EASTERN EUROPEAN MARKETS FOR PENNSYLVANIA EXPORTS

Report of the Task Force on
East European Business Development

VOLUME II
APPENDICES

General Assembly of the Commonwealth of Pennsylvania
JOINT STATE GOVERNMENT COMMISSION
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The Joint State Government Commission was created by the act of July 1, 1937 (P.L.2460, No.459), as amended, as a continuing agency for the development of facts and recommendations on all phases of government for the use of the General Assembly.

JOINT STATE GOVERNMENT COMMISSION, 1995

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INTRODUCTION

The appendices in this volume have been compiled from outside sources for the convenience of the reader; Commission staff has edited this material to a limited extent for the purposes of this report. The reader should remember that much of the information herein, such as the names and telephone numbers of listed officials, can quickly become outdated.

APPENDIX A

Where to Get Export Assistance

NOTE: The information in the following appendix was compiled by the U.S. Department of Commerce, Trade Information Center and obtained through the Department's National Trade Data Bank. The pamphlet entitled "Pennsylvania Export Partnership," following page number 40, was supplied by the Office of International Trade, Pennsylvania Department of Commerce.

The National Export Strategy is massively upgrading the U.S. Government's trade promotion efforts. Under the NES, the wealth of resources available to assist U.S. companies develop export strategies is coordinated through the Trade Promotion Coordinating Committee, an interagency group tasked with developing and coordinating U.S. export promotion programs. An overview of U.S. Government assistance programs and contact points for further information and expertise in using these programs is printed on the following pages.

General Export Information

Trade Information Center (TIC), U.S. Department of Commerce-- The TIC is the single comprehensive resource for information on all Government-wide export assistance programs. Center staff: 1) advise exporters on how to locate and use government programs, 2) guide businesses through the export process, 3) supply general market information, and 4) provide basic export counseling. Through the Center's trade specialists, callers can access reports and statistics from the computerized **National Trade Data Bank (NTDB).** Center staff can also direct businesses to state and local trade organizations that provide additional assistance.

Contact: TIC staff, tel. 1-800-USA-TRADE (1-800-872-8723), (202) 482-0543, fax (202) 482-4473, a special line is available for those who are deaf or hearing impaired using a TDD machine, 1-800-TDD-TRADE (1-800-833-8723).

Computerized Information Systems

National Trade Data Bank, U.S. Department of Commerce--The NTDB is a "one-stop" source for export promotion and international trade data collected by 17 U.S. Government agencies. Updated each month and released on two CD-ROM, the NTDB enables a user with an IBM-compatible personal computer equipped with a CD-ROM reader to access over 100,000 trade-related documents. The NTDB contains (1) the latest Census data on U.S. imports and exports by commodity and country, (2) the complete **CIA World Factbook,** (3) current market research reports compiled by the U.S. and Foreign Commercial Service, (4) the complete Foreign Traders Index, which contains over 55,000 names and addresses of individuals and firms abroad interested in importing U.S. products, (5) State Department country reports on economic policy and trade practices,

(6) the publications: **Export Yellow Pages, A Basic Guide to Exporting,** and the **National Trade Estimates Report on Foreign Trade Barriers,** (7) the Export Promotion Calendar, and many other data series.

The NTDB is available at over 900 federal depository libraries nationwide. Call 1–800–USA–TRADE for a listing of local federal depository libraries equipped with the NTDB.

Contact: The NTDB can be purchased for $35 per monthly issue or $360 for a 12–month subscription. For ordering and other specific information, call tel. (202) 482–1986, fax (202) 482–2164.

The Economic Bulletin Board, U.S. Department of Commerce–– The EBB, a personal computer–based electronic bulletin board, is your on–line source for trade leads as well as for the latest statistical releases from the Bureau of the Census, the Bureau of Economic Analysis, the Bureau of labor Statistics, the Federal Reserve Board, and other federal agencies.

Subscribers to the 300/1200/2400 bps EBB pay an annual registration fee of $45, which includes a $20 credit for access time to the system. Continued access is billed quarterly at $0.20 per minute between 8:00 a.m. and 12:00 noon EST, $0.15 per minute between noon and 6:00 p.m. EST, and $0.05 per minute at all other times and on weekends and holidays. For subscribers who access the EBB via internet or using a 9600 bps modem access, time is billed at $0.40 per minute 8:00 a.m. to 12 noon EST, $0.30 per minute from noon to 6:00 p.m. to 8:00 a.m. and on weekends or holidays.

Contact: EBB on tel. (202) 482–1986, fax (202) 482–2164; or try the EBB as a guest uses by dialing tel. (202) 482–3870 with your personal computer and modem (8 bit words, no parity, 1 stop bit).

The Economic Bulletin Board/Fax, U.S. Department of Commerce–– Use your fax machine to receive trade leads and the latest trade and economic information from the Federal Government. No subscription fees are required. Access EBB/FAX by dialing 1–900–RUN–A–FAX (1–900–786–2329) from your fax machine. The charge is $0.65 per minute.

Contact: EBB/FAX Help–line, tel. (202) 482–1986, fax (202) 482–2164.

Export Counseling

U.S. Export Assistance Centers (USEACs)--USEACs are customer-focused, federal export assistance offices. USEACs streamline export marketing and trade finance assistance by integrating in a single location the counselors and services of the U.S. and Foreign Commercial Service of the Department of Commerce, the Export-Import Bank, the Small Business Administration and, in Long Beach, the U.S. Agency for International Development. In addition, through co-location and cooperation with local public and private export service partners, the USEACs will increase the depth and range of export services available to clients and promote a more rational and integrated delivery network. The USEACs will target primarily export-ready businesses, particularly small and medium-sized firms.

The USEACs will provide firms with one-on-one counseling to identify target markets and develop marketing strategies. They will also offer guidance in various areas relating to export finance such as export credit insurance and pre- and post-export financing. The four pilot USEACs are located in Baltimore, Chicago, Long Beach, and Miami.

International Trade Administration (ITA), U.S. Department of Commerce--ITA offers assistance and information to help exporters. ITA units include: 1) domestic and overseas commercial officer, (2) country experts, and (3) industry experts. Each unit promotes products and offers services and programs for the U.S. exporting community.

• **U.S. and Foreign Commercial Service (US&FCS)**--To help U.S. firms compete more effectively in the global market place, the US&FCS has a network of trade specialists in 69 U.S. cities and 69 countries worldwide. US&FCS offices provide information on foreign markets, agent/distributor location services, trade leads, and counseling on business opportunities, trade barriers, and prospects abroad.

There are 47 **District Offices** and 22 branch offices in cities throughout the United States and Puerto Rico. Most offices maintain business libraries containing the Commerce Department's latest reports. District office trade specialists can provide the business community with local export counseling and a variety of export programs and services, including the **Export Qualifier Program**. In this program, specialists help firms determine their readiness to export through a computerized program.

Specific recommendations are proposed to help strengthen and enhance a company's exporting ability.

