



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

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ARMENIA

Industry: Advertising

Company: Ega

Established in 1987 as a private company, Ega specializes in advertising services, including billboards, wall stands, and transport advertisements. The company owns offices with 4,300 sq. ft. and 5,300 sq. ft. of production space in downtown Yerevan. Ega is one of the largest advertising companies in Armenia. Its clients include Philip Morris, Midland Armenia Bank, DHL Armenia, Armentel, and major local trading companies. In addition, the company develops housing projects and builds custom villas and residences in Yerevan. Ega employs 20 people.

Ega seeks a U.S. partner to jointly provide advertising services. The U.S. company would provide new technology and materials for the manufacture of advertising products, modern outdoor electronic color screens, and neon advertising. Ega will contribute its production facilities, low-cost qualified work force, and partial financing of up to US\$200,000. A business plan is available upon request. Ega can conduct business in English.

Contact: Armen Gasparian, Deputy Director
13 Hrachia Kochar Street, Suite 13

Yerevan, Armenia

Tel: +374-2-270-641/270-371

Fax: +374-2-587-288

Source: BISNIS Representative in Armenia



Industry: Motor Oil/Lubricants Distribution

Company: Arpa

Established in 1990 as a private company, Arpa specializes in gasoline sales, gold jewelry, and financial services. The company owns a warehouse with 5,300 sq. ft. It also owns a 1,180 sq. ft. currency exchange and pawn shop, and a store with 6,450 sq. ft. (all the facilities are located in downtown Yerevan). It has three gas stations with modern English-made equipment, located on major highways close to Yerevan. A modern car service center will be opened in August 1999. The company's sales for 1998 totaled US\$2.5 million. Currently, Arpa employs 50 people.

Arpa seeks a distribution agreement with a U.S. manufacturer or supplier of motor oil and lubricants. Arpa can conduct business in English.

Contact: Arman Gabriyelian, Manager (speaks English)

82 Hanrapetutian Street
Yerevan-82, Armenia
Tel: +374-2-563-384, 562-614
Fax: +374-2-563-384
E-mail: arpa@ass.am

Source: BISNIS Representative in Armenia



Industry: Consumer Goods/Perfumery

Company: Nushikian Association

Established in 1992 as a private company, Nushikian Association specializes in selling perfume, clothes, and shoes. It has two stores with 2,300 sq. ft., an airline tickets reservation service (Nushikian Avia), and a restaurant, one of the most popular in Yerevan called Poplavok. The company's commercial facilities total 4,600 sq. ft. Nushikian is an authorized dealer of Christian Dior, Chanel, Cosmopolitan Cosmetics, Nina Ricci, Givenchi, S.T. Dupont, and other famous brands. The company's sales in 1998 totaled \$2.5 million, and it employs 150 people.

Nushikian seeks to become a distributor of Estee Lauder and Calvin Klein in Armenia. The company can conduct business in English.

Contact: Alexander Chilingarian, Head
Marketing Department (speaks English)
15 Sayat Nova Ave.
Yerevan, Armenia
Tel: +374-2-564-249
Fax: +374-2-564-292
E-mail: nushikian@best.am

Source: BISNIS Representative in Armenia

AZERBAIJAN

Industry: Meat and Dairy Processing

Company: BIRLIK Co. Ltd.

BIRLIK Co. Ltd. was established in 1990 as a private company. It has 17 employees, and 12.5 hectares of land and facilities. The land is used for workshops, display rooms, pasture, and warehousing. The area is located in the suburbs of Baku. All the facilities are private, and 1,200 sq. m. of the total area is vacant.

BIRLIK Co. Ltd. has three main areas of activities: furniture manufacturing, 10 percent; construction supplies, 20 percent; and farming, and milk and meat products, 70 percent. Its annual sales are US\$40,000-US\$60,000. Most of its clients are local and national companies. The company has a competitive advantage since it has its own pastures, livestock breeding facilities, and arranges payment schedules for its clients. Whereas in its furniture manufacturing division, pricing and the ability to let clients make deferred payments make the company competitive.

