



BISNIS BULLETIN



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GEORGIA, MOLDOVA, ARMENIA TO JOIN WTO SOON

by Joan Morgan

The Republic of Georgia will soon be a full member of the World Trade Organization (WTO). At the regular WTO session in Geneva on October 6, the General Council approved the accession package for Georgia. To officially become a WTO member, the Georgian Parliament must ratify the accession agreement. Georgia will become a member 30 days after ratification. It is unlikely that Georgia will be a member state in time to join the WTO ministerial meeting in Seattle, November 30 to December 3.

Inclusion in the WTO will mean that Georgia will be bound by international rules governing trade between nations. It will have to lower import tariffs and reduce barriers to free trade. However, Georgia will join as a transition economy, giving it certain concessions in the first years of

membership. According to State Department spokesman James Rubin, joining "will be an important milestone in Georgia's integration into the global economic community and is a sign of its leadership on market reform."

Georgia is the second NIS country to complete accession negotiations. Kyrgyzstan became a member of the WTO in October 1998. In addition, Moldova and Armenia have nearly completed negotiations. Approval of their accession remains a possibility by the Seattle Ministerial. Russia, Kazakhstan, Turkmenistan, Uzbekistan, and Ukraine are currently engaged in accession negotiations. The United States is fully engaged in negotiations with Russia, but much work remains to be done before its WTO accession is completed.

BISNIS WELCOMES RUSSIAN WOMEN ENTREPRENEURS

BISNIS trade specialists and a SABIT representative hosted seven Russian women business leaders at the USA Trade Center in the Ronald Reagan Building on October 20. The visitors were in Washington for the Business Women's Network (BWN) Global Business Summit, which provided an opportunity to network, share information, and increase knowledge of how business is conducted around the world. SABIT and BISNIS briefed the

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Photo by Iris Harris, DOC.

NEWS FROM GOSSTANDART

The Russian State Committee for Standardization and Metrology (Gosstandart) has started operating an English language section on its website. Virtually every U.S. and foreign company sending goods and equipment into Russia must obtain a quality or safety certificate issued by Gosstandart. This certificate is issued after satisfactory testing and inspection to ensure that incoming goods conform to Russia's unique standards regime, called GOST. Gosstandart's website (www.gost.ru) provides useful information on its role, certification, and certification agencies (in Russian). Recently, the Catalogue of Russian Standards indexed on this website has been updated to provide for purchase of the GOST standards in English. The section can be accessed at www.interstandard.gost.ru.

For more information on certification and inspection of goods for sale in Russia, visit **BISNIS Online** at www.bisnis.doc.gov/bisnis/isa/isa-cert.htm.

BISNIS

The Business Information Service for the Newly Independent States

BISNIS is an information center for U.S. companies doing business in the Newly Independent States of the former Soviet Union. Operated by the **Market Access and Compliance** unit of the **International Trade Administration**, BISNIS disseminates information in print form, electronically, and through consultations by its staff of trade specialists. For more information, please contact:

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Articles by non-U.S. Government employees express the views of the authors and should not be construed as a statement of U.S. Government policy.

Moldova Investment Conference Accents Opportunities

by Derek Nowek

On October 8–9, 1999, Moldova's National Agency for Attracting Investment, in cooperation with the UN Industrial Development Organization (UNIDO), sponsored "Moldova: Your Partner in Europe," an international investment conference in Chisinau. The event provided an occasion to present up-to-date information on investment opportunities in Moldova and to promote scores of projects offered for investment auctions.

Moldovan President Petru Lucinschi welcomed forum participants, including representatives of over 50 companies from Europe, Asia, and North America and Moldova's leading enterprises. He stated that Moldova strongly welcomes the participation of foreign investors and multilateral development banks in the modernization of the country's key economic sectors—agriculture, telecommunications, energy, wine, tobacco, construction, and transportation.

U.S. companies can take advantage of Moldova's privatization activities either by submitting bids for tenders offered by the Department of Privatization or by working with individual enterprises. U.S. companies can wholly own and manage companies in Moldova, as well as freely repatriate profits and capital. The country's legal framework offers a number of guarantees and tax incentives to foreign investors.

At the time of this writing, the Moldovan parliament voted to dismiss the government of Prime Minister Sturza over his proposal to implement a package of key economic laws, including privatization of the country's largest tobacco and wine sector enterprises.

