Doing Business in the New Independent States— A Resource Guide

[This resource guide is designed to assist U.S. businesses seeking market opportunities in the New Independent States. It was prepared by Juanita Adams, Susan Holly, and Jim Pinkelman of the Bureau of Public Affairs, in cooperation with the U.S. Department of Commerce and the U.S. Agency for International Development. This guide was originally published in the *U.S. Department of State Dispatch*, July 25, 1994.]

Russia and the other New Independent States (NIS) of the former Soviet Union are working to strengthen their fledgling market-oriented economies by expanding foreign trade and investment. The economic potential of the NIS is tremendous, since many of these states have abundant natural resources, particularly oil, natural gas, and rare minerals; a large, educated, and literate work force, and former defense research and development facilities, now looking for profitable business opportunities.

Russia and the other NIS actively seek foreign partners and have emphasized the importance of U.S. participation. Many American companies possess expertise in the key sectors that these countries want to develop: energy resources, agriculture, food processing, transportation infrastructure, communications, health care, and technology to protect the environment.

Russia and Kazakhstan, for example, have given priority to the extractive industries and have looked to U.S. companies with technical expertise and equipment for investment, particularly in oil exploration and development.

Similarly, U.S. agribusinesses are sought for their expertise in large-scale farming operations, as well as in storage and processing, areas in which the NIS historically have been weak. Opportunities for small and large Western companies also exist in the chemical, timber and wood processing, textile, and construction industries.

Many opportunities are available for Western service industries. Equipment and technical advice are needed to develop financial, transport, and communications infrastructure. Support also is needed for burgeoning private institutions, such as insurance, banking, financial markets, long distance trucking companies, and telephone systems.

The emergence of a prosperous Russia as well as the other states will add billions of dollars of new growth to the global economy, which in turn will create exports, jobs, and investment opportunities for America. An investment in Russia's democratic future is an essential investment in America's future as well.

U.S. GOVERNMENT INITIATIVES

The U.S. Government's highest priority for the NIS is to encourage and aid their efforts to make the transition to a market economy within a democratic system of government. The United States repeatedly stresses its view to these governments that the economic transformation they seek requires bold and consistent policies that foster a market economy domestically and greater integration into the global economy.

To support that integration, the United States works to:

- Normalize relations by removing Cold War-era restrictions on trade and investment and by negotiating a network of economic agreements to support expanded economic cooperation;

- Integrate the NIS into the world economic system by supporting their membership and participation in international institutions such as the International Monetary Fund (IMF), the World Bank, and the General Agreement on Tariffs and Trade (GATT), when they are able to assume obligations for membership; and

- Provide external support for market-oriented reform, including bilateral technical and humanitarian assistance and macroeconomic support pegged to debt rescheduling and the IMF program designed to stabilize their economies and their move to currency convertibility.

ASSISTANCE TO DATE

A focused program to assist Russian democracy and development is in the deepest interest of the United States. The United States has provided most of the NIS with considerable bilateral assistance under the Freedom for Russia and the Emerging Eurasian Democracies and Open Markets (FREEDOM) Support Act. This effort is coordinated with other Western donors.

The United States makes available Commodity Credit Corporation (CCC) loan guarantees to assure qualified NIS governments of credit for essential food imports. As a result of the Vancouver and Tokyo summit process in 1993, the United States is providing Russia an assistance package worth $1.6 billion. Among its initiatives are support for private sector development with money earmarked for enterprise funds, exchanges and training, direct food and medical aid as well as credits, and funds for energy and environment sector reform. The package also includes trade credits to the Overseas Private Investment Corporation (OPIC) and U.S. Export-Import Bank (Eximbank) to guarantee U.S. investments and to the Department of Commerce for the formation of a business development committee.

Multilaterally, the United States is participating with the other Group of Seven (G-7) industrialized states in an aid package of about $30 billion. Of this, the United States is contributing $1.8 billion to support privatization and assist energy productivity and environmental protection, private sector development, and financing of additional export and import credits. The United States also will target $300 million for other NIS.

PROGRESS IN NORMALIZING TRADE RELATIONS WITH THE NIS

The United States has established diplomatic relations with all of the NIS, has opened an embassy in each one, is establishing bilateral frameworks for trade and investment, and has trade agreements that provide the basis for reciprocal most-favored-nation (MFN) tariff treatment for all the NIS except Azerbaijan.

