



U.S. DEPARTMENT OF COMMERCE
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BISNIS

SEARCH FOR PARTNERS

Published by the Business Information Service for the Newly Independent States (BISNIS)

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

BISNIS publishes **SEARCH FOR PARTNERS** to help U.S. companies find investment opportunities in the expanding markets of the former Soviet Union.

SEARCH FOR PARTNERS is also distributed via bi-weekly 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.

These opportunities are provided solely as an informational service and do not represent an endorsement by the U.S. Department of Commerce. Verification of these leads is the responsibility of the reader.

KAZAKHSTAN

Industry: Information Technologies

Company: Actis Systems Asia

Actis Systems Asia, established in 1998, specializes in web-system development for internet and intranet networks (web design development, html-imposition, programming of interactive elements and databases, intranet servers and internal information systems, flash-sites, and interactive presentations); web system support (hosting, web-system maintenance, web marketing, and additional services); and consulting services on systems integration in the Internet.

Actis currently employs 10 people. From June 1998 till December 1998, its sales volume totaled approximately US\$20,000. Actis participated in the Golden Site 1997 contest and won two Financial Times titles "The World 1997 Best Business Web-Server" and "The Russian Best Corporate Site" (www.kazecon.kz). Actis provides services for local and foreign companies in Kazakhstan. Among its clients and business partners are: Pragma Corporation (USAID contractor), Deloitte and Touche, Almaty International Business School, Scott Holand Real Estate Agency, Citibank, Nursat, and Internet Securities. The firm closely cooperates with Actis in Russia – its parent company.

Actis seeks a U.S. partner to further develop its business

Index to Leads by Industry	Page
Coal Mining	4
Construction Materials	2, 4, 6
Fisheries	4
Food Processing	7
Furniture Production	2
Information Technologies	1
Light Industry Equipment	7
Medical Equipment	3
Mining	5, 6
Oil and Gas	3
Packaging	2
Pharmaceuticals	5
Recycling Industrial Waste	3
Refrigerating Equipment	2
Water and Air Filters	3

and explore business opportunities in Kazakhstan and other Central Asian countries. The company is interested in attracting venture capital or establishing a partnership agreement (joint venture, dealership, and franchise) with a U.S. telecommunications/internet company, and/or software/hardware producer and system integrator. A marketing plan in Russian is available upon request. The company can conduct business in English.

Contact: Yuriy Latin, Director
91/13 AYTEKE BI STREET
Almaty, 480091, Kazakhstan
Tel: +7-3272-32-32-29
Fax: +7-3272-32-14-27
E-mail: latin@actis.kz
Website: www.actis.kz
Or U.S. Embassy Commercial Service:
531 Seyfullin Prospect, 3rd Floor
Almaty, 480091, Kazakhstan
Tel: +7-3272-58-79-20
Fax: +7-3272-58-79-22
E-mail: almaty.office.box@mail.doc.gov

Source: BISNIS Representative Kazakhstan



Industry: Consumer Goods/Furniture Production

Company: BMG-Engineering

BMG-Engineering, a private Kazakhstani company, established in 1998, specializes in supplying woodwork and furniture production equipment, color varnish, glue, facing and other furniture production and construction materials; and providing engineering and consulting services in Kazakhstan.

BMG currently employs six people. Its head office and warehouses are located in Almaty. The firm is represented in Kyrgyzstan and Uzbekistan. BMG's annual sales volume is US\$500,000. The firm is a Kazakhstani distributor of several German companies: Homag (furniture production lines), Weing (wooden windows and doors production), Leuko (woodcut machines), Klebchemie (various types of glue), Herberts (various types of color varnish), Biesenthat (facing materials), and Scheppach (woodwork machines for handicrafts).

Local and regional woodworking, furniture production, and construction companies are BMG's major buyers. According to BMG's representative, the firm's experienced staff conducts seminars, provides assistance in business plan development, and provides free consultations on furniture production technologies for young and growing Kazakhstani businesses. It conducts installation and after-sale servicing of the equipment it sells in Kazakhstan. BMG plans to expand its business to include production of glues and varnishes in Kazakhstan.

BMG seeks U.S. suppliers of woodwork and furniture production equipment of medium capacity for handicraft production. It also seeks a U.S. joint venture partner to manufacture glue and varnish for the furniture production and construction industry in Kazakhstan and the neighboring CIS countries. The company can conduct business in English.

