

## Best of BISNIS and USCS Search for Partners

> March 22-28, 2002

Special BISNIS focus

Page 26

By Daniel Levin and Ainsley Perrien

Business leads presented in this column are taken from BISNIS and U.S. Commercial Service (CS) Websites. This information was collected by trade specialists at BISNIS and CS posts in Russia and all over the Former Soviet Union.

### FOOD PROCESSING AND PACKAGING

Upack-Vostok LLC was established in 2001 as a private limited-liability company. It currently employs 14 people, owns 890 sq. meters of production facilities and leases 1.56 hectares of land on Zayachiy Island (Krasnoflotskiy district, Khabarovsk). The company has terms of a trustee management agreement with the Russian Shipping Company Ltd. Upack-Vostok is engaged in the production of various polyethylene-based packaging materials and is seeking an American partner to start the production of new types of packaging materials. The company seeks new technology, management knowledge, training and equipment for production. Upack-Vostok will provide its existing production facilities and labor; it will also invest a 30 percent share of the project's cost at every stage.

<http://www.bisnis.doc.gov/bisnis/lead.cfm?996>

### AGRICULTURAL PRODUCTION: MUSHROOMS

Agrofirma Veshenka was established in 1967 and privatized in 1993. Veshenka is an open joint-stock company and employs 36 people. The company is located in Krasnodar, a city of one million people. Its premises are near a major road Krasnodar-Novorossiisk, which is a Russian seaport, 146 km from Novorossiisk and four km from a railway station. The total area of production premises is 5,400 sq. meters and the total area of agricultural land is 51,000 sq. meters. The land is in a long-term lease, which expires in 2050. Agrofirma Veshenka is looking for an American partner to invest in modernization of equipment based on U.S. technology — with an estimated investment \$1.2 million to \$1.4 million; to install a new production line for growing of agaricus bisporus.

<http://www.bisnis.doc.gov/bisnis/lead.cfm?994>

### DENTAL EQUIPMENT AND PRODUCTS

Region Dental Clinic, a state-owned dental facility, was established in 1997. It currently employs 36 people, including eight highly experienced specialists, and owns 339.4 sq. meters of total space. The clinic offers specialized dental treatment to the population of Khabarovsk city and Khabarovsk Krai. The region is also a major producer of various dental prosthetic and orthodontic devices for state and municipal (10 percent) and private (25 percent) dental clinics. Region currently seeks American partners to develop reliable and efficient delivery of various dental products to Khabarovsk through catalogues (e.g., Shein Sullivan, etc.) with further arrangement of dis-

tributorship agreement. The end users of the products will be numerous private and municipal dental clinics of the Russian Far East.

<http://www.bisnis.doc.gov/bisnis/lead.cfm?993>

### POWER GENERATION/ELECTRICITY (ENVIRONMENTAL TECHNOLOGY)

Morskoi Ribny Complex (Sea Fish Complex) was established in 2000 as a limited liability company. The Khabarovsk Krai State Property Committee holds a 49 percent share of the company's capital. In 2002, the company sold 2,500 tons of fish and sea products for the total amount of \$1.6 million. A shortage of power supply in the Russian Far East resulted in increased demand for independent power sources, including wind-driven power plants. Estimated regional market capacity for such power plants adds up to \$3 million. Morskoi Ribny Complex plans to establish several wind-driven power plants with a total capacity of not less than 500 kilowatt in the Okhotsk settlement, the most northern point of the Khabarovsk Krai. In order to perform design work for this project Morskoi Ribny Complex plans to apply for EcoLinks partnership grant worth \$50,000. It currently seeks an American partner for partnership under this grant. The American partner should be able to provide consulting and assistance in design work.

<http://www.bisnis.doc.gov/bisnis/lead.cfm?992>

### OIL AND GAS EXPLORATION

The Scientific Center for Applying High Technologies was officially established in 2001. The Center is a company specializing in the development and application of new technologies in geology associated with oil and gas production, agriculture and medicine. The process of forecasting hydrocarbon reserves of oil, condensate and natural gas is a complicated part of exploration, and the derived information is extremely important for prospective further production. Currently, different physical methods of probing are often used in exploration. However, these methods are effective just for simple oil reservoirs such as the Jurassic layer in Western Siberia. Such methods are not sufficient and effective for multi-layer reservoirs with widths of less than 1.5 meters. The Center has developed a geo-chemical method based on presence of rare elements in oil and gas bearing layers and regularity of their distribution. It allows forecasting reservoir sizes with high accuracy. The Center seeks partnership with an U.S. company to commercialize the method and market the method-based services. It will contribute the know-how of the method, partly finance the project and implement it.