Bilateral investment treaties with Kazakhstan and the Kyrgyz Republic have entered into force. Bilateral tax treaties, granting investors relief from double taxation, have been concluded with Russia. The United States has signed similar treaties with Kazakhstan and Ukraine.

U.S. trade and investment in the NIS is increasing, partly because the U.S. Government has provided several financing programs. Total U.S. trade with Russia and the NIS started from a low base: in 1992, bilateral trade amounted to a modest $4.6 billion—a 60 percent increase over the same period last year—and U.S. exports of manufactured goods such as construction equipment, cars, oil equipment, pumps, and power equipment have more than doubled. Both OPIC and Eximbank have expanded their activities in the NIS and will continue to do so because of the increase in trade credits to guarantee U.S. investments.

Ultimately, private trade and investment will be the most important source of direct support for economic reforms. Only the private sector can help meet Russia's enormous capital and technology requirements and fuel restructuring and modernization of its economy.

The United States encourages and supports U.S. business involvement in Russia. President Clinton made trade and investment a priority at the 1993 Vancouver summit and proposed ways to make a breakthrough in these important areas.

- Vice President Gore and Prime Minister Chernomyrdin co-chair six working committees known collectively as the Gore-Chernomyrdin Commission. Progress continues at the working level on a range of specific issues in the fields of science and technology, business development, space, energy policy, environmental protection, and defense diversification. The most recent high-level meeting was held in June 1994, in Washington, DC.

- The U.S.-Russian Business Development Committee (BDC) identifies and removes impediments to trade and investment.

- The United States provides technical assistance to Russia to improve its export control development. An effective Russian export control system will permit the sale of higher levels of technology to assist Russian economic reform and modernization.

- Eximbank has approved more than $240 million in loan guarantees and insurance for transactions in Russia. In July 1993, Eximbank signed an Oil and Gas Framework Agreement with Russia under which secured credit guarantees of about $2 billion will be extended to support capital equipment exports for the rehabilitation of Russia's energy sector. In March 1994, Eximbank approved its first transaction under the framework—a $231 million credit for Permeneft, an oil production association. Eximbank has received more than $750 million in additional Government of Russia approved applications that are eligible for support under this framework agreement.

- OPIC has approved a $150 million package—$50 million in loan guarantees and $100 million in investment insurance coverage—to support the "Polar Lights" U.S.-Russia joint venture in the oil industry.

- The Trade and Development Agency (TDA) has made a number of grants for feasibility studies in the NIS, including a $1.4-million grant for oil and gas feasibility studies as part of a $3.8-million package.

Under the TDA and Commerce Department's Special American Business Internship Program, 300 additional internships are being created with U.S. companies for Russian executives, entrepreneurs, and scientists to acquire on-the-job training. The U.S. has opened four American business centers in Russia in 1994.

FREEDOM SUPPORT ACT

The FREEDOM Support Act of 1992 provides a framework for the U.S. Government to support trade and investment in the NIS. It also authorizes the humanitarian and technical assistance necessary to build free markets and a larger private sector in the NIS. The act:

- Increases export and investment guarantees and insurance available through Eximbank and OPIC;

- Permits TDA to increase the number of feasibility studies for Western business investment in the NIS;

- Supports continued guarantees of U.S. food exports under the CCC;

- Authorizes assistance in the development of democratic institutions and the creation of indigenous private sector organizations;

- Encourages programs to establish a legal system that guarantees individual rights;

- Authorizes the introduction of Peace Corps and Democracy Corps, as well as numerous cultural exchanges: and

- Authorizes the founding of America Houses and American Business and Management Centers to assist U.S. companies in identifying promising investment and business opportunities.

WHERE TO TURN FOR HELP

The following U.S. Government agencies, addresses, and other information provide assistance to U.S. firms seeking business opportunities in the New Independent States.

U.S. Department of Commerce

Business Information Service for the NIS (BISNIS). The Department of Commerce opened the Business Information Service for the Newly Independent States (BISNIS) in June 1992. BISNIS provides counseling and commercial information to U.S. firms and investors interested in doing business in the NIS.

BISNIS also provides U.S. companies with information on NIS trade and investment opportunities, updates on trade regulations and legislation, economic and industrial market data, NIS government and industry contacts, a calendar of trade promotion events, and information on sources of financing. International trade specialists are available to counsel U.S. companies by telephone and in person.