Contact: Anatoliy Gass, Director
5 Orbita-3, #9
Almaty, 480043, Kazakhstan
Tel/Fax: +7-3272-54-77-03
E-mail: eng@bmg.almaty.kz
Or U.S. Embassy Commercial Service:
531 Seyfullin Prospect, 3rd Floor
Almaty, 480091, Kazakhstan
Tel: +7-3272-58-79-20
Fax: +7-3272-58-79-22
E-mail: almaty.office.box@mail.doc.gov

Source: BISNIS Representative in Kazakhstan

KYRGYZSTAN

Industry: Construction and Construction Materials

Company: Delta Plus

The private company Delta Plus was established in 1997. The company specializes in production and assembly of light metal structures and buildings, and installation of heating, water and sewage systems for buildings. It has 21 employees and owns 1,300 sq. m. of land, on which is an industrial and warehouse facility of 250 sq. m. located just outside Bishkek. In 1998, the company's sales totaled US\$347,000. It sells its prod-

ucts primarily to foreign companies located in the Bishkek Free Economic Zone.

Currently, the company seeks a U.S. partner to establish a joint venture for production and assembly of prefabricated buildings. The company can prepare a business plan in English upon request and can conduct business in English.

Contact: Vladimir Romashko, Director
18, Kulatov Street
Bishkek, 720005, Kyrgyzstan
Tel: +996-517-760753
Tel/Fax: +99-312-288629
E-mail: delta@imfiko.bishkek.su

Source: BISNIS Representative in Kyrgyzstan

GAGARIN, RUSSIA

Industry: Packaging

Company: Gagarinsky Svetotechnichesky Zavod

Employing 400 people, Gagarinsky Svetotechnichesky Zavod (GSTZ) is a large enterprise in the Smolensk Region. Since the 1950s, it has had a large and well-developed production site, including production facilities, offices, and storage space, with a current market value of US\$18 million, which the company will contribute to the project.

The company intends major restructuring of its production to produce packaging materials instead of currently produced lightening appliances for technical purposes. GSTZ's ambitious plans are addressed in its business plans, available both in English and Russian. GSTZ has identified a great demand for packaging materials, which the company said is 90 percent supplied by imports.

The company requires US\$35 million to purchase or lease packaging materials production equipment. It seeks an American partner to establish long-term cooperation and participate in the project, which, as the company's business plan indicates, will be paid back in 12 months, with total coverage in two years. The company has a bank account in Sberbank.

Contact: Aleksey Dmitrievich Phillipov, Director General
73, Sovetskaya Street
Gagarin, 215010
Smolenskaya Oblast
Gagarin, Russia
Tel: +7-08135433-87
Fax: +7-08135431-87, 431-02

Source: BISNIS Representative in Moscow

KALUGA, RUSSIA

Industry: Refrigerating Equipment

Company: Servi

Servi is a medium-sized production company in the Kaluga region. It employs 70 people and is engaged in manufacturing trading and retail equipment primarily for local retail stores.

The company's management seems to be fairly experienced with Western business practices. S.V. Pronin, a director of the company, has been selected to participate in the U.S.

Government's "Business for Russia" training program. Additionally, the company is a member of the regional chamber of commerce, which has provided positive references about Servi.

Servi seeks a U.S. manufacturer or distributor of refrigerating equipment for retailers to import or that can be assembled at the company's existing facilities. The company can partially cover project expenses; it seeks an investment of US\$100,000. The company has a business plan and can communicate in English.

Contact: Sergey V. Pronin, Director
Tatyana Larina, Marketing Specialist
102, Tulakaya Str, Office 25
Kaluga, 248003, Russia
Tel: +7-084-22-384-24, 384-29
Fax: +7-084-22-392-70
E-mail: servi@kaluga.ru

Source: BISNIS Representative in Moscow

KHABAROVSK, RUSSIA

Industry: Medical Equipment

Company: Medtekhnika Plant

The Medtekhnika Plant, a joint-stock company, provides all of the medical facilities in the Khabarovsk Krai and part of the Jewish Autonomous Region with assembly, maintenance, repair services, and metrological control of all the equipment used in those hospitals. Medtekhnika has a hospital network throughout the entire Krai, and it has over 100 employees. The company has large industrial facilities and a highly qualified staff and wishes to set up a joint venture with a foreign partner to develop assembly and marketing of autoclaves, sphygmomanometers, and small labs in the first stage of cooperation. The next step could be arrangement of more sophisticated production.