Commercial officers in the **Overseas Posts** collect information about trends and barriers to trade in their areas and seek out trade and investment opportunities to benefit U.S. firms. They provide a range of services to potential exporters traveling abroad, such as providing assistance with appointments with key buyers and government officials.

Contact: For the address and phone number of your nearest Department of Commerce District Office, see the inside back cover of this magazine, or call 1–800–USA–TRADE.

• **International Economic Policy Country Desk Officers (IEP)**-- This is the Department of Commerce source for information on trade potential for U.S. products in specific countries. Individual IEP country desk officers, plus several regional business information centers, highlight new opportunities for trade and investment. These specialists can look at the needs of an individual firm wishing to sell in a particular country in the full context of that country's economy, trade policies, and political situation. Desk officers collect information on their assigned country's regulations, tariffs, business practices, economic and political developments, trade data, and market size and growth, keeping a current pulse on the potential markets for U.S. products, services, and investments. The desk officers are organized into the following regional offices:

★ Office of Western Hemisphere – (202) 482–5324
★ Office of Europe – (202) 482–5638
★ Office of Africa, the Near East, and South Asia – (202)482–4925
★ Office of East Asia and the Pacific – (202) 482–5251
★ Office of Japan – (202) 482–4527

• **Trade Development Industry Officers (TD)**--Industry specialists work with manufacturing and service industry associations and firms to identify trade opportunities and obstacles by product or service, industry sector, and market. They also develop export marketing plans and programs. To assist U.S. businesses in their export efforts, industry experts conduct executive trade missions, trade fairs, marketing seminars, and business counseling. Industry specialists are organized into five major sectors:

★ Office of Technology & Aerospace Industries – (202) 482–1872

★ Office of Basic Industries – (202) 482–5023
★ Office of Textiles, Apparel & Consumer Goods Industries – (202) 482–3737
★ Office of Service Industries & Finance – (202) 482–5261
★ Office of Environmental Technology Exports – (202) 482–5225

In addition to the major industry sectors, cross–sectoral units provide statistical data and analyses useful in export development and coordinate TD's overall export promotion efforts:

★ Office of Trade & Economic Analysis – (202) 482–5145
★ Office of Export Promotion Coordination – (202) 482–4501

Contacts: For further information on services provided by industry trade specialists contact the Office of Export Program Coordination, tel. (202) 482–4501, fax (202) 482–1999.

District Export Councils, ITA, U.S. Department of Commerce––Working alongside Commerce District Offices, 51 DECs bring 1,700 of the nation's top private sector representatives to advise exporters.

Contact: For the address and phone number of your nearest Department of Commerce District Office, see inside back cover, or call 1–800–USA–TRADE.

Office of Export Trading Company Affairs, ITA, U.S. Department of Commerce––The office (1) promotes the use of export trading companies and export management companies, (2) offers information and counseling to businesses and trade associations regarding the U.S. export intermediary industry, and (3) administers the **Export Trade Certificate of Review** program, which provides exporters with an antitrust "insurance policy" intended to foster joint export activities where economies of scale and risk diversification are achieved.

Contact: Office of Export Trading Company Affairs, tel. (202) 482–5131, fax (202) 482–1790.

Export Legal Assistance Network, Small Business Administration––ELAN is a nationwide group of attorneys with experience in international trade who provide free initial consultations to small businesses on export–related matters.

Contact: For the address and phone number of your nearest Small Business Administration District Office, call 1–800–U–ASK–SBA; Judd Kessler, National Coordinator, ELAN, tel. (202) 778–3080, fax (202) 778–3063.

Small Business Institutes, Small Business Administration——All SBIs provide in–depth management counseling to eligible small businesses. Some SBIs provide international trade counseling, depending on local needs and program strengths.

Contact: Contact a business Development Officer at your local SBA District Office. For the address and phone number of your SBA District Office, call 1–800–U–ASK–SBA.

Office of International Trade, Small Business Administration——OIT works in cooperation with Other federal agencies and public– and private sector groups to encourage small business exports and to assist small businesses seeking to export. The office's outreach efforts include sponsoring and developing "how to" and market–specific publications for exporters. OIT directs and coordinates SBA's export initiatives including the **Export Legal Assistance Network (ELAN)** and the **SBA Automated Trade Locator Assistance System (SBAtlas)**. It also promotes SBA's many loan guarantee programs that can be used for exporting.

Contact: Office of International Trade, tel. (202) 205–6720, fax (202) 205–7272.

Small Business Development Centers, Small Business Administration——SBDCs provide a full range of export assistance services to small businesses, particularly those new to export, and offer counseling, training, managerial, and trade finance assistance. Counseling services are provided at no cost to the small business exporter, but fees are generally charged for export training seminars and other SBDC–sponsored export events.

Contact: Judy Dunn, Office of Small Business Development Centers, tel. (202) 205–6766, fax (202) 205–7727.

SCORE Program, Small Business Administration——One–on–one counseling and training seminars are provided by members of the Service Corps of Retired Executives association, many of whom have years of practical experience in international trade. Specialist assist small firms in evaluating export potential and in strengthening domestic operations by identifying financial, managerial, or technical problems.

Contact: Ken Yancey, National SCORE Office, tel. 1-800-634-0245, fax (202) 205-7636.

Export Assistance Initiative, U.S. Department of Energy--DOE export-related activities help U.S. energy sector exporters to (1) identify overseas opportunities and discriminatory trade barriers; (2) evaluate U.S. laws and regulations which may restrict trade; (3) identify financing alternatives; and (4) work with other U.S. Government agencies in export promotion.

Contact: Kay Thompson, Office of Export Assistance, tel. (202) 586-7997, fax (202) 586-0823.

Committee on Renewable Energy Commerce and Trade, U.S. Department of Energy--Established in 1983, CORECT is an interagency working group of 14 federal agencies, administered by DOE, which coordinates federal program to assist export efforts of renewable energy and energy efficiency industries. CORECT assistance to industry deals primarily with issues related to: technical competitiveness, market development, and federal financing assistance.

Contact: Thomas J. Hall, Office of Conservation and Renewable Energy, Tel. (202) 586-8302, fax (202) 586-1605.

Country and Regional Market Information

A number of offices now offer documents on demand, delivered directly to your fax machine 24 hours a day. These automated systems each have a menu of available documents which can be sent to a fax machine by dialing from a touch tone phone and following the instructions.

Eastern Europe Business Information Center (EEBIC), ITA, U.S. Department of Commerce--(202) 482-5745. The EEBIC fax system has five main menus. Menu document #1000 has export and financing information. Document #2000 has a menu of document relating to export and investment opportunities and upcoming trade events. A listing of documents with Eastern European country information is contained on menu document #3000. Document menus #4000 and #5000 have information on the **Eastern Europe Business Bulletin** and the **Eastern Europe Looks For Partners** publications respectively.