The center has more than 100 publications on doing business in the NIS, including commercial overviews on all 12 countries. These overviews include summaries of NIS resources, foreign investment environment, foreign trade regulations, and overall economic situation. Other materials are available on several key topics, including U.S. Government programs in the NIS, sources of financing, privatization laws, procedures for establishing an office, regional information, trade promotional events, NIS and U.S. public and private sector contact lists, and upcoming trade events.

Business Information Service for the NIS
U.S. Department of Commerce
International Trade Administration
Room 7413
Washington, DC 20230
Tel: (202) 482-4655
Fax: (202) 482-2293
Flashfax: (202) 482-3145

U.S. and Foreign Commercial Service (US&FCS). Western businesses may find limited facilities, since most of the NIS have an acute shortage of office and hotel space. The U.S. and Foreign Commercial Service (US&FCS) in the NIS offers an "Office Away From Home" service in Moscow that can help U.S. firms establishing operations there.

This service provides office space, furniture, answering services, international telephone and fax services, and referrals to local consultants, law offices, accounting firms, interpreters, and drivers. Fees are about half those of local companies and are assessed only to cover operating costs. Staff includes Russians and Americans experienced in facilitating contacts between U.S. and Russian firms. Through a satellite link, businesses also are assured immediate, reliable, private telephone and fax connections to offices worldwide. Contact:

U.S. and Foreign Commercial Service, Moscow
Tel: 7 (502) 224-1105
7 (502) 224-1106
Telex: 413205 usco su
Fax: 2302101

The US&FCS also plans to open American Business Centers (ABCs) that will help U.S. companies explore trade and investment opportunities in the NIS by offering critical business facilitation services such as telecommunications and computer equipment, office space, market information, secretarial services, and other assistance. In 1994, ABCs are scheduled to open in St. Petersburg, Novosibirsk, Nizhnevartovsk, and Vladivostok, Russia; Kiev, Ukraine; Almaty, Kazakhstan; and Tashkent, Uzbekistan. ABCs are under consideration for Tyumen, Nizhniy Novgorod, Volgograd, and Yekaterinburg in Russia and in Minsk, Belarus.

The Department of Commerce has established US&FCS offices at four U.S. embassies and two consulates in the NIS:

Almaty, Kazakhstan
Senior Commercial Officer
American Embassy Almaty
99/97 Furmanova Street
Almaty, Kazakhstan
Tel: (7) (3272) 631-770
Fax: (7) (3272) 633-883

U.S. Mailing Address
AmEmbassy Almaty
Department of State
Washington, DC 20521-7030

Moscow, Russia
Senior Commercial Officer
American Embassy Moscow
15 Novinskiy Bul'var
Tel: 7 (502) 224-1105
Fax: 7 (502) 224-1106

U.S. Mailing Address
PSC 77-FCS, APO AE 09721

St. Petersburg, Russia
Principal Commercial Officer
American Consulate General
St. Petersburg
15 Furshatskaya
St. Petersburg, Russia
Tel: 7 (812) 119-6045 (international)
7 (812) 213-6537 (local)
Fax: 7 (873) 140-5577 (international)
7 (812) 213-6962 (local)

U.S. Mailing Address
Box L, APO AE 09723

Vladivostok, Russia
Commercial Officer
American Consulate General
Vladivostok
12 Ulitsa Mordovtseva
Tel: 7 (509) 851-1011
Fax: 7 (4232) 268-445

U.S. Mailing Address
AmConsul Vladivostok
Department of State
Washington, DC 20521-5880

Kiev, Ukraine
Senior Commercial Officer
American Embassy Kiev
7 Kudriavsky Uzviz, 2nd floor
Kiev, Ukraine
Tel: 7 (044) 417-2669
Fax: 7 (044) 417-1419

U.S. Mailing Address
AmEmbassy Kiev
Department of State
Washington, DC 20521-5850

Tashkent, Uzbekistan
Senior Commercial Officer
American Embassy Tashkent
82 Chelanzarskaya
Tashkent, Uzbekistan
Tel. (7) (3712) 771-407
Fax: (7) (3712) 776-953

U.S. Mailing Address
AmEmbassy Tashkent
Department of State
Washington, DC 20521-7110

U.S. and Foreign Commercial Service District Offices In the U.S. The Commerce Department's district offices tap into its overseas network to steer U.S. companies into promising markets.