Contact: Nikolay Shepelev, Director
98 Istomin Street
Khabarovsk, 680028, Russia
Tel/Fax: +7-4212-340-688
E-mail: bisnis@vasandr.khv.ru

Source: BISNIS Representative in Khabarovsk



Industry: Recycling Industrial Wastes

Company: Resurs

Resurs, a joint-stock company, was founded in 1992 in the city of Solnechny. The company employs 56 people and is engaged in processing industrial wastes, and the production of construction materials, fertilizers, and nonferrous metals. Resurs has performed detailed market research on the problem of utilizing automobile batteries in the major territories of the Russian Far East and the demand for component processing. The company plans to process 400,000 batteries per year and will have 10 tons of lead that could be consumed by the battery producing plant located in the neighboring city of Komsomolsk. Resurs currently seeks a U.S. company that works in battery

utilization to partner with on a challenge grant project, sponsored by EcoLinks. This project envisions conducting a feasibility study on optimal methods of used battery processing and construction of a battery-processing factory.

Contact: Andrei Kreinis, Director
7-a Parkovaya Street, Office #39
Solnechny, Khabarovsk Krai, 681901, Russia
Tel/Fax: +7-246-235-22
E-mail: bisnis@vasandr.khv.ru

Source: BISNIS Representative in Khabarovsk

KRASNOYARSK, RUSSIA

Industry: Water and Air Filters

Company: Aqua Bona

Aqua Bona was established in 1996. The company specializes in the retail and wholesale of water filters; air cleaning systems; air humidifiers; gas, water, and heat meters; garbage disposals; pumps and pump stations; thermoses; and disposable materials and supplies for plumbing. The company rents four retail outlets in stores in Krasnoyarsk and owns production and warehousing facilities. It has international business experience with Brita (Germany), Honeywell (United States), and INKA (Finland).

The company seeks to provide distributorship/dealership services to U.S. companies specializing in water and air cleaning/conditioning systems, various types of meters, pumps and pumping equipment/stations, and other related products.

Contact: Sergei Lazovsky, Director
6 Dubensky Street, Office 402
Krasnoyarsk, 660032, Russia
Tel: +7-3912-234935
Fax: +7-3912-223226

Source: BISNIS Representative in Novosibirsk

MOSCOW, RUSSIA

Industry: Oil and Gas

Company: West Oil

The following is information on a business/investment opportunity to develop an oilfield of about 10 million tons in Komi Republic, Russia. This project may present commercial opportunities for a U.S. company.

West Oil, a joint-stock company, is a private Russian company which holds a license (valid till 2022) for exploration and extraction of hydrocarbons in the Komi Republic. The license territory of about 1,000 sq. km is located 6 km away from the operating distribution pipeline, 15 km from the railroad, 22 km from the Ukhta Refinery, and 24 km from the Transneft-operated trunkline.

Geological and geophysical data suggest about 9.2 million tons of recoverable (C3-category) resources while total crude resources amount to about 23.8 million tons. Both geo data and a business plan are available. The annual planned production is estimated at 400-500,000 tons.

Positive factors that would determine the production cost

are as follows: low transportation costs; zero expenses on social infrastructure; maximum drilling depth to 1,300 m.; and only 20 percent of produced oil would be marketed in the Komi Republic.

West Oil estimates that a total investment of about US\$8 million is required to purchase the equipment, build a power line and a connecting pipeline, as well as an access road. The preferred project financing scheme would be as follows: the investor finances the start-up phase, getting crude as pay-back; the stock is divided in 50-50 proportion (a joint venture arrangement); further operation financing is based on production sharing.

Contact: Igor Kuvayev, General Director
Stanislav Sheveliov, Deputy General Director
West Oil JSC Representative Office
General Karbyshev St. 8, Build. 3, Office 202
Moscow, 123154, Russia
Tel/Fax: +7-095-946-8004

Source: U.S. & Foreign Commercial Service, Moscow
Note: U.S. companies that submit proposals as a result of this announcement are encouraged to inform the Moscow office of the U.S. & Foreign Commercial Service located in the U.S. Embassy.