The company has done business with Russia and Georgia. It proposes setting up a joint venture with a U.S. firm in the

meat and milk processing area. It has its own livestock, pastures, covered areas, and cattle feed with relatively inelastic demand. BIRLIK Co. Ltd. is in a position to render a potential American partner all the assistance necessary, such as land, utilities, facilities, marketing, contacts with local authorities, and a work force.

The company can conduct business in English and is willing to be contacted by American intermediary companies. It is also interested in purchasing American products, such as agricultural processing equipment (milk, meat) and wood processing equipment (for furniture) and construction supplies.

Contact: Shikhaliyev Nmik, General Director
Namik Kuliyevev, Marketing Manager
Seryogin Street, 12A-31
370090 Baku, Azerbaijan
Tel: +99-412-533453, 3791
Fax: +99-412-936319

Source: BISNIS Representative in Azerbaijan

GEORGIA

Industry: Business Park

Company: Electroaparati

Electroaparati was established in 1971 as a state company and includes four plants, three in Tbilisi and one in Rustavi, 20 kilometers south of Tbilisi. The enterprise was transferred into a joint-stock company in 1995 and 60 percent of its shares were privatized. Electroaparati manufactures low-voltage electric equipment, plastic supplies and cases, automatic circuit breakers, parts for alarm systems, and a number of other items for electric equipment in a limited quantity. Each of Electroaparati's plants has an operable infrastructure. The company uses only 15 percent of its capacity primarily due to shortages of raw materials formerly imported from Russia, Ukraine, Azerbaijan, and Kazakhstan.

Currently, a World Bank project, The Center for Enterprises Restructuring and Management Assistance (CERMA), is working with Electroaparati and has prepared its business overview, which is available on the BISNIS website under the leads and events site, and is linked to this trade lead.

Contact: Sandro Khizanishvili - CERMA Deputy Director
Tbilisi, Georgia
Tel: +(995 32) 30 77 01
Fax: +(995 32) 30 77 03
Mobile Tel: +(995 99) 50 60 10
E-mail: sank-cerma@caucasus.net

Source: BISNIS Representative in Georgia



Industry: Poultry Processing

Company: Mukhiani 98

Mukhiani Poultry was established in 1968 as a state enterprise. It is located 15 kilometers from Kutaisi. In 1996 it was transformed into a joint stock company called Mukhiani 98

and entirely privatized. The company owns 174 hectares of land and has its own railway bay. After the break up of the Soviet Union its facilities and operations were paralyzed. After privatization, the new owner (who currently owns 98 percent of the company), attracted US\$500,000 from an Austrian company. He then built four new farms of 1,500 sq. m. each, bought modern computerized German - Big Dutchman equipment, and bought Dutch technology for broiler breeding. Mukhiani 98 flies in broiler eggs from Germany and hatches them in its own German incubator. The company breeds 12,000 to 15,000 chickens in each farm. The entire system is computerized, and 20 people care for 50,000 chickens.

The company also owns a birdseed processing facility. The bird seeds are used to feed the chickens. The company's assets are valued at US\$1 million. Mukhiani 98 is producing 360,000 tons of poultry annually and selling its product mostly in Tbilisi and Kutaisi.

In order to build its own meat processing and canning facility, the company needs about US\$250,000 - \$300,000 in investment. The company seeks a U.S. partner for mutual cooperation and distribution of its products.

Contact: Jumber Apkhaidze, Owner
Tamaz Mikadze, Business Consultant
Mukhaini Poultry
Kutaisi, Georgia
Tel: +995-331-57 12 41
Tel/Fax: +995-331-7 66 41

Source: BISNIS Representative in Georgia

KAZAKHSTAN

Industry: Construction

Company: Tore

Tore has specialized in construction since 1993. The company's services include renovation, decoration, and production of wooden doors and window frames. Its projects in Kazakhstan include the renovation of a restaurant (1993); renovation of a bank (1994); construction of cottages for private customers (1994-1998); construction of a food warehouse (1995-1996); woodwork orders for various locations in Kazakhstan, including Almaty, Astana, Shimkent, and Taraz (1998-1999); and participation in a USAID-sponsored construction of a village for craftsmen. Tore currently employs 42 people. The company owns two workshops in Almaty with a total area of 0.24 hectares. Its annual sales total US\$245,000. Local (90 percent) and Western (10 percent) companies constitute Tore's client base. In 1996, the company received a loan from the Central Asian American Enterprise Fund to purchase woodwork production equipment. The company paid off this loan ahead of schedule. In 1999, Tore received a small loan from EBRD for further growth. The firm plans to expand its business to include construction of prefabricated cottages in the northern regions of Kazakhstan.