Alabama
Birmingham (205) 731-1131

Alaska
Anchorage (907) 271-6237

Arizona
Phoenix (602) 640-2513

Arkansas
Little Rock (501) 324-5794

California
Los Angeles (310) 575-7105
Newport Beach (714) 660-1688
San Diego (619) 557-5395
San Francisco (415) 705-2300
Santa Clara (408) 291-7625

Colorado
Denver (303) 844-6622

Connecticut
Hartford (203) 240-3530

Delaware
(Serviced by Philadelphia, PA)

District of Columbia
(Serviced by Gaithersburg, MD)

Florida
Clearwater (813) 461-0011
Miami (305) 536-5267
Orlando (407) 648-6235
Tallahassee (904) 488-6469

Georgia
Atlanta (404) 452-9101
Savannah (912) 652-4204

Hawaii
Honolulu (808) 541-1782

Idaho
Boise (208) 334-3857

Illinois
Chicago (312) 353-4450
Rockford (815) 987-4347
Wheaton (312) 353-4332

Indiana
Indianapolis (317) 582-2300

Iowa
Des Moines (515) 284-4222

Kansas
Wichita (316) 269-6160

Kentucky
Louisville (502) 582-5066

Louisiana
New Orleans (504) 589-6546

Maine
Augusta (207) 622-8249

Maryland
Baltimore (410) 962-3560
Gaithersburg (301) 975-3904

Massachusetts
Boston (617) 565-8563

Michigan
Detroit (313) 226-3650
Grand Rapids (616) 456-2411

Minnesota
Minneapolis (612) 348-1638

Mississippi
Jackson (601) 965-4388

Missouri
Kansas City (816) 426-3141
St. Louis (314) 425-3302

Montana
(Serviced by Portland, OR)

Nebraska
Omaha (402) 221-3664

Nevada
Reno (702) 784-5203

New Hampshire
Portsmouth (603) 334-6074

New Jersey
Trenton (609) 989-2100

New Mexico
Santa Fe (505) 827-0350

New York
Buffalo (716) 846-4191
New York City (212) 264-0634
Rochester (716) 263-6480

North Carolina
Greensboro (919) 333-5345

North Dakota
(Serviced by Omaha, NB)

Ohio
Cincinnati (513) 684-2944
Cleveland (216) 522-4750

Oklahoma
Oklahoma City (405) 231-5302
Tulsa (918) 581-7650

Oregon
Portland (503) 326-3001

Pennsylvania
Philadelphia (215) 962-4980
Pittsburgh (412) 644-2850

Puerto Rico
San Juan (809) 766-5555

Rhode Island
Providence (401) 528-5104

South Carolina
Charleston (803) 727-4361
Columbia (803) 765-5345

South Dakota
(Serviced by Omaha, NB)

Tennessee
Knoxville (615) 545-4637
Memphis (901) 544-4137
Nashville (615) 736-5161

Texas
Austin (512) 482-5939
Dallas (214) 767-0542
Houston (713) 229-2578

Utah
Salt Lake Ciiy (801) 524-5116

Vermont
(Serviced by Boston, MA)

Virginia
Richmond (804) 771-2246

Washington
Seattle (206) 553-5615
Tri-Cities (509) 735-2571

West Virginia
Charleston (304) 347-5123

Wisconsin
Milwaukee (414) 297-3473

Wyoming
(Serviced by Denver, CO)

U.S. Department of State

Office of the Coordinator for U.S. Assistance to the NIS. The Office of the Coordinator for U.S. Assistance to the New Independent States is responsible for overall coordination of U.S. assistance policy and technical assistance programs (ongoing or planned) for the NIS. This office is the initial point of contact for U.S. firms interested in business and investment opportunities.

Senior Adviser
Private Sector Programs
S/NIS/C, Room 1004
U.S. Departmeni of State
Washington, DC 20520
Tel: (202) 647-2626
Fax: (202) 647-2636

U.S. Embassies in the NIS. U.S. embassies in the NIS countries assist American companies that wish to contact businesses and officials in these countries. They provide information and analysis of NIS developments and communicate U.S. Government and private sector views to host governments.