U.S. & Foreign Commercial Service Moscow
Bolshaya Molchanovka, 23/38
Moscow, 121069, Russia
Tel: +7-095-737-5035
Fax: +7-095-737-7033
E-mail: Nick.Mikhailov@mail.doc.gov

NOVOSIBIRSK, RUSSIA

Industry: Construction Materials

Company: SpecZhelezoBeton

SpecZhelezoBeton was established in 1974 and privatized in 1993. It has 1,429 employees and owns production and warehousing facilities with sufficient space for offices, storage and production. The company specializes in the production and sale of reinforced concrete, and mineral wool with a fiber diameter of 0.5 - 1.5 microns. The main buyers of its products are local construction companies, such as NovosibirskGrazhdanStroi, SibAcademStroi, Sibir, and others.

Mineral wool is a more efficient and cheaper thermo-isolation material than glass wool traditionally used in the construction industry in Russia. New technology developed by the company allows it to produce the wool by processing rocks. The product is cheaper than imported isolation products produced by URSA and ISOVER. The technology is ecologically clean, and utilizes waste products in the mining industry

The company holds all the licenses necessary to produce its products. The company has strong government contacts. The company plans to expand its production of mineral wool to an annual amount of 6,000 cu. m.

The company seeks an investor to produce the mineral wool. The estimated amount of investment is US\$60,465. The pay-back period is 3-4 years. The company will provide its technol-

ogy, production and other facilities, and the raw materials. The company can conduct business in English and can provide a feasibility study in Russian upon request.

Contact: Valery Otmakhov, Director
Gorny Village, Toguchin District
Novosibirsk Oblast, Russia
Tel: +7-3832-295685
Fax: +7-3834-023506

Source: BISNIS Representative in Novosibirsk

SAKHALIN, RUSSIA

Industry: Fisheries

Company: Majak-D

Majak-D was established in 1997 and specializes in fishing and coal mining in the Dlinsk district, Sakhalin region. It owns 15 hectares of land and rents (until 2001) 150 sq. m. of facilities. The facilities, located in Dolinsk and the Dolinsk district, are used as manufacturing buildings and warehouses. The company has eight employees. It catches up to 800 tons of fish annually. Because Majak-D is supported by the district administration, it may have some tax privileges.

The company seeks ways to expand its business by constructing fish-breeding modules on the rivers of the Dolinsk district. It needs from a potential partner US\$30,000 for the construction paperwork and the construction itself. A business plan in Russian is available. The company is not interested in being contacted by intermediary companies.

Contact: Alexander Vladimirovich Kobelev, Director
40A Komsomolskaya Street, #17
Dolinsk, Sakhalin Region, 694070, Russia
Tel. +7-42442-25032
Fax (through BISNIS Yuzhno-Sakhalinsk): +7-50995-1540

Source: BISNIS Representative, ABC Yuzhno-Sakhalinsk.



Industry: Coal Mining

Company: Majak-D

Majak-D was established in 1997 and specializes in fishing and coal mining in the Dlinsk district, Sakhalin region. It owns 15 hectares of land and rents (until 2001) 150 sq. m. of facilities. The facilities, located in Dolinsk and the Dolinsk district, are used as manufacturing buildings and warehouses. The company has eight employees. It catches up to 800 tons of fish annually. Because Majak-D is supported by the district administration, it may have some tax privileges.

The company is interested in finding a partner for open-pit coal mining and delivery to customers in the Dolinsk district. Financing is needed from the potential partner to accomplish this project. The company needs US\$50,000 to purchase additional equipment and fuel for machinery. A business plan in Russian is available.

Contact: Alexander Vladimirovich Kobelev, Director
40A Komsomolskaya Street, #17

Dolinsk, Sakhalin Region, 694070, Russia
Tel: +7-42442-25032
Fax (through BISNIS Yuzhno-Sakhalinsk):
+7-50995-1540

Source: BISNIS Representative, ABC Yuzhno-Sakhalinsk



Industry: Fisheries

Company: OMIKS

OMIKS has been involved in the shrimp business since 1994, the year the company was established. OMIKS is a closed joint-stock company, and the owners of its shares are private firms and individuals. The company has 10 office employees, and 60 crewmen on two vessels, which it owns--one of which is used for shrimping at a depth of more than 400 m.

The company's office facilities, with a total area of about 120 sq. m., are located in a building in the center of Yuzhno-Sakhalinsk. It also uses additional space on the ground floor.