Tore seeks a U.S. joint venture partner to manufacture wooden and other products for the Kazakhstani construction

market. Tore seeks U.S. financing and technology. A business plan in Russian is available upon request. The company can conduct business in English.

Contact: Bekzakir Kuralbaev, Director
40 Skryabina Street
Almaty 480043, Kazakhstan
Tel: +7-3272-416644/408969
Fax: +7-3272-408969
or U.S. Embassy Commercial Service:
531 Seyfullin Prospect, 3rd Floor
Almaty 480091, Kazakhstan
Tel: +7-3272-587920
Fax: +7-3272-587922
E-mail: OAlmaty@cs.doc.gov

Source: BISNIS Representative in Kazakhstan



Industry: Tourism

Company: Abil

Abil, a small private travel agency established in 1994, specializes in holiday tours from Kazakhstan to European and Asian countries. Abil currently employs four people. The agency is located in downtown Almaty. Abil rents 100 sq. m. of office space and 1,000 sq. m. of warehouse space. In 1998, its annual sales totaled US\$50,000. Abil's partners include Panita Travel (Great Britain), Ellipse Voyage (France), New Club Riviera (Spain), Pastel Tours (Turkey), Halley Tours (Italy), ATC S.A. (Greece), Sonesta Travel (Egypt), Kintetsy International (Japan), Sigma Club System (Thailand), and A.H.A. Australia Pty. Ltd. (Australia). According to the firm's representative, Abil has strong working relations with Resort Condominium International (RCI) -- an international holiday exchange organization based in the United States.

Abil seeks a U.S. partner to organize first-class tours for Kazakhstani and U.S. clients. Abil seeks opportunities to become a representative for a U.S. travel/industry-related firm. The company can conduct business in English. A business plan in Russian and English is available upon request.

Contact: Raushan Abilmazhinova, Director
158 Bogenbay Batyra Street, #101
Almaty, Kazakhstan
Tel/Fax: +7-3272-674856
E-mail: mila@abil.almaty.kz
or U.S. Embassy Commercial Service:
531 Seyfullin Prospect, 3rd Floor
Almaty 480091, Kazakhstan
Tel: +7-3272-587920
Fax: +7-3272-587922
E-mail: OAlmaty@cs.doc.gov

Source: BISNIS Representative in Kazakhstan

KYRGYZSTAN

Industry: Electric Machinery Production

Company: The Oremi Company

The Oremi Company (formerly the Bishkek Heavy Electric Machinery Plant) was established in 1958. In 1993, the company was privatized. Currently, the government owns 46 percent of the company's property. Oremi specializes in producing large electric machines, electric generators, consumer goods, and repair of electric equipment. It has 227 employees and owns 51,000 sq. m. of land with 19,547 sq. m. of building space in downtown Bishkek, with convenient auto and railroad access. Oremi's annual sales total US\$515,000. The company is working out a contract with the Zait Austrian company that in July 1998 won a government tender for purchasing equipment (worth US\$8 million) to manufacture distribution transformers and electric substations.

Oremi seeks a U.S. partner to produce mini electric generators for small rivers. A future business partner would supply modern technology, equipment, and management. The company can conduct business in English. It has a business plan in Russian.

Contact: Usen Kydyr Liyev, Director General
100, Ulitsa Tolstogo
Bishkek 720035, Kyrgyzstan
Tel: +996-312-22 68 89, 22 53 85
Fax: +996-312-66 39 95
Source: BISNIS Representative in Kyrgyzstan

ALTAY REGION, RUSSIA

Industry: Machinery

Company: BarnaulTransMash

BarnaulTransMash, a joint-stock company, was established in 1942, and privatized in 1992. The company specializes in manufacturing high-speed diesel engines, diesel engine-generating installations, and spare parts. The company has strong government contacts. It plans to expand its business to include production of a new family of diesel engines (BMD) with the dimension of 15/18. Potential customers include ship-repairing and shipbuilding enterprises, and companies involved in oil and gas, woodworking, and agriculture industries.