Yerevan, Armenia
Harry Gilmore, Ambassador
18 Gen Bagramian
Tel: (7) (8852) 151-144
Fax: (7) (8852) 151-138

U.S. Mailing Address
American Embassy Yerevan
Department of State
Washington, DC 20521-7020

Baku, Azerbaijan
Richard Kauzlarich, Ambassador
Hotel Intourist
Tel: (7) (8922) 92-63-06

U.S. Mailing Address
American Embassy Baku
Department of State
Washington, DC 20521-7050

Minsk, Belarus
George Krol, Deputy Chief of Mission
46 Starovilenskaya
Tel: (7) (0172) 34-65-37
Fax: (7) (0172) 34-78-53

U.S. Mailing Address
American Embassy Minsk
APO AE 09723

Tbilisi, Georgia
Kent Brown, Ambassador
25 Antonely Street
Tel: (7) (8832) 98-99-68
Fax: (7) (8832) 93-37-59

U.S. Mailing Address
American Embassy Tbilisi
Department of State
Washington, DC 20521-7060

Almaty, Kazakhstan
William Courtney, Ambassador
99/97 Furmanova Street, 480012
Tel: (7) (3272) 633-405
Fax: (7) (3272) 633-883

U.S. Mailing Address
American Embassy Almaty
Department of State
Washington, DC 20521-7030

Bishkek, Kyrgyzstan
Edward Hurwitz, Ambassador
66 Erkindik Prospekt 720002
Tel: (7) (3312) 22-29-20
Fax: (7) (3312) 22-35-51

U.S. Mailing Address
American Embassy Bishkek
Department of State
Washington, DC 20521-7040

Chisinau, Moldova
Mary Pendleton, Ambassador
103 Strada Alexei Mateevici
Tel: (7) 373 (2) 23-37-72
Fax: (7) (0422) 23-34-94

U.S. Mailing Address
American Embassy Chisinau
Department of State
Washington, DC 20521-7080

Moscow, Russia
Thomas Pickering, Ambassador
19/23 Novinskiy Bul'var
Tel: (7) (095) 252-2451
Fax: (7) (095) 255-9766

U.S. Mailing Address
American Embassy Moscow
PSC-77-FCS, APO AE 09721

Dushanbe, Tajikistan
Stanley Escudero, Ambassador
Interim Chancery, #39 Ainii Street
Tel: (7) (3772) 24-82-33

U.S. Mailing Address
American Embassy Dushanbe
Department of State
Washington, DC 20521-7090

Ashgabat, Turkmenistan
Joe Hulings, Ambassador
Yubilenaya Hotel
Tel: (7) (36320) 24-49-25

U.S. Mailing Address
American Embassy Ashgabat
Department of State
Washington, DC 20521-7070

Kiev, Ukraine
William Miller, Ambassador
10 Yuria Kotsyubinskovo, 252053
Tel: (7) (044) 244-7349
Fax: (7) (044) 279-1485

U.S. Mailing Address
American Embassy Kiev
Department of State
Washington, DC 20521-5850

Tashkent, Uzbekistan
Henry Clarke, Ambassador
82 Chelanzarskaya
Tel: (7) (3712) 77-14-07
Fax: (7) (3712) 77-69-53

U.S. Mailing Address
American Embassy Tashkent
Department of State
Washington, DC 20521-7110

U.S. Agency for International Development (USAID)

The Center for Trade and Investment Services provides specific information about USAID programs and activities.

U.S. Agency for International Development

320 - 21st Street, NW
SA-2, Room 100
Washington, DC 20523-0229
Tel: 202-663-2660 or
1-800-USAID 4U (1-800-872-4348)
Fax: (202) 663-2670

U.S. Trade and Development Agency

TDA promotes U.S. exports for major development projects in the NIS. It funds feasibility studies, consultancies, training programs, and other project planning services related to major projects.

U.S. Trade and Development Agency
Regional Director, New Independent States
SA-16, Room 309
Washington, DC 20523-1602
Tel: (703) 875-4357
Fax: (703) 875-4009

Export-Import Bank of the United States

Eximbank provides insurance, guarantees, and loans to U.S. exporters and commercial banks to facilitate financing for the export of U.S. goods and services to many emerging NIS markets. Eximbank has legal authority to extend its programs to all of the NIS. Its programs are available in Belarus, Kazakhstan, Russia, Ukraine, and Uzbekistan.

Loan Officer
Eximbank
811 Vermont Avenue, NW
Washington, DC 20571
Tel: (202) 566-8190
Fax: (202) 566-7524

Overseas Private Investment Corporation

OPIC promotes economic growth in more than 125 developing countries, including the NIS, by encouraging U.S. private investment in these countries. It assists U.S. investors through three main programs:

- Financing investment programs by direct loans and loan guarantees;
- Insuring investment projects against political risk; and
- Providing investor services, including advisory services, project development funding, investment missions, computer-assisted joint venture partner matching, and country and regional information kits.