A partial list of Moldova enterprises up for privatization during 1999–2001 is available at www.privatization.md.

*Derek Nowek covers Moldova for **BISNIS** in Washington.*

WINNING ADB CONTRACTS IN CENTRAL ASIA

by Ellen S. House

U.S. companies are currently not taking full advantage of opportunities to win procurement and consulting contracts in Central Asia from the Manila-based Asian Development Bank (ADB). ADB projects will be the source of over \$1 billion in loans and some \$38 million in technical assistance to Kazakhstan, Kyrgyzstan, Uzbekistan, and Tajikistan during 1999-2001. In addition, the bank is currently processing applications for membership from Turkmenistan and Azerbaijan.

ADB projects are fully financed and bid according to international competitive bidding guidelines, and are a promising potential source of new business for U.S. consulting and equipment firms. U.S. companies that plan ahead and are well informed about how to negotiate the process for winning ADB contracts will increase their chances of success. At a June presentation at the USA Trade Center by Denny Barnes, U.S. Commercial Liaison to the ADB, U.S. business representatives were enthusiastic about these opportunities. Although Europeans have dominated this market since the creation of the Central Asian republics in 1991, U.S. companies are now well positioned to capture a bigger market share.

The ADB in Central Asia

ADB projects in Central Asia focus on agriculture, transportation infrastructure, social sector development, water supply and sanitation, and education, health, and the environment. Technical assistance is provided to governments for feasibility studies, capacity building, financial sector and economic policy development, and government reorganization. Moreover, ADB is now prepared to provide up to 25 percent of the financing for private projects in Central Asia that meet the developmental needs of the member country. The amount and character of assistance to Central Asia varies by country.

Kazakhstan: Since 1994, Kazakhstan has received 10 loans totaling \$415 million from the ADB. In addition, ADB provided almost \$15 million in grants for 28 technical assistance projects for capacity building, institutional strengthening, and preparing loan operations. No loans were approved in 1998 because the government delayed formulating its public investment program and borrowing strategy, but technical assistance grant projects continued. Agriculture is a strong focus for bank lending proposed for 1999-2001, and a \$60 million loan for a farm restructuring sector development program is already in the appraisal stage. Also, the Kazakhstani Government reportedly asked the ADB for a \$10 million emergency loan to combat locusts in 2000. In August, the ADB moved its resident mission in Kazakhstan to the new capital city of Astana, but it will also maintain a liaison office in Almaty.

Kyrgyzstan: ADB operations in the Kyrgyz Republic began in 1994. As of December 31, 1998, the ADB had approved 12 loans for 10 projects totaling \$314.2 million. In addition,

28 technical assistance grants have been approved worth \$18.2 million. ADB assistance to Kyrgyzstan during 1999-2001 will concentrate on improving the provision of public services, including banking and water resources; agriculture, including rural finance; education; and infrastructure, especially rehabilitation projects in the energy and roads sectors. ADB will open a resident mission in Bishkek in early 2000.

Uzbekistan: Uzbekistan has received loans worth some \$210 million since joining the ADB in 1995. More than half of these loans (\$120 million) were made in 1998, of which \$50 million was for road rehabilitation and \$70 million for railway rehabilitation. Priority areas for ADB projects in Uzbekistan are agriculture, infrastructure, and education. The ADB resident mission in Tashkent was opened in 1998.

Tajikistan: Tajikistan joined the ADB only in 1998, receiving its first loan, \$20 million for a postconflict infrastructure program, in December. ADB will focus its efforts in Tajikistan on agriculture (and agro-processing), infrastructure rehabilitation, capacity building and institutional strengthening, health, social protection services, and education. Some \$60 million in loans and \$8 million in technical assistance funds are being considered for Tajikistan for 1999-2000.

Turkmenistan: ADB has approved Turkmenistan's membership. It will become a full member when it makes its required capital contribution to the bank.

Azerbaijan: In October 1999, press reports said that the Azerbaijani parliament approved legislation on its country's membership in the ADB. Now, ADB approval is all that is needed for Azerbaijan to join.

Winning Contracts with the ADB

Firms interested in winning procurement or consulting contracts should integrate the ADB into their planned marketing strategies for Central Asia, and plan to make regular visits to the bank's headquarters in Manila and to the national agency executing the project. Face-to-face relationships are essential to doing business in this part of the world.