OMIKS has international business experience with Maruha Corporation, Japan. OMIKS sells products only to Japan currently, and no domestic market is involved. The possibility of trade with China is also being considered.

The company seeks a partner that can lease a mid-sized vessel with freezer facilities. OMIKS will consider different possible options for payment from a potential partner.

Contact: Vladimir Ivanovich Sarachakov
Executive Director
14, Dzerzhynskogo Street
Yuzhno-Sakhalinsk, 693000, Russia
Tel: +7-4242-772747
Fax: +7-50441-62128

Source: BISNIS Representative in Yuzhno-Sakhalinsk

SAMARA, RUSSIA

Industry: Pharmaceuticals

Company: Volgapharm

The joint-stock company Volgapharm was established in 1993 to develop and produce biomedical articles and medicines. The company currently has 25 employees, 200 sq. m. of office space, and 20,000 sq. m. of production space.

Its activities include the wholesale and retail of pharmaceuticals, which comprises 50 percent of all its activities. Thirty percent of its work is on constructing production facilities for pharmaceuticals. It also spends 10 percent of its time on research and development, and 10 percent on investment projects. Its sales in 1997 were US\$1 million and in 1998 US\$300,000.

The company's main customers are local private businesses and government. Volgapharm is the owner of essential intellectual property and has more than 50 patents and author's certificates for inventions. The company has both the "Golden Palm" and "Grand Prix" international awards for its production quality, technological innovation, and exemplary management. It also holds a number of state awards in the field of medical equipment and device creation.

The company has solid experience working in the regional pharmaceuticals market, strong contacts in local government, a flexible and open-minded management, a highly qualified staff, and the possibility of entering the C.I.S. and third-country markets in the future.

Volgapharm has federal and regional licenses for packaging, storing, and distributing prepared medicines; and a federal license for work with controlled substances. There are warehouses for finished products (more than 2,000 sq. m.), an equipped warehouse for controlled and poisonous substances, and a custom's warehouse.

Technology and equipment are needed. Volgapharm is ready to contribute production facilities and warehouses, staff, and all organization / registration / customs / certification clearance procedures.

There are unique federal and local taxation advantages for pharmaceutical/medical production. Raw materials and prefabricated substances imported for joint venture production are duty free in Russia.

Volgapharm is interested in pursuing two forms of cooperation: 1) a joint venture/investor partnership to start new pharmaceutical production of infusion solutions, nonpermanent intravenous injections, and a wide range of medicines in tablet and capsule form in accordance with Generic Medical Products. 2) a distributorship agreement for pharmaceuticals that are in demand and price competitive in Russia and other CIS markets.

The company is ready to answer any proposal and can conduct business in English. A business plan is available upon request and can be reestimated for a particular project or elaborated with a potential partner.

Contact: Anna Rozhanskaya
Research and Development Director
10-A Osipenko Street
Samara, Russia
Tel: +7-8462-34-76-36, 34-65-94
Fax: +7-8462-34-17-52
E-mail: zem@mail.radiant.ru

Source: BISNIS Representative in Samara

TUVA, RUSSIA

Industry: Mining

Company: Kobalt Tyvy

Kobalt Tyvy, an open joint-stock company, was established in 1970 and privatized in 1997. By 1991 the company had been processing 75,000 tons of ore annually, and producing 320 tons of cobalt concentrate and 590 tons of nickel concentrates. The company holds all licenses necessary for conducting mining activities. It has strong government contacts and has plans to reestablish its production of cobalt, nickel, copper, silver, and bismuth.

The company seeks an investor to establish highly effective production of cobalt concentrates (709 tons annually), nickel (948 tons), copper (153 tons), silver (1140 kg), and bismuth (14.1 tons). The total volume of investment required for

the project's implementation is 733.8 million rubles (US\$28.2 million). The project is designed for five years (2000 - 2005). The company will invest 265 million rubles (US\$10.2 million). It seeks an investment of US\$18.2 million. The payback period is 89 months. The project is strongly supported by the federal and local governments, and guarantees to investors will be provided at the federal level. A business plan in Russian is available upon request.