Business Information Service for the Newly Independent States (BISNIS), ITA, U.S. Department of Commerce--(202)482-3145. BISNIS has three document menus. Menu #1, document #0001, has trade and investment opportunities and trade promotion information. Menu #2, document #0002, has industry and country specific information, and financing alternatives. Menu #3, document #0003 has information on BISNIS publications.

Overseas Private Investment Corporation (OPIC)--(202) 336-8700. The system has information on OPIC project finance and political risk insurance programs.

Regional Business Centers

Business Information Service for the Newly Independent States (BISNIS), ITA, U.S. Department of Commerce---BISNIS provides "one-stop shopping" for U.S. firms interested in doing business in the Newly Independent States (NIS) of the former Soviet Union. Information is available on commercial opportunities in the NIS, sources of financing, up-to-date lists of trade contacts, as well as on U.S. Government programs supporting trade and investment in the region. BISNIS publishes a monthly bulletin containing information on upcoming trade promotion events, updates on U.S. Government programs in the region, and practical advice on doing business in the NIS. The office also maintains a 24-hour fax information line; see page 14 for more information.

Contact: BISNIS staff, tel.(202) 482-4655, fax (202) 482-2293.

Eastern Europe Business Information Center (EEBIC), U.S. ITA, Department of Commerce---The Center has a wide range of publications on doing business in Eastern Europe and the Baltic states, including: lists of potential partners; trade and investment regulations; priority industry sectors; and notices of upcoming seminars, conferences, and trade promotion events. EEBIC publishes a monthly newsletter, **Eastern Europe Business Bulletin,** as well as the bimonthly **Eastern Europe Looks for partners,** which highlights business partnership opportunities for U.S. firms with Eastern European companies. The office also maintains a 24-hour fax information line; see page 14 for more information.

Contact: EEBIC staff, tel. (202) 482–2645, fax (202) 482–4473.

Market Information

Business America, ITA, U.S. Department of Commerce––This principal Commerce Department international trade publication recently switched from biweekly to monthly publication. Each issue includes discussions of U.S. trade policies, news of U.S. Government actions affecting trade, and a calendar of upcoming trade shows, exhibitions, fairs, and seminars. An annual subscription is $32.

Contact: Business America staff, ITA Office of Public Affairs, tel. (202) 482–3251, fax (202) 482–5819. Subscriptions: U.S. Government Printing Office [Stock #703–011–00000–4–W], tel. (202) 783–3238.

Office of International Major Projects, ITA, U.S. Department of Commerce––OIMP (1) coordinates government assistance and helps U.S. firms to compete for major infrastructure and industrial projects overseas; (2) identifies upcoming projects and develops specific information about them; (3) monitors developments in specific industrial sectors; (4) provides one–on–one business counseling, and (5) offers guidance on appropriate market business contacts, contract bidding procedures, and strategies. OIMP's Major Projects Reference Room, Rm. 4029–A at the U.S. Department of Commerce, is a center for project information from around the world. American firms can review U.S. and Foreign Commercial Service project reports, appraisal reports produced by the multilateral development banks (MDB), literature on MDB project cycles, sample bidding documents, and country development plans.

Contact: project Managers, tel. (202) 482–5226, fax (202) 482–3954.

International Data Base, Bureau of the Census, U.S. Department of Commerce––The **Center for International Research** compiles and maintains up–to–date global demographic and social information for all countries in its International Data Base (IDB), which is available to U.S. companies seeking to identify potential markets overseas. Printed tables on selected subjects for selected countries can be purchased for a minimum charge of $75.

Contact: Peter Johnson, Systems Analysis and Programming Staff, tel. (301) 763–4811, fax (301) 763–7610.

Export and Import Trade Data Base, Bureau of the Census, U.S. Department of Commerce––Maintains worldwide export and import statistics tracked by mode of transportation and port of entry or exit. Various levels of classification including the Harmonized System of Commodity Classification, Standard International Trade Classification, Standard Industrial Classification Based Codes, and End–Use Classification are available. Customized tabulations and reports can be prepared to user specifications. Prices begin at $25 and vary depending upon user requirements and job size.

Contact: Trade Data Services Branch, tel. (301) 763–7754.

National Marine Fisheries Service (NMFS), National Oceanic and Atmospheric Administration, U.S. Department of Commerce––NMFS specialists work with fishing industry representatives and organizations to facilitate access to foreign markets. In cooperation with the U.S. and Foreign Commercial Service, NMFS assists exporters seeking to find and explore new export opportunities for fish and fish products, especially to the Japanese and European markets. It also provides inspection services for fishery exports and issues U.S. Government certification.

Contacts: Office of Trade and Industry Services, Fisheries Promotion and Trade Matters, Prudence I. Fox, Tel. (301) 713–2379, fax (301) 588–4853; Inspection Services Division, Richard Cano, Tel. (301) 713–2355, fax (301) 588–4853.

SBAtlas–Automated Trade Locator Assistance System, Small Business Administration––A market research tool, SBAtlas provides free of charge two types of reports––product–specific and country–specific. The SBAtlas product report ranks the top 35 import and export markets for a particular good or service. The country report identifies the top 20 products most frequently traded in a target market.

Contact: The SBAtlas service is available through SBA district offices, Service Corps of Retired Executives (SCORE) offices, and Small Business Development Centers. For the address and phone number of your nearest SBA office call 1–800–U–ASK–SBA.

Center for Trade and Investment SERVICES (CTIS), U.S. Agency for International Development—–CTIS offers a full range of service such as individual counseling and information on USAID's programs and activities in development related sectors, including environment, energy, agribusiness, health, and training. CTIS ensures that the opportunities and information generated by USAID activities are made available to the public. In order to broaden the participation of businesses, nongovernmental organizations, and private volunteer organizations in sustainable development, CTIS provides information nationwide via a Broadcast Fax system, on–line through Internet, and a 1–800 toll free number. CTIS services are provided by regional trade analysts specializing in the USAID–assisted countries in Africa, Asia, Eastern Europe, Latin America and the Caribbean, Near East, and the Newly Independent States.

Contact: CTIS staff, tel. 1–800–872–4348 and (202) 663–2660, fax (202) 663–2670, Internet: CTIS@USAID.GOV.

Office of Small and Disadvantaged Business Utilization/Minority Resource Center (OSDBU/MRC), Agency for International Development (USAID)—–Advocate for U.S. small businesses and disadvantaged enterprises (including women–owned businesses), OSDBU/MRC ensures their consideration as sources for the procurement of goods and services financed through USAID development assistance activities. The office also coordinates the Agency's implementation of the Disadvantaged Enterprises program (formerly the Gray Amendment). The office maintains the **A.I.D. Consultant Registry Information System (ACRIS)** and publishes **The Guide to Doing Business with Agency for International Development.** Contact: Ivan R. Ashley, Office of Small and Disadvantaged Business, tel. (703) 875–1551, fax (703) 875–1862.

Regional Bureaus, U.S. Department of State—–Country desk officers in regional bureaus maintain regular contact with overseas diplomatic missions and provide country specific economic and political analysis for U.S. companies. There are the Bureaus of African, Inter–American, European, Near East, South Asian, and East Asian and Pacific Affairs. Each Bureau has a Commercial Coordinator to assist U.S. businesses.