Bids for Goods & Equipment: By monitoring the ADB website, companies can carefully plan winning strategies for upcoming procurement opportunities. On purchases over \$500,000, the ADB uses international competitive bidding (ICB) to ensure economy and efficiency in the procurement of goods and services. ICB requires advertising and a reasonable length of time for firms from any member country of the ADB to submit bids. To streamline and facilitate the bidding process, the ADB has developed standard bidding documents that are available online to potential bidders.

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(WOMEN, continued from p. 1)

women on their activities and discussed issues of interest to the visitors as well as possibilities for cooperation.

The visitors work for private companies and nonprofit organizations in Russia that help promote small business development, greater professionalism, and the position of women in the workplace.

The group included:

- ◆ Natalia Petrova, vice-president of the **Women Entrepreneurs Association of Russia**, which holds conferences and conducts some 20 programs that help women start businesses, get jobs, and succeed in the workplace;

- ◆ Natalia Abramova, a journalist for the **Saratov Broadcasting Co.**, who has organized numerous journalistic projects on women's issues and economic development;

- ◆ Tatiana Mikheeva, co-director of the Moscow office of **TechCare Systems Inc.**, a Redwood, City, California-based company that makes pharmaceuticals, diagnostic kits, and lab equipment, and an alumnus of the SABIT program;

- ◆ Irina Razumnova, chairwoman of **Guildia Small Business Development Center**, which operates a business school, conducts training workshops on small business development in Russian regions, and organizes courses by foreign specialists on management, and is currently working to promote the creation of home-based businesses in Russia;

- ◆ Elena Fedyashina, director in Russia of the **Alliance of American and Russian Women**, which conducts a business incubator program in the Novgorod region to assist emerging entrepreneurs, a customer service training program in Moscow, and a mentoring program; and

- ◆ Aika Jaxybayeva, managing partner and cofounder of **Prime Standard**, a Russian accounting and tax firm in Moscow, who is creating a small business forum in Russia to promote networking and information exchanges between small companies operating in Moscow.

The group was accompanied by Anna Mironova of **Squire, Sanders & Dempsey LLP** in Washington, DC.

BISNIS & Ukrainian Women

On October 21, BISNIS' Juliana Kinal joined a panel of speakers addressing 12 Ukrainian businesswomen who attended the BWN summit. Together with representatives of **ACDI-VOCA** and **Winrock International** (Morrilton, AK), Juliana spoke about BISNIS programs that assist Ukrainian businesses. The women—the directors of a publishing house, a hotel, a school of design, a clothing manufacturing firm, two food processing plants, an advertising agency, and a travel agency—came from five Ukrainian cities (Lviv, Kherson, Kharkiv, Donetsk, and Cherkasy) and were sponsored by the U.S.-Ukraine Foundation. The foundation runs the Community Partnerships Program, which pairs 18 Ukrainian and U.S. cities, establishing relationships through internships, homestays, training, and joint projects.

To contact the **U.S.-Ukraine Foundation**, call (202) 347-4264, fax (202) 347-4267, or email: usuf@usukraine.org.

ORGANIZATION CONTACTS

Alliance of American and Russian Women

New York office: 212-730-5082 (tel)

Email: Info@AARwomen.org

Moscow office: +7 (095) 349-0554 (tel/fax)

Email: elenazar@mail.cnt.ru

Women Entrepreneurs Association of Russia

Tel: +7 (095) 143-5755

Email: awer.petrova@mtu-net.ru

Guildia Small Business Development Center

Tel: +7 (095) 290-1110

Fax: +7 (095) 291-9077

Email: guildia@online.ru

READERS TAKE NOTE

The Senate passed a trade and development bill on November 3, 1999, that includes amendments that extend the U.S. Generalized System of Preferences (GSP) for four years and normalize trade relations between the United States and Kyrgyzstan. The bill still must go to conference committee to reconcile it with the House version before it can be signed into law.