The company seeks a U.S. investor to produce diesel engines. Projects costs are estimated at US\$70,000. The engines will be marketed in Russia and the NIS countries.

Contact: Vadim Kargapolov
28 Kalinin Prospect
Barnaul, Altai Krai 656037
Tel: +7-3852-772013
Fax: +7-3852-779522
Source: BISNIS Representative in Novosibirsk

KRASNOYARSK, RUSSIA

Industry: Oil and Gas

Company: SIBRES Ltd.

SIBRES Ltd. was founded in 1992. The founders of the

company are the Krasnoyarsk Scientific Center of the Russian Academy of Sciences (25 percent), and individuals (75 percent). The company specializes in developing repair technology for oil and gas wells, and employs 15 people. SIBRES Ltd. has been involved in scientific research and engineering developments. In particular, the company invented a new technology for the maintenance and repair of oil and gas wells. The essence of the technology is thermo-chemical destruction of asphalteno-resinous and paraffino-hydrate adjournments (ARPHA) in pumping and compressing pipes of fountain oil and gas wells, or wells equipped by electro-centrifugal pumps, by treating the ARPHA by special discrete thermo-chemical elements. The technology is patented, and the company obtained the license to use the technology in 1997. The technology allows it to carry out ARPHA liquidation practically without stopping the extraction of oil and gas for the repair work. During ARPHA destruction, solid and harmful wastes for the environment are not formed. The technology has at least two distinctive features.

First, during the interaction of thermo-chemical element components with oil components, a significant amount of heat is released, which leads to complete melting of ARPHA and removal of its crystallization centers from the walls of the pumping and compressing pipes. Second, an inert gel-like film is formed on the internal surface of pipes due to the special structure of thermo-chemical elements. The film prevents metal corrosion and fast formation of new adjournments. According to the results of industrial tests, it increases the period of time between repair work for several times, compared to the traditional methods of the wells cleaning, and it reduces the time and cost of downtime of wells, compared to the traditional methods of ARPHA destruction. For example, in Liantor deposit (JSV "Surgutneftegas") the period of time between repair works increased from three to eight times. Profitability of the technology is from 50 to 100 percent, depending on oil composition. The technology was successfully implemented in various deposits in the Tyumen Region that are being developed by the following oil and gas mining companies: Kondpetroleum, Noyabrskneftegas, Nizhnevartovskneft, Surgutneftegas, Liantorneftegas, Purneftegas, Ulianovsknefteotdacha, Samaraneftegas, Zhigulevskneft, and others. During September - October 1997, 50 wells developed by Noyabrskneftegas were cleaned using the technology. The cost of this project totaled US\$160,000. According to the Tyumen Oblast officials, approximately 23,000 wells in the Oblast are not functioning. According to an estimate by the Siberian Branch of the Russian Academy of Sciences, approximately 10 million tons of oil are not developed annually because of ineffectiveness of traditional methods of ARPHA destruction. Taking into account other markets in the NIS and other countries, the new technology will be highly demanded.

SIBRES company seeks a joint venture with an American partner. The company will contribute its know-how for the production of the thermo-chemical elements, industrial base for producing thermo-chemical elements, and technology of well cleaning using thermo-chemical elements. A partner

would market and promote the technology in the NIS and other markets, and further develop the company's business.

Contact: Boris Kogai
110 Ul. Mira
Krasnoyarsk, 660009 Russia
Tel/Fax: +7-3912-217655,212392,551082
Email: avp@foreco.krasnoyarsk.su
Source: BISNIS Representative in Novosibirsk

MOSCOW, RUSSIA

Industry: Construction

Company: ROSS

The private limited partnership company ROSS was established in 1990 as a construction project development company and a wholesaler of construction materials. The company employs seven people and generates US\$485,000 of revenues annually. ROSS rents 200 sq. m. of office space; a contract for renting 0.17 hectares of land for construction from the Moscow City Government is pending. ROSS imports furniture from a German company, (Hafele) and, decorative materials from NDM (Germany). It exports lumber to Hormag, an Austrian company.