Contact: Professor Vladimir Lebedev
Supervisor of the Project
11, Kalinin Street
Tuva, 667011, Russia
Tel: +7-39422-36555, 33483
Fax: +7-39422-36555, 37459

Source: BISNIS Representative in Novosibirsk



Industry: Mining

Company: Kara Aldyn

Kara Aldyn, an open joint-stock company, was established in 1998. The company specializes in producing absorbents, ferrous alloys, petroleum, kerosene for airlines, and liquified gas. The company holds all licenses necessary for conducting mining activities. The Ministry of Fuel, Energy and Transportation of the Tyva Republic, and the Government Property Management Committee of the Tyva Republic are among the shareholders of the company. The company plans to establish production of coal, kerosene (44,000 tons), petroleum (36,000 tons), liquified gas (6,000 tons), adsorbents (90,000 tons), and ferrous alloys (24,000 tons) using highly efficient technology.

The company seeks an investor to establish production. The volume of investment required for project implementation is US\$37 million. The project is designed for five years (2000 - 2005). The payback period is 51 months. The project is strongly supported by the federal and local governments, and guarantees to investors will be provided at the federal level. A business plan in Russian is available upon request.

Contact: Peter Tkachenko, Deputy Minister
11, Kalinin Street
Tuva, 667011, Russia
Tel: +7-39422-32693
Fax: +7-39422-35067, 37459

Source: BISNIS Representative in Novosibirsk



Industry: Mining

Company: Bayan Kol

Bayan Kol, an open joint-stock company, was established in 1998. The company plans to process ore mined at the Bayankolsky deposit, and to produce alumina (58,500 tons annually), cement (330,000 tons), and rubidium and gallium chlorides (23.5 tons). The company holds all the necessary licenses for conducting mining activities. The company has strong government contacts: the Ministry of Industry, Ministry of Natural

Resources, State Property Management Department of Tyva Republic, and the Krasnoyarsk Aluminum Plant are among the company's shareholders.

The company seeks an investor to establish the production of alumina, cement, rubidium, and gallium chlorides. The project is designed for 4 years (2001-2005). The total investment volume required for implementing the project is 970 million rubles (US\$37.30 million). The company will contribute US\$13.26 million to the project. Loans from commercial banks under the federal government guarantees attracted to the project 405 million rubles (US\$15.56 million). A U.S. investor would invest 220 million rubles (US\$8.46 million). The payback period is 72 months.

Contact: Professor Vladimir Lebedev
Supervisor of the Project
11, Kalinin Street
Tuva, 667011, Russia
Tel: +7-39422-36555, 33483
Fax: +7-39422-36555, 37459

Source: BISNIS Representative in Novosibirsk

UKRAINE

Industry: Construction

Company: Perry and Associates

Perry and Associates was established in 1995. It began as a building materials brokerage and served as a materials and logistics consultant on two U.S. Department of Defense projects. The company specializes in construction management and consulting. Its annual sales grew by over 100 percent from 1997 to 1998 and totaled US\$1.2 million with 16 percent net profit in 1998. The company plans to expand its business to include the import and retail of hardware, builder's supply, and do-it-yourself (DIY) goods.

The company seeks a strategic partner to assist in retail operations. It hopes the strategic partner will contribute to several, or all, of the following areas: start-up advisory services, consolidation and shipping of materials, merchandizing expertise, assistance in selection of product mix, systems consulting (e.g., accounting, and computerized inventory), management training, store planning, and retail identity. The project proposes opening a Kiev retailer of building materials and a DIY supply store. The store will be a new building with 5,000 sq. m. and will stock building materials, hardware, and DIY products. It will be modeled after Home Depot, Bauhaus, and other similar stores. This will be the first and the largest bulk-volume, full-service hardware and building materials store in the large and undersupplied Ukrainian market. After successful opening of the first store, its operations will be expanded to include the addition of a 10,000 sq. m. superstore and 7 to 10 stores measuring 300 to 700 sq. m. in Kiev. Expansion to other major Ukrainian cities is also anticipated within the first 5 years of operation. The total phase 1 project investment is US\$5 million. Expected sales are US\$100 million in year 7. The new network will capture 15 percent of the target market for contractors and DIY in Kiev and the Kiev region by the end of year 2, up to 21

percent by year 7.

Perry and Associates is willing to consider a fee-based participation or an equity position in the project depending on the operating structure of the strategic partner. A business plan of the project in English is available upon request.