Overseas Private Investment Corporation
1100 New York Avenue, NW
Washington, DC 20527

Legal Affairs
Tel: (202) 336-8423
Fax: (202) 408-0297

Managing Director, Insurance
Tel: (202) 336-8588
Fax: (202) 408-0297

Finance
Tel: (202) 336-8475
Fax: (202) 408-5145

U.S. Department of Agriculture

USDA is responsible for commercial export programs and several food aid programs, including congressional loans, Food for Peace programs, and commodity grants. Many agricultural food commodities are eligible for export under these programs. USDA also sponsors technical assistance programs for the NIS that support the transition to a private agricultural system.

USDA supports the sale of American agricultural products through the Commodity Credit Corporation (CCC) and the Export Enhancement Program (EEP). The CCC guarantees repayment of short-term loans made to eligible countries, including the NIS. The EEP challenges unfair trade practices by competitors.

U.S. Department of Agriculture
Office of Emerging Democracies
Room 6506, South Building
Foreign Agricultural Service
Washington, DC 20250-1000
Tel: (202) 720-0368
Fax: (202) 690-4369

U.S. Information Agency

USIA is responsible for educational and cultural exchanges, information programs, internships, and training activities that support U.S. policy goals and that promote democratic and economic reforms in the NIS. In addition to USIA Foreign Service officers posted in U.S. Embassies in the NIS, USIA's Washington, DC. headquarters works through a number of private sector exchange organizations in the United States.

U.S. Information Agency
301 - 4th Street, SW
Room 751
Washington, DC 20547
Tel: (202) 619-5057
Fax: (202) 619-5958

U.S. Department of the Treasury

The Treasury Department provides technical assistance in macroeconomic policy, government financial operations, and financial sector reform to support development and operation of central and commercial banking institutions.

U.S. Department of the Treasury
Office of Eastern Europe and Former Soviet
Union Policy
1500 Pennsylvania Avenue, NW
Room 4138
Washington, DC 20220
Tel: (202) 622-2130
Fax: (202) 622-2308

PUBLICATIONS AND ELECTRONIC INFORMATION

Publications and electronic dissemination services of the following U.S. Government agencies and private sector organizations can provide assistance to U.S. firms seeking opportunities in the New Independent States.

U.S. Government

U.S. Department of State

The State Department provides the following materials and electronic information services:

Dispatch is a weekly magazine that carries major foreign policy speeches and congressional testimony by senior government officials; fact sheets and chronologies on current issues; special features; country profiles and maps on nations in the news; and treaty actions. To subscribe, contact:

Superintendent of Documents
U.S. Government Printing Office (GPO)
P.O. Box 371954
Pittsburgh, PA 15250-7954
Tel: (202) 783-3238
Fax: (202) 512-2233

Cost: $91 third-class mail
$144 first-class mail.
Request List ID-USDSD. Check or money order should accompany the order and be made payable to the Superintendent of Documents

Federal Bulletin Board Service

The U.S. Government Printing Office (GPO) provides the public immediate, self-service, and cost-effective access to federal electronic information. The Bureau of Public Affairs provides *Dispatch*, country *Background Notes*, daily press briefings, and special publications on the BBS.

Users can immediately access free services on the bulletin board with a personal computer, modem (settings: 8 bit, no parity, 1 stop bit, speeds 300-9600 baud), telecommunications software, and telephone line by calling (202) 512-1387. There is no charge for browsing the list of files and searching for keyword terms, downloading copies of instructional and product

description files or publication schedules, or using electronic mail to order free product literature or publications for sale by GPO.

Prices are reasonable for downloading files: The minimum charge per file is $2 (up to 50 kilobytes), a full megabyte file costs $15. For BBS purchases, you may pay by VISA, MasterCard, or GPO Deposit Account. To pay by credit card, GPO requires 24 hours to validate the information from the time you register on the BBS as a new user. A GPO Deposit Account can be opened by calling (202) 512-0822 (Fax: (202) 512-1262).