ROSS seeks a U.S. partner for joint construction of a trade center (5,460 sq. m. total). ROSS will provide financial support for the project, and is looking for an American company willing to supply equipment and consulting support. A business plan in English is available upon request.

Contact: Vladimir Isaev, General Director
Alexander Mitin, Manager
Verkhnyaya Pervomayskaya St., 49, Building 10
Moscow, Russia 105264
Tel: +7-095-956-8338/2693
Fax: +7-095-956-0809
E-mail: rosiss@dol.ru

Source: BISNIS Representative in Moscow



Industry: Food Products

Company: Slaveks-STK

The closed joint-stock company Slaveks-STK was established in 1994 and currently employs 125 people. Slaveks-STK is a wholesale trading company and a direct distributor that supplies over 1,000 stores in Moscow and the Moscow region (75 percent of its total products), and to 1,500 stores in other Russian regions (25 percent). Slaveks-STK is one of the leading distribution companies in Russia. The company has established a dealer network; owns up-to-date sales technologies; has a truck fleet; and has signed long-term contracts with large supermarkets and stores. Slaveks-STK has also developed its own trademarks. The company sells Russian-made food stuffs and is the official distributor for Heinz, Danone, and Nestle. (Slaveks-STK was created on the basis

of the company Slaveks, an official distributor of baby foods for Gerber and Nestle). Slaveks-STK operates primarily within Moscow city and the Moscow region, the wealthiest consumer markets in Russia. Since the company distributes baby food, it enjoys tax privileges. Slaveks-STK's annual sales total US\$12 million.

Slaveks-STK is interested in importing U.S. foodstuffs. The Russian company will distribute products to 2,500 stores in Russia, introduce brands to the Russian market, and organize presentations. Slaveks-STK management was trained in France and the United Kingdom. A business plan is available upon request.

Contact: Oleg Viktorovich Ochinsky, Director
Andrey Nikitin, Project Manager
Annensky Proezd, 2A
Moscow, Russia 127521
Tel: +7-095-281-0931; 218-9066; +7-902-682-5125
Fax: +7-095-219-2400

Source: BISNIS Representative in Moscow



Industry: Footwear

Company: Eurotime LLP

Eurotime LLP was established in 1995 as a footwear importer from India, China, and Macedonia. Currently, Eurotime is a small manufacturing company, specializing in footwear. Its annual production volume is 80,000 pairs of shoes. The company has a lease for production space and equipment in Yaroslavl and storage space in Moscow until 2005. Eurotime uses natural skin and fur to produce shoes and boots. The company does in-house design. It has dealer agreements with eight major distributors, but it also sells its products to retailers and wholesalers in Moscow and the regions. Due to the financial crisis, there has been a decrease in imports of foreign footwear and a drop in raw material prices, enabling the company to compete with Western footwear producers.

Eurotime is looking for a U.S. footwear manufacturer/distributor to establish a joint venture to produce footwear. Eurotime will produce and distribute products through its dealership network. A U.S. company would provide the technology, design, and, potentially, brand equity. Eurotime is also interested in distributing U.S.-made shoes in the NIS. The company can conduct business in English. A business plan in Russian is available upon request.

Contact: Vladimir V. Utenov, Director
Igor Yu. Shorokhov
Deputy Director for Foreign Affairs
48/2, Novoslobodskaya Str.
Moscow, 103055, Russia
Tel: +7-095-973 5122
Fax: +7-095-9735122/5124
E-mail: bisnis@dol.ru

Source: BISNIS Representative in Moscow

NOVOSIBIRSK, RUSSIA

Industry: Pharmaceuticals

Company: Novosibirsky Serpentry

Novosibirsky Serpentry was established in 1989. The company specializes in producing nine types of crystal snake venom. It employs 22 people, and its annual production of crystal snake venom totals from 0.4 to 1,500 grams, depending on the type of venom. Novosibirsky Serpentry is the only producer of snake venom in Russia and has the capacity to satisfy the need for snake venom used in the Russian pharmaceutical industry.