GSP, which provides preferential duty-free entry to approximately 4,468 products from 149 designated beneficiary countries, expired on June 30, 1999. In past years, legislation to reauthorize GSP was passed within a few months of its expiration and only extended GSP for one year. This year, reauthorization legislation has been slow in coming, but it calls for extending GSP through June 30, 2004. Traditionally, importers are refunded duties paid after GSP is reauthorized, but it is not clear whether this provision will be included in the final legislation. Eight NIS countries are eligible for GSP—Russia, Kyrgyzstan, Kazakhstan, Ukraine, Belarus, Uzbekistan, Armenia, and Moldova. For more information, telephone the GSP information center at the Office of the U.S. Trade Representative at 202-395-6971.

Another provision in the bill calls for the extension of permanent normal trade status to Kyrgyzstan. If the bill becomes law, Kyrgyzstan could become the first former Soviet republic where Jackson-Vanik is no longer applicable.

(ADB CONTRACTS, continued from p. 3)

The ministry or executing agency of the country that is responsible for implementing the project is also accountable for the proper conduct of the procurement process. Officials of the borrowing government determine who wins the various contracts to supply goods and services for their project. However, for purchases over \$100,000, ADB reserves the right to review the procurement process and routinely reviews all bids done under ICB.

Bidding for Consulting Services: For best results, consulting firms should obtain project information as early as possible and prepare by building relationships with ADB project officers and officials in the executing agency. These relationships will not only make the company known to the key decisionmakers, but also may help in gathering information to write an effective proposal.

Unlike procurement, selection for consultants for technical assistance (TA) project grants is done within the ADB itself, not in the country receiving the services. However, the executing agency does have input into the process. ADB uses quality-based evaluation (QBE), and consultants are selected purely on technical merit and then invited to negotiate to establish the rates. The consultant selection process from when the TA project is first announced until the contract is awarded is about a 12-month process. No prequalification is needed for consulting firms, but consultants are encouraged to register with ADB on its website using the Data on Consulting Firms (DACON) and Data on Individual Consultants (DICON) consulting firm and individual consultant registration systems. Consulting firms should note that there is a quota of three bids per year on the submission of proposals for technical assistance projects.

The U.S. Government Can Help

The U.S. Department of Commerce's Multilateral Development Bank Operations (MDBO) office in Washington, part of the U.S. and Foreign Commercial Service, maintains a U.S. Commercial Liaison to ADB Office in Manila to encourage participation of U.S. firms and represent U.S. commercial interests vis-a-vis ADB. The ADB Liaison Office in Manila provides one-on-one counseling and detailed information on ADB procurement opportunities, and assists U.S. firms in scheduling appointments with ADB project officers.

To contact the U.S. Commercial Liaison to the ADB, tel: (632) 804-0460 or fax: (632) 804-0357, or send an email to Denny.Barnes@mail.doc.gov.

U.S. manufacturers, equipment suppliers, consulting firms, and individual consultants can learn of project opportunities by visiting the ADB website at www.adb.org/business/opportunities. More information on MDBO is available by calling (202) 482-3399 or 1-800-USA-TRADE (872-8723), or visiting www.ita.doc.gov/mdbo.

UPDATE ON KAZAKH DUAL LANGUAGE LABELING LAW

The enforcement deadline for a requirement that all products sold in Kazakhstan be labeled in both the Russian and Kazakh languages has been delayed until early next year. As of February 1, 2000, the import of goods without dual language labeling will be prohibited. Distribution of goods not correctly labeled within Kazakhstan is to be prohibited as of April 1, 2000. The Kazakhstan Government order on dual language labeling, originally set to go into effect on October 1, 1999, implements the 1997 Law on Languages. The responsible government agency is the Ministry of Energy, Industry and Trade (MEIT). The enforcement bodies are the Customs Committee and the Committee on Standards, Metrology and Certification.

MEIT is currently drafting a regulation, "On Requirements for Product Information in Kazakh and Russian Languages on Labels," that incorporates the suggestions and amendments of importers into Kazakhstan and Kazakhstani producers. These groups had expressed concerns and requests on the labeling requirement's provisions.

The contents of the original government order have not changed. The U.S. and Foreign Commercial Service in Almaty analyzed the order when it was passed in May. It noted that the new labeling regulations required all goods subject to compulsory certification under Kazakhstan's certification law to be labeled in both the Kazakh and Russian languages. The labels must contain the following information: (1) name of goods and ingredients, (2) country of origin, (3) producer, (4) production date, (5) expiration date, (6) storage directions, (7) directions for usage, and (8) nutrition information (for food products only). The information must be printed on the original label or packaging, included in accompanying leaflets or directions for use (one per unit), or attached in any other way depending on the type of good and in accordance with corresponding standards and laws.

