



LOOKING FOR PARTNERS: BUSINESS OPPORTUNITIES & STRATEGIC ALLIANCES

ELECTRONICS / ENERGY

AGRICULTURE / AGRI-FOOD

DOBROBLYANY PEASANTS UNION

Cooperative specializing in vegetable, tobacco and grain production seeks investor to supply tobacco drying equipment. Contact: Mykhailo U. Savchak, Ternopil'ska Oblast, Zalishchyskiy County, 283540 Dobroviany. Tel:(03554)215-70.

HRYMAILIVSKA PEASANTS UNION

Cooperative producing sugar beets, potatoes, milk, grain, and meat seeks agricultural machinery for sugar beet and potato cultivation. Contact: Maria J. Kanya, Ternopil'ska Oblast, 283270 Hrymailiv. Tel:(03557)217-35,315-50.

SVITANOK COLLECTIVE FARM

Cooperative specializing in production of grain, milk, meat, vegetables, and fruits seeks mini processing line for fruit and vegetables. Contact: Ivan D. Grosovski, Ternopil'ska Oblast, 283646 Losyach. Tel:(03541)216-03.

CANNERY

Joint Stock Company producing canned fruit, vegetables, jams and juices seeks KBV 100bn (US\$66,000). Contact: Hanna V. Lariomyk, Ternopil'ska Oblast, Borshchivskiy County, 283670 Melnytsia Podilska. Tel:(03541)412-86.

VYSHNIVETSKIY FARM

State-owned farm producing potatoes, sugar beets, grain, milk, meat, bricks, and stone seeks modern equipment for milk and meat processing. Contact: Yaroslav V. Mykhailiuk, Ternopil'ska Oblast, Zbarazkiy County, 283854 Vyshnivets. Tel:(03550)213-17.

CANNERY

Cooperative producing canned meat, vegetables, juices, soft drinks, and mineral water seeks technology for jar-production. Contact: Ivan S. Boiko, Ternopil'ska Oblast, 283150 Berezhany, vul. Pidhayetska, 37. Tel:(03548)210-10.

MINERAL WATER PLANT

Mineral water producing plant seeks private investment in modern filtering equipment and equipment for bottle labeling. Contact: Bohdan K. Beskorovainiy, Ternopil'ska Oblast, Husiatynskiy County, 283276 Hlibiv. Tel:(03557)313-50,351-25.

LORTA A West-Ukrainian military electronics factory that wants to diversify into civilian goods is to be privatized and is seeking foreign investors for an upgrade program. The Lviv Radio and Television Equipment Association (LORTA), the sole producer of certain energy saving equipment in the former USSR, is seeking 700 KBV (US\$460,000) to switch to a new product range and repay its debts. LORTA would like to branch out into home electronics, telephone equipment, electric batteries and automated control systems for use in different industrial sectors, including nuclear power. The labour force has been cut by two thirds to 10,500 and is currently on a two-day working week.

ENERGY / METAL - MINING

STATE COMMITTEE FOR OIL AND GAS

Venture in agricultural waste with two complexes in the Kyiv Region seeks \$200,000 in foreign investment. Contact: AICI

MANUFACTURING

KHANTAR

Khantar, a private company based in Dnipropetrovsk, is seeking partners to jointly operate in the fields of trade in sports clothes, fisheries products, packaging technology for foodstuffs and other products, sale of electrical appliances and the sale and servicing of cars. They are also seeking partners interested in the export from Ukraine of metallurgical products such as pipes (small and large diameters), agricultural machinery and other metal products. Contact: Ukraine 320018, Dnipropetrovsk, a/s 3440, PP. Director, Ivan M. Yestafiev, Tel: 01070 - 562 - 789109, Fax: 01070-562-477434.

ALEXANDRIA FACTORY

Garment producer in Bila Tserkva (Kyiv Region) seeks \$1 mln. investment. Contact: AICI

RIVNELION FACTORY

Seeking \$15 mln investment over 3 years to modernize facilities to increase output and improve quality of flax fabrics. Located in Rivne. Contact: AICI

MEDICAL / PHARMACEUTICALS

ANNA Ltd.

Cooperation in the sector of sale and distribution of pharmaceutical products. Experience and logistics include: - knowledge of supply/demand modalities of the Ukrainian market and time-tested skills to respond to its fluctuations; - availability of office space and storage facilities in the downtown Kyiv area; - selling of medication to out-patient clinics, drug stores and hospitals in Kyiv and across the region. Excellent relations with the Ministry of Healthcare and its institutions. Currency bank account allows a variety of transactions with partners from overseas and in Europe.

Cooperation possibilities: Sale of packaged and marketable drugs; sale of substances which contain legally-approved drugs; delivery to Ukraine of medication inputs, their packaging and sale. Prepared to open a joint venture; will do necessary paperwork to comply with Ukrainian legislation, including registration of partner's medication with Ukrainian Pharmacy Committee. Will conduct market survey for partner's drugs and organize showcases. Ottawa contact: Vasyl Kosenko, tel: (613) 729-2433.

MILITARY CONVERSION

GORODNYA MILITARY AIRCRAFT GARRISON

This enterprise in social conversion envisions the creation of 15-17 new businesses in Gorodnya City (Chernihiv Oblast), drawing on the human and material resources of the Gorodnya Military Garrison, and capitalizing on its location on the Kyiv-Moscow expressway. These business opportunities have been sanctioned by the Military Economy Department of the Ministry of Defence, the Ministry of Foreign Affairs of Ukraine.

Contact: JCI-Global Strategists

- **MOTOR VEHICLE REPAIR:** Auto and truck repair and service shop. Estimated start-up costs US\$20,000.
- **ANIMAL FEEDS:** Production of mixed feeds for dogs. Estimated start-up costs US\$20,000.
- **BAKERY/ BAKE SHOP:** Production of 150-160 tons annually of bakery products, such as *vatruchkas*, *pyshkis*, *poppy rolls*, *culichis*, and