Contact: State Department Operator, tel. (202) 647–4000.

Bureau of Economic and Business Affairs, U.S. Department of State——The Bureau formulates and implements policies regarding foreign economic matters and international trade promotion and Business services. The Office of the Coordinator for Business Affairs in the Bureau of Economic and Business Affairs ensures that the Department of State and its overseas missions provide consistent and effective support to U.S. Business. The coordinator for Business Affairs is the primary point of contact for Business concerns within the Department of State.

Contact: Ambassador Paul Cleveland, Office of the Coordinator for Business Affairs, tel. (202) 736–4167, fax (202) 647–5957.

Overseas Security Advisory Council, U.S. Department of State—— The Overseas Security Advisory Council (OSAC) is the point of contact between the Department of State and the U.S. private sector on all overseas security–related matters such as political unrest, terrorism, and the protection of information. OSAC manages an on–line bulletin board system available to U.S. businesses with overseas interests. The bulletin board provides comprehensive, timely, security–related, and country specific information. OSAC also works closely with U.S. Embassies and Consulates worldwide to expedite contacts between U.S. business representatives and U.S. State Department security officers.

Contact: Gary Schatz, Executive Director, OSAC, tel. (202) 663–0533, fax (202) 663–0868.

Foreign Labor Trends, U.S. Department of Labor——Foreign Labor Trends are a series of reports, issued annually, that describe and analyze labor trends in more than 70 foreign countries. The reports, which are prepared by the American Embassy in each country, cover labor–management relations, trade unions, employment and unemployment, wages and working conditions, labor and government, international labor activities, and other significant developments. A list of key labor indicators is also included.

Contact: Harold Davey, Office of Foreign Relations, tel. (202) 219–6257, fax (202) 219–5613.

U.S. Travel and Tourism Administration, U.S. Department of Commerce——USTTA promotes export earnings through travel and tourism. USTTA (1) stimulates demand internationally for travel to the United States, (2) coordinates marketing projects and programs with U.S.

and international travel interests, (3) encourages and facilitates promotion in international travel markets by American travel industry principals, (4) works to increase the number of new–to–market travel businesses participating in the export market, (5) generates cooperative marketing opportunities for private industry and regional, state and local governments, (6) researches and provides timely and pertinent data, (7) carries on training programs in international marketing for U.S. professionals, and (8) works to remove government imposed travel barriers.

Contact: Ed Shedlick, Director, Public Sector Relations, tel. (202) 482–4904, fax (202) 482–2887.

Technical Market Assistance

Office of Multilateral Affairs, International Trade Administration, U.S. Department of Commerce––OMA serves as a contact point for U.S. multilateral trade policy issues related to General Agreements on Tariffs and Trade (GATT), the Organization for Economic Cooperation and Development (OECD), the United Nations and other international organizations. OMA is involved in the following trade policy areas: bilateral investment treaties, expropriation, GATT (rules, concessions, negotiations, science and technology agreements, and policy), General System of Preferences (GSP), section 301 and special 301 issues, intellectual property rights, Multilateral Trade Negotiations (MTN) including the Uruguay Round, trade and the environment, and related trade policy initiatives.

Contact: Louis Murphy, Director, tel. (202) 482–0603, fax (202) 482–5939.

National Institute of Standards and Technology, Technology Administration, U.S. Department of Commerce––NIST provides information about foreign standards and certification requirements and maintains a General Agreement on Tariffs and Trade **(GATT) Hotline** with a recording that reports on the latest technical notifications of proposed foreign regulations that may affect trade. NIST also assists U.S. exporters in identifying European Community (EC) standards and directives for products to be marketed to the EC. An **EC Hotline** provides information on directives and draft Committee European Normalization (CEN) and Committee European Normalization Electrotechnical (CENELEC) standards.

Contacts: National Center for Standards & Certification Information, tel. (301) 975–4040, fax (301) 975–2128; GATT Hotline, tel. (301) 975–4041; EC Hotline tel. (301) 921–4164.

Metric Program, National Institutes of Standards and Technology Administration, U.S. Department of Commerce——The metric program provides assistance on matters relating to the metric system; referrals to metric coordinators in other federal agencies, metric–related organizations, and state metric contacts and information on metric standards.

Contact: Gary Carver, Metric Program, tel. (301) 975–3690, fax (301) 948–1416.

International Executive Service Corps (IESC), U.S. Agency for International Development——USAID has a multi–year commitment to support IESC activities. Composed of retired senior U.S. corporate executives, IESC provides technical assistance to businesses and organizations in emerging markets.

Contact: Jason Matechak, Office of Emerging Markets, tel. (202) 663–2358, fax (202) 663–2149.

Business Development Services (BDS), U.S. Agency for International Development——Under the BDS program, USAID engages the resources of the **International Executive Service Corps (IESC)** to support, worldwide, a range of industry–specific business development services in developing countries and emerging democracies. BDS activities are designed to assist small businesses through joint and co–ventures, including the transfer of technology, etc. USAID also engages the Small Business Foundation of America and the National Association of State Development Agencies to assist IESC in matching the small businesses in developing countries with counterparts i the United States.

Contact: Ed Wise, Office of International Business Development, tel. (202) 663–2680, fax (202) 663–2670.

Office of the U.S. Trade Representative (USTR)——USTR staff can provide publications to exporters confronted by foreign barriers to trade and unfair trade practices. Offices are organized according to sectoral responsibilities.

Contacts: Suzanne Early, Agricultural Affairs, tel. (303) 395–6127; Don Eiss, Office of Industry, tel. (202) 395–5656; Harry Broadman, Investment, Science and Technology, tel. (202) 395–3606; Douglas Selin, Investment, tel. (202) 395–7271; Gil Donahue, Intellectual Property, tel. (202) 395–7320; Dick Self, Services, tel. (202) 395–4510; Jennifer Hillman, Office of Textiles, tel. (202) 395–3026; fax for all offices (202) 395–3911.

Office of the General Counsel, Office of the U.S. Trade Representative––USTR is responsible for administering trade cases that provide relief from unfair trade practices under Section 301 of the Trade Act of 1974. Individual exporters should contact USTR concerning procedures for filing a complaint.

Contact: Irving Williamson, Deputy General Counsel, tel. (202) 395–3432, fax (202) 395–3639.

Coal and Technology Export Program, U.S. Department of Energy––This program promotes the export of U.S. clean coal equipment and services by acting as an information source on coal and coal technologies.

Contact: Peter Cover, Office of Fossil Energy, tel. 9202) 586–7297, fax (202) 586–1188.

ATA Carnet, U.S. Customs Service, U.S. Department of Treasury––The ATA Carnet is a special international customs document which may be used for temporary imports/exports, particularly professional equipment and commercial samples, that are out of the country for less than one year. The Carnet is issued in lieu of the usual customs documents required and eliminates value–added taxes, duties, and temporary import bonds. Forty–six participating countries accept the Carnet as a guarantee against the payment of customs duties which may become due on goods temporarily imported under a Carnet and not reexported.