The new labeling requirements need to be implemented by producers, importers (organizations and individuals), or the sellers of the imported goods. Delivery of imported goods and supply contracts must contain provisions for labeling in accordance with the new regulations.

To contact the Kazakhstan State Committee on Standardization, Metrology and Certification in Almaty, tel: +7 (3272) 21-65-41 or fax: +7 (3272) 28-56-55. To contact the Kazakhstan Customs Committee in Astana, tel: +7 (3172) 75-04-47 or fax: +7 (3172) 75-30-16.

*For more information, contact the U.S. Commercial Service-Almaty at tel: +7 (3272) 58-79-16, fax: 58-79-22, email: almaty.office.box@mail.doc.gov, or visit www.usis.kz/csalmaty or **BISNIS Online** at www.bisnis.doc.gov/bisnis/isa/isa-cert.htm.*

TRICKS OF THE TRADE

Navigating NIS Tender Announcements

by Kelly Raftery & Tanya Shuster

In the past several months, many U.S. companies have asked for clarification on the process of tendering in the NIS countries to determine how they can successfully access these opportunities.

Tenders can be divided into two broad categories: (1) tenders originating from a multilateral development bank, such as the European Bank for Reconstruction and Development (EBRD), the Asian Development Bank (ADB), or the World Bank group, and (2) tenders originating from an NIS government body at the federal, regional, or municipal level.

Multilateral Tenders

The biggest challenge U.S. companies face in working with multilateral development banks is learning the exact procedures unique to each organization, and understanding how to access the tender announcements. Each multilateral development group follows set procedures in issuing a tender. Although the procedures vary between these organizations, they do share some common elements. For example, they have a set announcement period for a tender, and also use predictable methods of disseminating announcements—via web pages, international publications, or the local press in the country where the project will be completed. With a multilateral development bank, a major goal is to make the tendering process clear and transparent to companies competing for the project.

EBRD and ADB have websites on which tender, prequalification, and general procurement notices are posted regularly. A company serious about pursuing tender opportunities should subscribe to any publications that announce tenders and check the websites frequently. (Link to websites via www.bisnis.doc.gov/bisnis/finance/finance.htm)

NIS Government Tenders

Tenders originating from the NIS do not necessarily follow the same patterns as multilateral development bank tenders, which can frustrate hopeful bidders. NIS government tenders sometimes have a very short announcement period prior to the tender document deadline. These tenders may or may not be announced in the local press, and are unlikely to be announced in international publications like *The Economist*. Occasionally, NIS governments may hold what they consider to be a “closed” tender, which is available only to those companies the government singles out for participation.

Guidelines for Tenders

Regardless of the source of a tender, following a few general rules will put a U.S. company in a better position to take advantage of tenders.

Know the Market—More and more NIS companies are successfully bidding on tenders, and tender competition is increasing. These NIS companies have local knowledge and can meet the technical tender specifications. As is widely known, the NIS is not just any international market, and success in one region does not guarantee success in another. Although large, internationally recognized companies may carry a reputation that makes them an appealing bidder on the basis of product alone, real success in these markets requires real familiarity with the local business environment. Without strong knowledge or experience in the local market, a company’s expectations should be lower.

Foster Active Contacts—It is essential to foster good working relationships with a variety of organizations in the United States, in the country where the tender originated, and/or the multilateral financial institution that is funding the tender, and especially in the country in which the opportunity is being pursued. For NIS government tenders, target contacts include regional industry committees and ministries, as well as local administration offices and others. Particularly with government tenders, where pre-announcements are a rarity, being in regular contact with local offices should reveal “tenders in the works” and when they are likely to be announced.

Consider Subcontracting—A possibility for small- to medium-sized companies that find it difficult to get past the ex-Soviet “bigger is better” mentality is to subcontract to companies that have been awarded large contracts. Awards are announced by the multilateral development banks in their procurement publications. This strategy will also help a company develop a working relationship with local authorities.