The company seeks a joint venture with a U.S. partner to produce pharmaceuticals based on snake venom. The products will be marketed in Russia and other NIS countries.

Contact: Vladimir Dudarev, Director
18, Krasny Prospect
Novosibirsk, Russia 630011
Tel: +7-3832-465443
Fax: +7-3832-465443

Source: BISNIS Representative in Novosibirsk

SAKHALIN, RUSSIA

Industry: Health Industry: Food Supplements

Company: Sakhalin Innovation Fund

Sakhalin Innovation Fund (SIF), a joint-stock public company, produces a patented, unique and very beneficial concentrated brown seaweed food and beauty supplement called Modifilan which was voted best new product in Russia by the pharmaceutical industry. It was originally developed to cleanse radiation victims of Chernobyl from toxic heavy metal poisoning. It was found to be the best cleanser for the body and was found to have many other beneficial properties.

Sakhalin Innovation Fund needs a partner to invest in its capital manufacturing facilities, to market Modifilan and to bring to the marketplace SIF's other unique Siberian extracts. SIF is six years old and already sells its products all over the world via distributors. SIF employs 50 people and has two working factories and two waiting completion upon investment.

Contact: Victor Sviridov, General Director
11 Gorkogo Street
Yuzhno-Sakhalinsk, Sakhalin, Russia
Tel: +7-41960-3-47-34
Int'l Fax: +7-50441-6-25-75
Tel/Fax: +7-41960-5-58-41
or Vladimir Bajanov, Director
Pacific Standards Distributors Inc.
329 Linfield Place
Menlo Park, CA 94025
Tel: 650-853-1131
Fax: 650-853-1132
Website: www.modifilan.com

Source: Pacific Standard Distributors Inc.

TOMSK REGION, RUSSIA

Industry: Food Processing

Company: Tugan Poultry Factory

The Tugan Poultry Factory is a state-owned enterprise. Established in 1971, the company specializes in grain for fodder, and poultry production. Its annual turnover totals US\$6 million. The company employs 532 people. It has strong government contacts. The company plans to expand its production of grain.

The company seeks a U.S. investor to reequip the enterprise to produce grain up to 9,000 tons annually. The amount of investment required is US\$1 million.

Contact: Nikolai Zarembo, Deputy Director
Rassvet Village, Tomsk Oblast, Russia
Tel: +7-3832-212349
Fax: +7-3832-211277

Source: BISNIS Representative in Novosibirsk

VLADIVOSTOK, RUSSIA

Industry: Tourism

Company: Krechet

Krechet was established in 1992. The company is involved in tourism, construction, charter cargo, and passenger transportation. Krechet has exclusive rights to organize helicopter tours to the picturesque geyser valley and volcanoes in Kamchatka. The company owns four helicopters and several resorts and offers 10 certified tours, including skiing, mountaineering, and fishing tours for groups of 15-20 people. The company hosts up 2,000-2,500 tourists annually. It employs 52 people, and its annual sales exceed US\$1 million.

Krechet seeks a U.S. travel agency to jointly organize tours in Kamchatka.

Contact: Vyacheslav Zvyagintsev
Director of Tourism Department
4 Proezd Izluchiny
Yelizovo, Russia 684010
Tel: +7-4152-111-700
Fax +7-4152-111-700
E-mail: crech@elrus.kamchatka.su

Source: BISNIS Representative in Vladivostok

UKRAINE

Industry: Machinery

Company: Kristal

Kristal is the only company in the NIS region manufacturing laser-, plasma-, and gas-based programmable metal cutting equipment and machinery. The company was established in 1959 and privatized in 1996. It currently operates as an open joint-stock company. The Ukrainian government holds a 21.5 percent stake in Kristal. Kristal is involved in producing metal cutting machinery, welding equipment, small agricultural equip-

ment, and consumer goods. Its annual sales amount to US\$1.1 million. Since 1985, Kristal has supplied its products to Germany, Bulgaria, and Vietnam. The company has signed several purchase agreements for supplying products to Asian countries.

The company seeks a U.S. partner to expand production.