For additional information about GPO's service, contact:

Office of Electronic Information Dissemination Services
Tel: (202) 512-1530
Fax: (202) 512-1524

Travel information. U.S. citizens traveling abroad can obtain information about the health, security, and general travel situation in countries around the world from Consular Information Sheets. These contain data on the location of the U.S. embassy or consulate, unusual immigration practices, health concerns, political disturbances, unusual currency and entry regulations, crime and security information, and drug penalties. Contact:

Citizens Emergency Center
Tel: (202) 647-5225
(recorded information)
Fax: (202) 647-3000

The Consular Affairs Bulletin Board (CABB) enables users to access the Consular Information Sheets described above, as well as information on U.S. citizen passports, visas for foreigners wishing to come to the United States, acquisition and loss of U.S. citizenship, international adoptions, and entry requirements for Americans wishing to travel to other countries. Information comes from the Overseas Security Advisory Council's (OSAC) electronic bulletin board, maintained by the Department of State's Bureau of Diplomatic Security. For general information call (202) 647-9225.

Through the U.S. Government Printing Office, the Bureau of Consular Affairs provides a number of publications that offer travel information: *Your Trip Abroad, A Safe Trip Abroad,* and *Tips for Americans Residing Abroad.* These publications are available on the BBS and are sold by the Superintendent of Documents, Washington, DC 20402-9371 (Tel: (202) 783-3238; Fax: (202) 512-2233).

U.S. Department of Commerce

The Commerce Department provides information from the following sources:

BISNIS Reference Library. The Business Information Service for the NIS reference library is open to U.S. companies and includes current directories, newsletters, market research, and other useful publications for developing trade with the NIS.

Summary of Export Controls is a 14-page pamphlet describing licenses and when and how to apply for them. *Obstacles to Trade and Investment in the New Republics of the Former Soviet Union* reviews barriers and recommends procedures to NIS governments to accelerate the flow of trade and investment. Obtain these publications from:

National Technical Information Service (NTIS)
5825 Port Royal Road
Springfield, VA 22161-2171
Tel: (703) 487-4653
Fax: (703) 321-8547

Information also is available through several periodic publications—*BISNIS Bulletin*, *Search for Partners*, and *Commercial Opportunities*. *BISNIS Bulletin* reports the latest practical information on market developments and U.S. Government programs supporting trade and investment in the region. *Search for Partners* identifies NIS enterprises seeking U.S. business partners for joint ventures and other long-term business relationships. *Commercial Opportunities* highlights NIS companies that are looking to purchase specific products from U.S. suppliers. These publications are sent to U.S. companies that request to be placed on the official BISNIS mailing list.

BISNIS makes its information and back issues of publications available immediately through the FlashFax BISNIS Bank, a 24-hour, 7-day automated phone/fax information bank, which provides fast-breaking trade leads and market information. Access is from a touch-tone phone.

BISNIS
International Trade Administration
Room 7413
Washington, DC 20230
Tel: (202) 482-4655
Fax: (202) 482-2293
FlashFax Business Bank: (202) 482-3145
Internet: BISNIS1@USITA.GOV

The Economic Bulletin Board (EBB) is a personal computer-based electronic bulletin board, which can be reached from most PCs equipped with a modem (300, 1200, 2400, or 9600 bps) and standard communications software. A free, limited-access service is available to those who would like to get acquainted with the EBB before subscribing. Call the EBB and type GUEST when prompted for a User ID. Guest users may not download actual files but are encouraged to read bulletins, including several sample files.

The EBB can be reached 24 hours a day, 7 days a week at (202) 482-3870 (300/1200/2400 bps) using your personal computer. Set the PC's communications switches to no parity, 8 bitwords, and 1 stop bit. The EBB's 9600bps service uses US Robotics Dual Standard HST/V.32 modems and can be reached by calling (202) 482-2584.

The EBB is an on-line source for trade leads as well as for the latest statistical releases from the Bureaus of Economic Analysis, Census, and Labor Statistics; the Federal Reserve Board; the Department of the Treasury; and other federal agencies. The EBB offers regular access to government reports such as daily trade opportunities, merchandise trade, and economic indicators. General topics include foreign trade data, U.S. Trade Representative press releases, regional economic statistics, and many others. EBB files are continually updated and are available at or within a short time of their official release. For further information call the EBB staff at (202) 482-1986.

The National Trade Data Bank (NTDB) is a trade information library designed to boost export sales. It offers access to contacts worldwide with profiles of screened businesses that are interested in importing U.S. products. It also offers the most current and reliable information about specific industries and countries worldwide. This information is updated monthly and compiled from

federal sources such as the Federal Reserve, the Export-Import Bank, and the Office of the U.S. Trade Representative.

Use the NTDB on any IBM-compatible personal computer equipped with a CD-ROM reader.