Resources

A first stop for a company interested in pursuing multilateral development bank opportunities is the **Multilateral Development Bank Operations** (MDBO) office in the Department of Commerce’s USA Trade Center [dial 1-800-USA-TRADE (872-8723) press 4 and then 7, or 202-482-3399]. The Department of Commerce’s U.S. and Foreign Commercial Service has commercial representatives in each of the multilateral development banks, as well as in embassies in many NIS cities. Information on Foreign Commercial Service offices in the NIS can be found at www.bisnis.doc.gov/bisnis/country/9910nis.htm.

To subscribe to **BISNIS’** biweekly electronic publication, **BISNIS Trades & Tenders**, register on **BISNIS Online** at www.bisnis.doc.gov by clicking on “subscribe.”

REGIONAL CORNER: Chui Oblast, Kyrgyzstan

by Irina Mukambaeva

The Chui oblast is located in the northern part of the Kyrgyz Republic, bordering on Kazakhstan, and has a population of about 765,000. The region, the most economically developed in Kyrgyzstan, occupies a favorable geographic position and has an extensive communications network and highly developed industry. Chui oblast is also a key transportation hub for Kyrgyzstan given the concentration of major railway and highway routes and the international airport outside of Bishkek. In December 1999, renovation and upgrading of the Bishkek airport—including modernization of the runway, navigation equipment, airport terminal, and other facilities—will be completed. German construction firm **Hochtief** is the general contractor for the project and U.S. consulting company firm **CH2MHill** is the project manager.

Agricultural output accounts for 64.2 percent of the Chui oblast's GDP, and the industrial share is 35.8 percent. Grain, sugar beet, vegetables, potatoes, milk and meat are the main agricultural products. Major industries are food processing, light and construction material industries, nonferrous metallurgy, and industrial engineering (machine-building). Major enterprises in the oblast include the Kara-Balta mining complex (nonferrous metals), the Kant cement and slate complex (67 percent of which was recently purchased by a Luxembourg company through a privatization tender), Ainek company (glass sheet), the Kitlap company (noodles), the Kyrgyz Chemical-Metallurgical Plant (rare-earth metals), Kasiet company (wool processing), and the Tokmak canning plant.

Examples of joint ventures with foreign partners operating in the oblast are sugar and ethylene spirit production (U.K.), noodles (China), and gasoline and diesel fuel (U.S.). U.S. companies currently operating in Kyrgyzstan include **Newmont Mining**, **Caterpillar** (mining equipment and power generators), **Comsat** (Bethesda, MD), **Motorola** (communications), **Coca-Cola**, and **Procter & Gamble** (consumer goods).

The Bishkek Free Economic Zone (FEZ) is located in the Chui valley, near Bishkek. Having attracted foreign investment worth \$4.1 million, the FEZ is home to 416 companies: 325 enterprises with foreign investment, 152 foreign, and 29 local enterprises. The most prominent investments in the Bishkek FEZ are the **Plaskap-Bishkek Plant** (Turkish plastic bottle and cap maker), **Corona Ltd.** (Kyrgyz-Russian JV, production and bottling drinking water), **Volare** (New York, NY, apparel), **Eridan-FEZ** (Kyrgyz-Russian-Irish JV, windows and doors), and **Full-Mobile** (Kyrgyz-Italian JV, furniture). The major benefits for a company registered in the FEZ include exemption from several kinds of taxes and duties and exemptions from quotas and licensing for the export of goods manufactured in the FEZ.

The Chui oblast has trade ties with 49 countries, and its balance of trade is positive. The major exports are nonferrous and rare-earth metals, construction materials, yarn, and agricultural products. The main export markets are Germany, Kazakhstan, Uzbekistan, France, and Russia. The major imports are petroleum products, coal, and food products.