Contact: Jerrald Worley, International Programs, tel. (202) 927–0440, fax (202) 927–6892.

Office of Minority Small Business and Capital Ownership Development, Small Business Administration––Through this office's 7(j) Management and Technical Assistance Program, SBA contracts for the services of professional management firms and others, as appropriate, to provide management and technical assistance to 8(a) and other eligible firms in the areas of accounting, marketing, proposal preparation, and industry–specific issues.

Contact: Additional information may be obtained from a Business Opportunity Specialist in SBA's district offices. For the telephone and fax numbers of your nearest SBA District Office, call 1–800–U–ASK–SBA (1–800–872–5722).

Cooperation/Technology Sharing, U.S. Department of Transportation––The Department maintains an active program to gain access to and share technology and experience in all modes of transportation with other nations to reduce research costs and avoid duplication of parallel national efforts. The program takes many forms: (1) exchanges of information and personnel; (2) seminars; and (3) complementary, task–sharing, or cost–sharing research.

Contact: Bernestine Allen, International Transportation and Trade, tel. (202) 366–4398, fax (202) 366–7417.

Technical Assistance, U.S. Department of Transportation––The Department provides technical assistance to developing countries on a wide range of problems in the areas of transportation policy, highways, aviation, rail and ports. It also supports AID in its foreign aid development program.

Contacts: Bernestine Allen, International Transportation and Trade, tel. (202) 366–4398, fax (202) 366–7417; Herbert Bachner, Federal Aviation Administration, tel. (202) 267–3173, (202) 267–5306; John Cutrell, Federal Highway Administration, tel. (202) 366–0111, fax (202) 366–9626; Ted Krohn, Federal Railroad Administration, tel. (202) 366–0555, fax (202) 366–7688; James Treichel, Maritime Administration, tel. (202) 366–5773, fax (202) 366–3746.

International Technolgoy Transfer Activities, Environmental Protection Agency––EPA helps promote the adoption and sale of U.S. environmental technologies and services abroad. It fosters the creation of environmental protection regimes and provides technical assistance, especially to developing countries, to help solve environmental problems. EPA also works to harmonize international environmental standards to ensure that U.S. industry does not suffer a competitive disadvantage.

Contact: Scott Bidner, Office of International Activities, tel. (202) 260–2087, fax (202) 260–4470.

International Trade Contacts

Agent/Distributor Services, ITA, U.S. Department of Commerce-- A customized search helps identify agents, distributors, and foreign representatives for U.S. firms based on the foreign companies' examination of U.S. product literature. A fee of $250 per country is charged.

Contact: For the address and phone number of your nearest Department of Commerce District Office, see listing on the inside back cover, or call 1–800–USA–TRADE.

Customized Sales Survey, ITA, U.S. Department of Commerce--A custom–tailored research service provides firms with specific information on marketing and foreign representation for their individual products in selected countries. Interviews or surveys are conducted to determine overall marketability of the product, key competitors, price of comparable products, customary distribution and promotion practices, trade barriers, possible business partners, and applicable trade events. Fees for CSS surveys vary from $800 to $3,500 per country.

Contact: For the address and phone number of your nearest Department of Commerce District Office, see the inside back cover, or call 1–800–USA–TRADE.

World Traders Data Report, ITA, U.S. Department of Commerce--A service for checking the reputation, reliability, and financial status of a prospective trading partner. For $100, an exporter can obtain this information in a confidential report, along with a recommendation from commercial officers at the U.S. Embassy as to the suitability of the company as a trading partner.

Contact: For the address and phone number of your nearest Department of Commerce District Office, see listing on the inside back cover, or call 1–800–USA–TRADE.

Trade Opportunities Program (TOP), ITA, U.S. Department of Commerce--TOP provides companies with current sales leads from international firms seeking to buy or represent their products or services.

TOP leads are printed daily in leading commercial news–papers and are also distributed electronically via the Department of Commerce Economic bulletin Board. There is a nominal annual fee and connect time charge.

Contact: For the address and phone number of your nearest Department of Commerce District Office, see listing on the inside back cover, or call 1–800–USA–TRADE; for the Department of Commerce Economic Bulletin Board, call tel. (202) 482–1986, fax (202) 482–2164.

Export Contact List Service, ITA, U.S. Department of Commerce––This database retrieval service provides U.S. exporters with names, addresses, products, sizes, and other relevant information on foreign firms interested in importing U.S. goods and services. Similar information on U.S. exporters is also provided to foreign firms seeking U.S. suppliers. names are collected and maintained by Commerce district offices and commercial officers at foreign posts.

Contact: For the address and phone number of your nearest Department of Commerce District Office, see listing on the inside back cover, or call 1–800–USA–TRADE.

Foreign Buyer Program (FBP), ITA, U.S. Department of Commerce––FBP supports major domestic trade shows featuring products and services of U.S. industries with high export potential. U.S. and Foreign Commercial Service officers worldwide recruit qualified foreign buyers to attend the shows. The exhibitions are extensively publicized through embassy and regional commercial newsletters, catalog–magazines, foreign trade associations, chambers of commerce, travel agents, government agencies, corporations, import agents, and equipment distributors in targeted markets. An **International Business Center** at each foreign buyer show provides interpreters, multilingual brochures, counseling, and private meeting rooms.

Contact: Bill Crawford, Export Promotion Services, tel. 9202) 482–0481, fax (202) 482–0115.

Commercial News USA, ITA, U.S. Department of Commerce–– The 10–times yearly catalog–magazine is published by the U.S. and Foreign Commercial Service to promote American products and services to overseas markets. **Commercial News USA** is disseminated in paper copy to 125,000 business readers via U.S. embassies and consulates in 155 countries, and to more than 134,000 active bulletin board subscribers through cooperative arrangements with private–sector electronic bulletin boards in 19 countries. Selected portions are also reprinted in newsletters that are tailored in content and language to the individual country and distributed to potential buyers, agents, American Chambers of Commerce abroad, and other multipliers. U.S. firms can have their products or services highlighted for a fee that varies by the size of the listing.

Contact: For the address and phone number of your nearest Department of Commerce District Office, see the inside back cover, or call **Commercial News USA** at (202) 482–4918, fax 482–5362.

The Export Yellow Pages, ITA, U.S. Department of Commerce––A directory of U.S. manufacturers, banks, service organizations, and export trading companies.

Contact: To obtain a copy or register your company in this free directory, contact your local ITA District Office. See the inside back cover for address and phone number of your nearest District Office.

Technical Symposia, Trade and Development Agency (TDA)–– TAD sponsors a variety of technical symposia geared to meet the development needs of foreign countries. Conducted in cooperation with and co–funded by industry and other U.S. Government agencies, these symposia are intended to familiarize foreign governments and industry with American products and services and to encourage U.S. firms to export.