Cost: $360 per year for 12 two-disc issues or $35 an issue
For more information call:
Tel: 1-800-USA-TRADE

For information and phone orders for the NTDB, call the NTDB help line:
Tel: (202) 482-1986
TDD Access: (202) 482-1526

Fedworld. Fedworld is a user-friendly electronic on-line system with more than 100 federally operated online computer systems under a single umbrella. These systems provide practical and highly specialized information ranging from the Commerce Department's Economic Bulletin Board, which reports economic indicators such as housing starts; to the State Department's Consular Affairs Bulletin Board, which provides visa requirements for travel to other countries.

Fedworld can be directly accessed through the Internet or via telephone line. By phone, set modem parity to none, data bits to 8, and stop bit to 1. Set terminal emulation to ANSI or VT100. Set duplex to full, and dial Fedworld at (703) 321-8020.

From the Internet, connect to fedworld.gov by using the telnet command. FedWorld's I.P. address is 192.239.92.201. Two future features, the File Transfer protocol and Internet mail, are expected to be highly popular. For more information, call (703) 487-4608.

Small Business Administration (SBA)

The SBA provides *Exporters Guide to Federal Resources for Small Business: The World Is Your Market*, for smaller firms that want to export their goods and services. Call:

U.S. Government Printing Office
Tel: (202) 783-3238
Fax: (202) 512-2233

SBA Online. SBA Online is a computer-based electronic bulletin board created to expedite information and assistance to the small business community. Operating 23 hours a day, this system provides current information on SBA publications, services, points of contact, calendars of local events, on-line training, access to other federal on-line services, data from other federal agencies, electronic mail, special interest groups, files for downloading, and on-line assistance.

To access the SBA Online system, use a computer, modem, phone line, and communications software. Data parameters: N,8,1.

Toll Free
9600 bps—1-800-697-INFO
2400 bps—1-800-859-INFO

Washington, DC Area
9600 bps—(202) 401-9600
2400 bps—(202) 205-7265

Hotline
(202) 205-6400

SBA Answer Desk
1-800-ASK-SBA

U.S. Agency for International Development (USAID)

USAID offers the *Central and Eastern Europe Private and Voluntary Organization Contact List,* a 127-page descriptive list of 83 private and voluntary organizations. Call:

National Technical Information Service (NTIS)
Tel: (703) 487-4630
Fax: (703) 321-8547

PRIVATE SECTOR ORGANIZATIONS

U.S.-Russia Business Council
1701 Pennsylvania Avenue, NW
Suite 650
Washington, DC 20006
Tel: (202) 956-7670
Fax: (202) 956-7674

Russian-American Chamber of Commerce
Head Office
Chairman: John H. French
President: Dr. Irene Lewis
6200 Quebec Street, Suite 201
Englewood, CO 80111
Tel: (303) 689-8739
Fax: (303) 689-8762

Branch Offices
909 3rd Avenue, 27th floor
New York, NY 10022-9998
Tel: (212) 339-5564
Fax: (212) 935-3121

608 Massachusetts Avenue, NE
Washington, DC 20002
Tel: (202) 674-4444
Fax: (202) 546-3240

American Chamber of Commerce In Russia
Ulitsa Stankevicha 16/4 #1
Moscow, Russia
Tel: +7-095-229-0514
Fax: +7-095-271-0994

Russian-American Chamber
731 8th Street, SE
Washington, DC 20003
Tel: (202) 546-3275
Fax: (202) 546-4784

American-Russian Chamber of Commerce
P.O. Box 7950
Chicago, IL 60680-7950
Tel: (708) 726-8511
Fax: (708) 726-1703 or (312) 275-2250

U.S.-Kazakhstan Economic Development Council
c/o East-West Trade and Commerce Group, Inc.
P.O. Box 3648
Princeton, NJ 08543-3648
Tel: (609) 497-9200
Fax: (609) 683-1820

U.S.-Kyrgyz Business Council, Inc.
700 13th Street, NW
Suite 950
Washington, DC 20005
Tel: (202) 347-6540
Fax: (202) 347-6537

American-Uzbek Chamber of Commerce
1747 Pennsylvania Avenue, NW
Washington, DC 20006-4604
Tel: (202) 872-0013
Fax: (202) 872-0210

U.S.-NIS Chamber of Commerce and Industry
P.O. Box 1178
Central Islip, NY 11722
Tel: (516) 582-9102
Fax: (516) 582-2159

CIS-America Chamber of Commerce
9330 Memorial Drive
Houston, TX 77024
Tel: (713) 681-8474
Fax: (713) 682-0721