premises, customs clearance for equipment, and will promulgate the project in the Oblast Government, which has announced tax privileges for foreign investors and joint ventures.

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Source: BISNIS Representative in Yekaterinburg

LeadLink, <http://www.bisnis.doc.gov/bisnis/lead.cfm?314>

UKRAINE

Industry: Management Consulting

Company: The Ukrainian Center of Post-Privatization Support (UCPPS)

UCPPS, established in 1995, specializes in enterprise restructuring/business process reengineering (25 percent), business strategy development (10 percent), business modeling (10 percent), marketing management (10 percent), corporate finance (10 percent), organizational development and human resource management (10 percent), industrial analysis and feasibility studies (10 percent), identifying business partnerships (5 percent), and training for managers and specialists (10 percent). Its annual sales total US\$300,000. The

company has international partnership experience with the World Bank, the Barents Group, Booz-Allen & Hamilton, Deloitte & Touche, Enterprise Reengineering & Development Associates, Inc., Weidmann International Corp, Larive Holland B.V., Clinvest, JSW Management Consulting, CII, Sogelerg, Sibley International Corporation, Gec Alsthom, South Czech Trading Company, ERM Italia srl., and IDOM Company. UCPPS plans to expand its local customer base by establishing partnerships with U.S. management consulting firms and associations.

The company seeks a partnership agreement with U.S. management consulting companies in the fields of enterprise restructuring/business process reengineering; business strategy development; business modeling, marketing management; human resource management, industrial analysis and feasibility studies, identifying business partnerships, and facilitating entry to the Ukrainian market by foreign firms.

Contact: Liudmyla Matiash, Business Development Manager
122, Chervonoarmijska Vul., Kyiv 01150, Ukraine
Tel: +380 (44) 269-9900; 220-7513
Fax: +380 (44) 224-5200
Email: ucpps@ucpps.com
Website: www.ucpps.com

Source: BISNIS Representative in Ukraine

LeadLink, <http://www.bisnis.doc.gov/bisnis/lead.cfm?380>



Industry: Financial Software

Company: Business Service Company

Business Service Company was established in 1998. The company specializes in business consulting; development, implementation of, and technical support for financial software; information systems implementation for restaurants and hotels; and e-commerce implementation. The company has completed 10 installations to date. Its annual sales total US\$240,000. Business Service Company is an "official partner" of the HRS Company and an official distributor of Micros Fidelio (hotel and restaurant information systems). The company has international business experience with Unilever, Smith Kline Beecham, Aventis CropScience, and DHL. The company plans to expand its business to include distribution of U.S. modern financial systems software.

The company seeks a distribution agreement with U.S. suppliers to market, sell, implement, and technically support modern U.S. financial software.

Contact: Volodymyr Terpylo, Director, Business Consulting
Bohdan Vozniuk, Sales Manager
12, Hospitalna Vul., 3rd Floor, Kyiv 01023, Ukraine
Tel: +380 (44) 294-3129; 294-3070
Fax: +380 (44) 294-2602
Email: sales@BusinessService.com.ua
Website: www.BusinessService.com.ua

Source: BISNIS Representative in Ukraine

LeadLink, <http://www.bisnis.doc.gov/bisnis/lead.cfm?381>

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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.