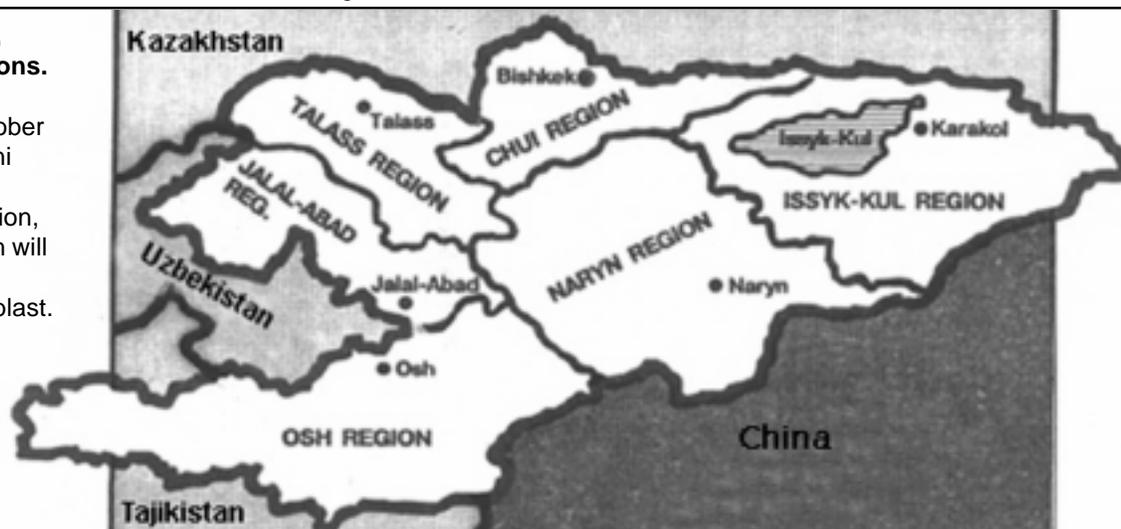
The most promising investment opportunities for U.S. companies are in the extraction of gold and rare-earth metals, nonferrous metallurgy, hydropower, agriculture, food processing and packaging industry, tourism, and electronics.

For more information on the Chui region, contact the Chui Oblast Administration, Department on International Cooperation and Trade, Torogul Bekov, Department Head, at tel: +996(312) 22-35-75, 22-39-75 or fax: +996(312) 22-54-93. For information on the Bishkek FEZ, contact Mr. Emil Ibraimov, Director General, Bishkek Free Economic Zone, at tel: +996 (312) 21-17-22 or fax: +996 (312) 62-01-13.

*Irina Mukambaeva is the **BISNIS** representative in Bishkek.*

Map of Kyrgyzstan, with regional divisions.

Please note: In October 1999, the Kyrgyzstani parliament voted to create a seventh region, Batken Oblast, which will be made up of three districts from Osh oblast.



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TRADE EVENTS CALENDAR

Upakovka/Urakitalia	December 13–16, 1999	Moscow
Organized by:	ExpoCenter	
Telephone:	+7 (095) 255-3799	
Facsimile:	+7 (095) 205-2800	
Website:	www.mdna.com	
Sector:	10th intl exhibition of packaging machinery and equipment	
Computer-4	December 14–17, 1999	Vladivostok
Organized by:	Far Eastern Fair	
Tel/Fax:	+7 (4232) 221-987	
Sectors:	Computer peripherals, Internet, network systems	
Univermag/Universam '99	December 14–19, 1999	St. Petersburg
Organized by:	Peter's Town Exhibitions USA	
Telephone:	+7 (812) 259-4535, 4536	
Facsimile:	+7 (812) 327-5553	
Email:	ptexpo@mail.wplus.net	
Website:	Distributors/retailers of products for department stores, supermarkets, mini-marts	
Consumer Goods '99	December 24–27, 1999	Uzbekistan
Organized by:	UzexpoCenter	
Telephone:	+998 (812) 259-4535, 4536	
Facsimile:	+998 (812) 327-5553	

World Food Technology 2000

All-Russia Exhibition Center
Moscow, Russia
February 14–17, 2000

This 9th annual Russian and international food technology exhibition will display all the product categories represented in modern food and beverage processing facilities. It is a U.S. Department of Commerce "Certified Trade Fair," which the Moscow Commercial Office will support with activities to showcase U.S. technology.

For more information, contact:
Comtek International,
tel: (203) 834-1122, fax: (203) 762-0773,
email: worldfoodtech@comtekexpo.com
or visit www.comtekexpo.com

This notice is provided solely as an informational resource and does not constitute U.S. Department of Commerce endorsement of these events. For a more complete listing of NIS trade events, visit *BISNIS Online* at www.bisnis.doc.gov/bisnis/leads/tradecal.htm. All information published in the *BISNIS Bulletin* regarding trade events is subject to change without notice by the organizers of those events.