Contact: Carol Stillwell, Information Officer, tel. (703) 875–4357, fax (703) 875–4009.

Reverse Trade Missions, Trade and Development Agency–– Although TDA does not fund traditional trade missions to foreign countries, it may fund visits to the United States by high–level foreign government officials to meet with U.S. industry and government representatives. These foreign officials represent procurement authorities of specific projects interested in purchasing U.S. equipment and services. The missions are usually co–funded by U.S. industry.

Contact: Carol Stillwell, Information Officer, tel. (703) 875–4357, fax (703) 875–4009.

International Visitors Program, U.S. Information Agency--Foreign individuals or groups are brought to the United States for about one month. The programs feature visits by business leaders and foreign government officials who have the opportunity to meet with their U.S. Government counterparts and American business executives.

Contact: William Codus, Office of Education/Voluntary Visitors, tel. (202) 619-5217, fax (202) 205-0792.

Visitors Program, U.S. Department of Transportation--The Department maintains a visitors program for foreign officials interested in U.S. transportation policy and facilities.

Contacts: Bernestine Allen, International Transportation and Trade, tel. (202) 366-4398, fax (202) 366-7417; Nancy Angelo, Federal Aviation Administration, tel. (202) 267-8186, fax (202) 267-5306.

Overseas Promotion

Gold Key Service, ITA, U.S. Department of Commerce---Offered by many U.S. and Foreign Commercial Service overseas posts, this is a custom-tailored service for U.S. firms planning to visit a country. It combines market research, assistance in developing sound market strategy, orientation briefings, introductions to potential partners, interpreters for meetings, and effective follow-up planning. The fee varies.

Contact: For the address and phone number of your nearest Department of Commerce District Office, refer to the inside back cover, or call 1-800-USA-TRADE.

Catalog Exhibitions, ITA, U.S. Department of Commerce--Whether the company is looking for sales or representation overseas, catalog exhibitions provide a low-cost, low-risk vehicle to generate leads. Using the resources of U.S. embassies and consulates worldwide, product catalogs and videos are shown by commercial officers to potential agents distributors or buyers in selected world markets.

Contact James Boney, Export Promotion Services, tel. (202) 482-3973, fax (202) 482-2716.

Trade Fairs and Exhibitions, ITA, U.S. Department of Commerce——About 80–100 worldwide trade fairs are selected annually by the Commerce Department for recruitment of a USA pavilion. Selection priority is given to events in viable markets that are suitable for new to export or new to market, "export ready" firms. Feeds range from $2,500 to $12,0000, depending upon the country, and exhibitors receive pre–and post–event logistical and transportation support, design and management of the USA pavilion, and extensive overseas market promotional campaigns to attract appropriate business audiences. In addition, each firm is asked to identify its goals in participating in the event, and the U.S. Embassy makes every effort to assure that these goals are met.

Contact: For information on Department of commerce recruited trade shows and a listing of trade events call the Trade Information Center at 1–800–USA–TRADE.

Certified Trade Fairs, ITA, U.S. Department of Commerce——About 50 trade fairs are certified annually by the Commerce Department as good opportunities for U.S. firms to promote exports. The program provides Commerce Department endorsement and support for private–sector recruited and organized foreign trade shows. U.S. pavilions are frequently used in Certified Trade Fairs to create enhanced visibility for U.S. firms, particularly new–to–export and new–to–market firms. Exhibitors in Certified Trade Fairs also receive the support of the U.S. and Foreign Commercial Service from the U.S. Embassy or Consulate.

Contact: For further information, or a listing of Certified Trade Fairs, Paul Bucher, Manager, Trade Fair Certification, tel. (202) 482–1609, fax (202) 482–0115.

Trade Missions, ITA, U.S. Department of Commerce——Focusing on one industry or service sector, trade missions provide participants with detailed marketing information, advanced planning and publicity, logistical support, and pre–arranged appointments with potential buyers, government officials, and others. Participants pay between $2,000–5,000 depending on locations and number of countries visited. The missions usually consist of 5–12 U.S. business executives.

Contact: For further information on trade missions call 1–800–USA–TRADE.

Matchmaker Trade Delegations, ITA, U.S. Department of Commerce--These Commerce-recruited and planned missions are designed to introduce new-to-export or new-to-market businesses to prospective representatives and distributors overseas. This involves an intensive trip filled with meetings with prospective clients and in-depth briefings on the economic and business climate of the countries visited. Trade specialists from the Department of Commerce evaluate the potential of a firm's product in the target markets, find and screen contacts, and handle logistics.

Contact: Judy Riendeau, Export Promotion Services, tel. (202) 482-3119, fax (202) 482-0178.

Certified Trade Missions Program, ITA, U.S. Department of Commerce--This program supports overseas events planned, organized, and led by both federal agencies and non-federal export promotion organizations (such as industry trade associations, agencies of state and local governments, chambers of commerce, regional groups, and other export-oriented groups); certified missions provide a flexible and adaptable format in which to conduct business overseas, and may include individual business appointments tailored to each mission member's needs, plant and factory tours, or possibly a seminar format for technical products. The program office provides guidance and support to participating groups and coordinated communications with the commercial sections of U.S. Embassies and Consulates regarding the mission's purpose, itinerary, and budget.

Contact: Anita Blackman, Export Promotion Services, tel. (202) 482-4908, fax (202) 482-0115.

Multi-State Trade Days Program, ITA, U.S. Department of Commerce--A program designed to promote the export interests of U.S. companies in markets where doing business via trade missions and product literature displays has proven effective. A low-cost, simple trade promotion vehicle, coordinated through state economic development agencies, the program typically assists small- and medium-sized infrequent exporters in making sales and establishing market representation in fast growing markets. State-recruited companies provide a state representative (who will physically represent them at an event) with product literature and other appropriate promotional materials, and identify the kinds of business relationships they are seeking from foreign contacts.

Contact: Anita Blackman, Export Promotion Services, tel. (202) 482–4908, fax (202) 482–0115.

Product Literature Centers, ITA, U.S. Department of Commerce——Trade Development industry specialists at ITA represent U.S. companies at various major international trade shows by distributing product or service literature. In addition, trade specialists at these centers identify potential customers for companies displaying their literature.

Contact: For further information on Product Literature Centers call 1–800–USA–TRADE.

U.S. Embassies and Consulates, U.S. and Foreign Commercial Service (US&FCS); Department of State; Foreign Agricultural Service (FAS)——US&FCS Foreign Commercial Service Officers are present in U.S. embassies in 69 leading export markets. They collect information about trends and barriers to trade in their area and seek out trade and investment opportunities to benefit potential exporters at home and traveling abroad.

Department of State commercial and economic staffs provide political and economic briefings and advice on the business culture and practices of the host country to American firms. Their Foreign Service Officers are responsible for commercial work in 96 embassies and 36 consulates not covered by the US&FCS, and work closely with their US&FCS colleagues worldwide.