<http://www.bisnis.doc.gov/bisnis/lead.cfm?990>

### GAMING

Empire Games company was established in 2000. The company specializes in selling and installing gaming machines in Novosibirsk. The company employs six people, and its annual turnover is \$250,000. The company has experience in dealing with gaming machines and equipment produced by U.S. companies such as Bally, IGT,

Ceronix, etc. Currently, more than 600 machines are operating in the city of Novosibirsk. The company seeks to establish a dealer/distributor relationship with a U.S. supplier of used gaming machines and spare parts for them.

<http://www.bisnis.doc.gov/bisnis/lead.cfm?989>

### MACHINERY

U.S. exporters of one-column, three-spindle horizontal-drilling CNC machines, please contact Commercial Specialist Nick Mikhailov (Nick.Mikhailov@mail.doc.gov) to receive trade-lead information.

### AUTOMOTIVE INDUSTRY

A Russian company is looking for suppliers of automotive batteries, ignition plugs, engine and transmission oils, air and oil filters, shock absorbers, brake pads, wipers, car care products, antitheft devices and truck tachometers. Contact Marina Vigdorichik (Marina.Vigdorichik@mail.doc.gov) for more information.

### RECREATIONAL EQUIPMENT

RFE company seeks a business partner to build the Amursky Aqua Park, an indoor complex, which would combine recreation and entertainment zone, indoor and outdoor water attractions, swimming pools, fitness rooms, saunas, fast-food facilities and parking. For more information, please contact Tatyana Soboleva (Tatyana.Soboleva@mail.doc.gov)

### EQUIPMENT FOR AMUSEMENT PARKS AND ATTRACTIONS

St. Petersburg-based company is looking for suppliers of amusement-park and attractions equipment (new or used/reconditioned). For more information, please contact Eva Astakhova (Eva.Astakhova@mail.doc.gov).

### VACUUM PUMP FOR FISHING VESSELS

A company in the Russian Far East is looking for suppliers of vacuum pumps for commercial fishing and refrigerating vessels. For more information, please contact Irina Konstantinova (Irina.Konstantinova@mail.doc.gov).

### WHITE OAK VENEER

Company in Northwest Russia seeks suppliers of white oak veneer. Contact Mikhail Minkevitch (Misha.Minkevitch@mail.doc.gov) for additional information.

### USED/RECONDITIONED CAT'S EQUIPMENT

Russian company is looking for suppliers of used/reconditioned Caterpillar's equipment (D6D to D11). For more information, please contact Lubov Savchenko (Luba.-Savchenko@mail.doc.gov).

### EPOXY FORMULATION FOR STEEL AND CONCRETE

A Russian company seeks suppliers of two-component epoxy formulation for protection of concrete and steel. For more information, please contact Lubov Savchenko (Luba.-Savchenko@mail.doc.gov).

### SEARCH FOR PARTNERS

**Pervouralsk, Russia**  
**Industry: Construction materials**  
**Company: Pervouralsky Avtoremontny Zavod**

**Summary:** Pervouralsky Avtoremontny Zavod would like to set up production of dry-wall substances and powdered paints. The plant seeks investors to invest in new technology and equipment to manufacture powdered paints, dry wall mixtures and hermetics. According to the business plan, the required investments amount to \$1 million to \$3 million (the amount of investment would depend on the type of investment) a three-year payback period. The plant would provide premises, storage facilities and its clientele database for the project. It would also cover all expenses for a new company or a JV registration and new product marketing.

Pervouralsky Avtoremontny Zavod is one of the largest local plants that repairs trucks and vehicles and manufactures containers for auto-transport purposes, pre-fabricated metal based houses that constitute 51 percent of the plant's activity. The plant has determined there is a lack of "new-generation" construction materials. Dry walls, powdered paints and hermetics are just entering the market but have already become popular with construction and finishing companies that try to meet the demand of end-users.

<http://www.bisnis.doc.gov/bisnis/lead.cfm?949>

**Industry: Management consulting**  
**Company: Financial Expertise and Investment Analysis Bureau**

**Summary:** The company seeks a U.S. company to form a partnership to compete for tenders put forward by the Russian Ministry of Energy and United Energy Systems (UES), financed by the World Bank, for management-consulting services in reforming the Russian energy sector. The company offers a U.S. counterpart to enter into an equal-rights consortium. The project is assigned a six-month execution period. The deadline to apply for the Ministry of Energy lots has been moved from Jan. 23 to mid-February. UES will announce a similar tender in a two-to-three-month period.

ZAO "Bureau of Financial Expertise" is a medium-sized consulting company, renting a spacious Western-standard office and employing well-trained staff, as well as part-time consultants, with experience working in major Russian and western investment banks and management consulting agencies. The company's primary focus is on projects related to reforming regional power generation companies; it has a well-established network of business contacts within UES and AO Centrengo.

<http://www.bisnis.doc.gov/bisnis/lead.cfm?983>



News 24 hours a day.  
 Analysis every week.

[HTTP://WWW.RUSSIAJOURNAL.COM](http://www.russiajournal.com)