Contact: Vasyil Bibik, Project Manager
41, Dekabrystiv Vul.
Kiev, Ukraine

Source: BISNIS Representative in Ukraine



Industry: Telecommunications

Company: Asteria

Founded in 1994, Asteria, a private Odessa-based company with 26 employees has been involved in producing Yellow Page directories (including CD-ROM version) for the city of Odessa and the Odessa region. It has created reliable and complete information for the directory, and over a four-year period succeeded in Ukraine in this area of business. In 1998 Asteria, along with Infonet, Odessa, its subsidiary, set up an Internet center with equipment and a 10 MB channel acquired from Taide Network AS, Norway.

The Odessa Municipal Council Executive Committee in 1998 approved Asteria as the principal contractor to implement a long-term, large-scale, information network development program for Odessa. Asteria also has a multilateral agreement with the central government's telecommunications organization UkrCosmos, to create the Odessa segment of the Ukraine Satellite Information Transmission System.

To fulfill its contract with the local government to implement the Information Network Development Program for the city of Odessa, the company seeks a U.S. investor (vendor credit line or postponed payments) to acquire equipment consisting mainly of Polywell Alpha533LX System (U.S.), Polywell 500QX7 Pentium System (U.S.) computer hardware and Redhat Linux (U.S.) computer software, for a total value of US\$290,000. A business plan in English is available upon request.

To increase the range and the circulation of its Yellow Page directory in Odessa and other regions of Ukraine, the company also seeks a U.S. company to establish long-term cooperation such as a partnership or agency agreement.

Note: Market demand for Asteria's product in Odessa is considerable. The company's business has adequate financial standing, and its management is sound. The Odessa region is being considered by the central government as the main test site for introducing modern telecommunications and information network technology in Ukraine.

Contact: Armen Avetisian, Director
Asteria, 23 Ekaterininskaja Street, Third Floor
270026 Odessa, Ukraine
Tel./Fax: +38 (0482) 348628, 219369, 287290
E-mail: odina567@hotmail.com
or Victoria Potapova, Area market manager
AVA International Inc.

23 West 73rd Street # 1414A
New York, NY 10023
E-mail: VPotapova@aol.com

UZBEKISTAN

Industry: Hospitality Services/Tourism

Company: Sayyoh Makom

The private company Sayyoh Makom was established in 1997. The company is involved in the tourism business. Its services include accommodations, reservations, interpreting services, transportation, and airport pick up/drop off. The company has a staff of 15 professionals. Currently, the company is interested in diversifying its activities and opening a chain of small hotels and/or B&B's in Uzbekistan. Sayyoh Makom expects to get a credit line from the National Bank of Uzbekistan.

The company is interested in a partnership with an American hotel management company.

Contact: Nosir Asadullakhodjaev, Director
1 Furkat Street, Office 419
Tashkent 700011, Uzbekistan
Tel: +998-712-45-32-67
Fax: +998-71-139-10-59

Source: BISNIS Representative in Uzbekistan



Industry: Real Estate

Company: Interservis Business Center

The Association of the Ministry of Foreign Economic Relations Interservis seeks a U.S. joint-venture partner to manage the new Interservis Business Center complex to be completed by September 1999. The Business Center is a modern 19-floor building with a total area of 62,527 sq. m. The Business Center offers office space for rent and includes several exhibition halls, conference rooms, restaurants, bars, a beauty salon, and an underground garage. Interservis offers 49 percent of the projects equity to a foreign partner. Certain incentives such as tax holidays and repatriation of profits will be provided for a partner.

Interservis is interested in a partnership with a real estate company specializing in commercial real estate.

Contact: Yusuf Tilyaev, Director
16A Prospect Rashidov
Tashkent, 700017, Uzbekistan
Tel: +998-71-139-10-06, 139-45-49, 139-45-57
Fax: +998-71-120-65-17

Source: BISNIS Representative in Uzbekistan

Sender **BISNIS**

**USA Trade Center
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Stop *R-BISNIS
1401 Constitution Avenue, N.W.
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202-482-4655 (phone)
202-482-2293 (fax)
bisnis@ita.doc.gov (e-mail)

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Director: Anne Grey
Deputy Director: Trevor Gunn
Search for Partners Managing Editor: Joan Morgan

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