The **Foreign Agricultural Service** maintains over 60 overseas offices to represent the interests of U.S. agriculture, carry out market promotion, and to collect information pertaining to agricultural trade. Most of these offices are located in U.S. Embassies. In addition, the Foreign Agricultural Service maintains 20 overseas Agricultural Trade Offices to assist exporters of U.S. farm and forest products in key overseas markets. The office facilities vary depending on local conditions, but may include a trade library, conference rooms, office space, and kitchens for preparing product samples.

Contacts: State Department Operator, tel. (202) 647–4000; Ag–Export Services Division, tel. (202) 720–7420; or call 1–800–USA–TRADE.

Consortia of American Businesses in Eastern Europe (CABEE), ITA, U.S. Department of Commerce--In June 1991, the Commerce Department initiated the CABEE consortia grant program to stimulate two-way trade between Eastern Europe and the United States, and assist that region in the move toward privatization. CABEE is providing grant funds to trade organizations to defray the costs of opening, staffing, and operating U.S. consortia offices in Eastern Europe. These organizations are now assisting hundreds of member-firms develop business relationships in Eastern Europe. The CABEE grant program prioritized the following Eastern European countries for project operations: Poland, the Czech Republic, Slovakia, and Hungary. In addition, the Commerce Department targeted five industry sectors: agribusiness/agriculture, construction/housing, energy, environment, and telecommunications. Of these sectors, grants were awarded to organizations representing agribusiness, construction, environment, telecommunications industries. The five CABEE grantees are the American Building products Export Council, Coalition for International Environmental Research & Assistance, Food Processing Machinery & Supplies Association, Sun-Diamond Growers of California, and Telecommunications Industry Association. non-profit CABEE grantee commercial offices are located in Warsaw, Prague, Budapest, Bucharest, and Sofia.

Contact: CABEE office, (202) 482-5004.

Consortia of American Businesses in the Newly Independent States (CABNIS), ITA, U.S. Department of Commerce--Modeled after CABEE, the Commerce Department initiated the CABNIS grant program to stimulate U.S. business in the Newly Independent States (NIS) and assist the region in its move toward privatization. CABNIS is providing grant funds to non-profit organizations to defray the costs of opening, staffing, and operating U.S. consortia offices in the NIS. The CABNIS program serves as a venue for U.S. exporters who otherwise would be unable to enter such an evolving and complex market alone. Grants for the program include: American Building Products Export Council (and joint recipient, Home Builders Institute); American Graduate School of International Management; American-Russian Technology Association; Food Processing machinery & Supplies Association; Semiconductor Equipment and Materials International; Telecommunications Industry Association, Washington, D.C.; Port Authority of New York and New Jersey; University of Alaska/World Trade Center; and World Trade Center Association Orange County.

Contact: CABNIS office, (202) 482-5004.

American Business Centers (ABCs) in the Newly Independent States (NIS)--ABCs in the NIS of the Former Soviet Union provide American companies with a pleasant working environment and the services essential to doing business in these markets. Five ABCs will be located with FCS posts in Vladivostok, St. Petersburg, Tashkent, Almaty, and Kiev. Seven solo ABCs will be established and operated by non-federal entities through cooperative agreements with the Department of Commerce. Centers will provide business development services including short-term office and exhibit space, market research and counseling, interpretation and translation services, telecommunications and computer equipment, and assistance in making NIS contacts.

Contact: For an information packet on the ABCs, contact the Business Information Service for the Newly Independent States, tel. (202) 482-4655, fax (202) 482-2293.

Investment Missions, Overseas Private Investment Corporation--OPIC investment missions bring groups of U.S. executives to selected countries to meet host country government officials, local business leaders, potential joint venture partners who can ply key roles in bringing proposed business ventures to fruition. Reverse missions bring groups of foreign government officials and local business leaders to the United States to meet with their American counterparts. OPIC also sponsors and participates in conferences on a variety of investment-related subjects.

Contact: Information Officer, tel. (202) 336-8799, fax (202) 408-5155.

"Doing Business" Television Program, U.S. Information Agency--The half-hour long monthly televised business program is sent by satellite to more than 100 countries highlighting innovation and excellence in U.S. business. The program consists of segments on new products, services, and processes of interest to overseas buyers and promising research.

Contact: Paul Vamvas, Worldnet Television, tel. (202) 501-8450, fax (202) 501-6689.

U.S. travel and Tourism Administration, U.S. Department of Commerce--To carry out its travel development programs in international markets, USTTA has offices in Toronto, Montreal, Vancouver, Mexico City, Tokyo, Sydney, London, Paris, Frankfurt, Milan, Amsterdam, and Miami (to serve South America). Tourism trade development activities in other tourism potential countries without direct USTTA representation are carried out with the assistance of the Foreign Commercial Service in cooperation with Visit USA committees, comprised of representatives of the U.S. and international travel industry representatives in those countries.

Contact: Don Wynegar, Deputy Assistant Secretary for Tourism Marketing, tel. (202) 482-4752, fax (202) 482-2887.

Financing and Insurance

Export Financing Hotline, Export-Import Bank--Through its special toll-free number, Eximbank provides information on Eximbank's export credit insurance, pre-export financing through working capital guaranteed loan and medium- and long-term loans, and guarantees to overseas buyers. Eximbank offers briefing programs which are available to the business community, including regular seminars and group briefings held both within the Bank and around the country.

Contact: Tel. 1-900-424-5201 and (202) 566-4423 (Alaska, Hawaii, District of Columbia).

City-State Program, Export-Import Bank--Eximbank works with sate and local government agencies to offer export counseling and financial assistance to the businesses in their jurisdictions. Cooperative programs currently operate in more than 30 states and regions and in the Commonwealth of Puerto Rico.

Contact: Joyce Papes, Marketing Officer, tel. 9202) 56604490, fax (202) 566-7254.

Regional Offices, Export-Import Bank--Eximbank regional offices provide full service to businesses interested in Eximbank programs. Regional offices are located in New York and Houston. Eximbank is also represented at each of the U.S. Export Assistance Centers (USEACs).

Contact: For the address and telephone numbers of USEACs see listing on page 31. New York-6 World Trade Center, New York, N.Y. 10048, tel (212) 466-2950, fax (212) 466-2959; Houston-Asford Crossing II, 1880 South Dairy Ashford, Suite 585, Houston, Tex. 77077, tel. (713) 589-8182, fax (713) 589-8184.

Credit services, Export–Import Bank––Eximbank uses its repayment records to provide credit information for U.S. exporting firms and the commercial banking community. Eximbank can provide information useful in the financing of export sales to a specific country or an individual company abroad. However, Eximbank will not divulge confidential financial data on foreign buyers to whom it has extended credit, nor will it disclose classified or confidential information regarding particular credits or conditions in foreign countries.

Contact: Pat Delaney, tel. (202) 343–0653, fax 9202) 566–7524.

Working Capital Guarantee Program, Export–Import Bank––The program helps small– and medium–size businesses obtain critical pre–export financing form commercial lenders. Eximbank will guarantee 100 percent of the principal and interest on loans or revolving lines of credit which are extended to eligible exporters. The funds may be used for cash pre–export activities as buying raw materials or foreign marketing.