Contact: Michael Perry, President
30/18 b Yaroslaviv Val, #16
Kiev, Ukraine, 252032
Tel: +380-44-229-8500, 229-6380
Fax: +380-44-212-1724
E-mail: stroyka@i.kiev.ua

Source: BISNIS Representative in Ukraine

UZBEKISTAN

Industry: Light Industry Equipment Production

Company: Mekhmash

The joint-stock company Mekhmash specializes in processing metals and producing metallic products, and industrial equipment for the light industry, construction, and other sectors.

The company was established in 1974 and privatized in 1995. Since 1997, the company has started producing electric carts with a loading capacity of 2 tons. Electric carts are employed for internal use. The company employs 250 people. Its annual production volume is 75 million Soum (at the official bank rate US\$1 = 136 Soum and at the market rate US\$1 = 550 Soum). The company's primary customers are construction companies, agricultural machinery and supply organizations, and private firms. The company's production area is 24,429 sq. m.

Mekhmash is searching for foreign investors in order to set up a joint venture to produce cranes, small electric carts, electric cranes, and auto-cranes. The company needs the following from an American partner: technical specifications of a project, and specific components. The company has a business plan in Russian. A local auditing company conducted its last audit.

Contact: Tokhir Ziyatov, Director
27 Oromgoh Street
Namangan, 716003, Uzbekistan
Tel: +998-369-22-4-43-94, 4-45-29
Fax: +998-369-22-4-45-29

Source: BISNIS Representative in Uzbekistan



Industry: Food Processing

Company: Polat Company Ltd.

The Uzbek-Turkish joint venture Polat Company Ltd. was established in Uzbekistan in 1994. With a staff of 42 people, the company mainly produces confections and bubble gum in Uzbekistan. It is also involved in importing food stuffs, medical materials, and detergents to Uzbekistan, as well as investment projects for local production. In early 1999, Polat opened a plant in Uzbekistan to produce stainless steel products, such as forks, spoons, etc. The company owns a three-floor building with a total area of 2,700 sq. m. It also owns 1,250 sq. m. of

land, and has annual sales of US\$4 million from confections and bubble gum. The annual production volume is 2,650 tons. Annual sales of stainless steel is US\$1 million (200 tons). The primary customers of the company's products are private enterprises and foreign companies in the NIS, including Central Asian countries.

The company is interested in cooperating with American companies in order to establish a margarine production plant in Uzbekistan. It needs the expertise of a U.S. company to produce margarine and a complete set of equipment for production. The company has a business plan available. It can conduct business in English and is ready to become a representative or distributor of American products, such as confections or medical instruments.

Contact: Hasan Kara, General Director
Sait Ahmet Catkal, Assistant to General Director
41 Mukimi Street
Tashkent, Uzbekistan
Tel: +998-712-53-50-20, 53-23-79
Fax: +998-71-120-71-36
E-mail: polat@online.ru

Source: BISNIS Representative in Uzbekistan



Industry: Food Processing

Company: Asaka Poultry

Asaka Poultry, a joint-stock company, was founded in 1971 under the Association Uzpishprom (Uzbek Food Industry). The company has 34 employees. Its main concentration is poultry breeding and egg production. However, the company also produces other products. It produces 50 tons of meat, 4 million eggs, 40 tons of fruit, 50 tons of vegetables, 20 tons of egg-plant, 20 tons of cotton, and 300 tons of flour per year. The total area of the company's facilities is 212 hectares of land including a gardening area of 27 hectares. The company has an old Soviet made Universal-55 incubator with 21 units and the capacity to produce 1 million eggs annually and 770-850,000 birds annually. Its slaughterhouse has a capacity to produce 3,000 boiled birds per hour. The sausage shop produces 200 kg of product per shift. The conservation shop produces 1 million conditional bottles annually. A four-board refrigerator can contain 240 tons of meat. The company has a warehouse with the capacity to contain 500 tons of product. Asaka Poultry's 1998 sales totaled 32,767 million Uzbek Soum (at the official central bank rate US\$1 = 136 Soum; at the market rate US\$1 = 570 Soum). The company seeks an American partner to expand production in order to meet greater market demand.

Contact: Murodil Nigmanov, Director
Mehnatobod, Asaka District
Andijan Region
Uzbekistan
Tel/Fax: +009-37436-3-28-09

Source: BISNIS Representative in Uzbekistan

Sender **BISNIS**

**USA Trade Center
U.S. DEPARTMENT OF COMMERCE
Stop *R-BISNIS
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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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