Contact: James Crist, Vice Pres., U.S. Division, tel. (202) 566–8819, fax 9202) 566–7524.

Export Credit Insurance Export–Import Bank––Eximbank offers insurance which covers political and commercial risks on export receivables.

- **The New–to–Export–Policy** is available to firms just beginning to export or with average annual export credit sales of less than $2,000,000 for the past two years and who meet U.S. SBA guidelines for the definition of a small business. The policy offers enhanced coverage and a lower premium than usually found in regular insurance policies.

- **The Umbrella Policy** is available to commercial lenders, state agencies, export trading companies, and similar organizations to insure export receivable of their small business clients.

- **The Bank Letter of Credit Policy** insures commercial banks against loss on irrevocable letters of credit issued by foreign banks for U.S. exporters.

- **The Multi–Buyer Policy** insures all or a reasonable spread of an exporter's short–term or medium–term export credit sales.

- **The Financial Institution Buyer Credit Policy** insures individual short–term export credits extended by financial institutions to foreign buyers.

- **The Short–Term Single–Buyer Policy** and the **Medium–Term–Single–Buyer Policy** allow exporters to insure their receivables against loss due to commercial and specified political risks on a selective basis.

- **Lease Insurance Policies** offer a lessor the opportunity to expand its overseas leasing program by providing comprehensive insurance for both the stream of lease payments and the fair market value of the leased products.

Contact: Bill Redway, Dir. of Regional Offices, tel. (202) 566–8955, fax (202) 377–6987.

Guarantee program, Export–Import Bank––The program provides repayment protection for private sector loans to credit worthy buyers of U.S. capital equipment and services exports. Coverage is available for loans of up to 85 percent of the U.S. export value, with repayment terms of one year or more. Most guarantees provide comprehensive coverage of both political and commercial risks, but political risk only coverage is also available. Eximbank's guarantee is available for fixed or floating rate export loans in dollars or convertible foreign currencies.

Contact: ken Telesca, International Lending, tel. (202) 566–5038, fax (202) 377–7954.

Loan Program, Export–Import Bank––The program provides competitive, fixed interest rate financing for U.S. export sales of U.S. capital equipment and related services. Eximbank extends direct loans to foreign buyers of U.S. exports and intermediary loans to responsible parties that make loans to foreign buyers. Coverage is available for loans of up to 85 percent of the U.S. export value. For the most part, Eximbank lending rates are the official minimum rates based on U.S. Treasury rates and a spread agreed on by member of the Organization for Economic Cooperation and Development (OECD) and depend on the repayment period. An OECD matrix rate is available for poorer countries.

Contact: Ken Telesca, International Lending, tel. (202) 566–5038, fax (202) 377–7954.

Lease Guarantees, Export–Import Bank––Eximbank offers lease guarantees for finance and operating leases to foreign entities covering U.S. manufactured goods.

Contact: Arthur Pilzer, Latin America Division, tel. (202) 566–8943, fax (202) 566–7524.

Engineering Multiplier Program, Export–Import Bank––The program stimulates exports of U.S. architectural, industrial design, and engineering services. Eximbank will extend loans or guarantees for up to 85 percent of the U.S. export value of services involving projects with the potential of generating U.S. export orders of $10 million or double the original export contract, whichever is greater. It also will guarantee commercial financing for approved project–related costs in the host country of up to 15 percent of the U.S. export value.

Contact: John Wisniewski, Engineering Division, tel. (202) 566–8802, fax (202) 566–7524.

Operations and Maintenance Contracts Program, Export–Import Bank––The program helps U.S. firms competing for overseas contracts to operate, maintain, and upgrade new or established projects. Eximbank will provide loans or guarantees for up to 85 percent of the U.S. export value of operations and maintenance transactions with repayment terms of up to five years. The contract must provide a long–term benefit to the owner, such as training local personnel to take over operation, or establishing permanent procedures to assure good operation of the project.

Contact: John Wisniewski, Engineering Division, tel. (202) 566–8802, fax (202) 566–7524.

Export Revolving Line of Credit Program, Small Business Administration––The program guarantees loans up to $750,000, for export–related purposes, including: (1) pre–export financing of labor and materials used in the manufacture of goods for export, or to purchase goods or services for export, (2) specific expenses related to the penetration and development of foreign markets, and (3) insured accounts receivable generated from sales of goods and services for export. The maximum maturity is generally 12 months but may be renewed twice for a total of 36 months.

Contact: Sheldon Snook, Office of International Trade, tel. (202) 205–6720, fax (202) 205–7272.

International Trade Loan Guarantee Program, Small Business Administration––The program offers loan guarantees up to $1 million for facilities and equipment and up to $250,000 for working capital (1) to small businesses that can significantly expand existing export markets or develop new export markets or (2) to those adversely affected by import competition. maturities of loans may extend up to 25 years.

Contact: Sheldon Snook, Office of International Trade, tel. (202) 205–6720, fax (202) 205–7272.

7(a) Business Loan Guarantee Program, Small Business Administration––Financing for fixed–asset acquisition or general working capital purposes may be obtained; the program encourages private lenders to make loan of up to $750,000 to borrowers who could not borrow on reasonable terms, such as long–term maturities, not lower interest rates, without government help.

Contact: Claudia Jordan, Office of Financial Assistance, tel. (202) 205–6570, fax (202) 205–7064.

Small Business Investment Companies, Small Business Administration––Licensed by SBA, firms whose investment strategies include export activities may receive equity capital or term working capital in excess of SBA's $750,000 statutory limit.

Contact: Claude Cooper, Investment Divisions, tel. (202) 205–3644, fax (202) 205–6959.

Office of Multilateral Development Bank Operations, ITA, U.S. Department of Commerce––MDBO counsels U.S. firms, ensures project information is available on a timely basis, and organizes and develops outreach programs throughout the United States. The development banks assist in financing social and economic infrastructure and privatization projects in developing countries. The liaison officers located in each of these institutions are dedicated to the identification of these projects at the earliest stage possible, in–depth counseling of U.S. firms on bank opportunities, and advocacy on behalf of U.S. firms. The office also provides management oversight and program support to the liaison officers located at the World Bank; Asian, African, and Inter-American development banks; and the European Bank for Reconstruction and Development.

Contacts: Office of MDBO, Brenda Ebeling, tel. (202) 482-3399, fax (202) 482-5179; World Bank, Janice Mazur, tel. (202) 482-4332 or (202) 458-0228, fax (202) 477-2967; Inter-American Development Bank (IADB), Michelle Miller, tel. (202) 482-1246 or (202) 623-1150, fax 9202) 623-3612; African Development Bank, Catherine Houghton, tel. (225) 21-46-16, fax (225) 22-24-37 (Cote D"Ivoire); Asian Development Bank, Janet Thomas, tel. (632) 813-3248, fax (632) 816-7684 (Philippines); and European Bank for Reconstruction and Development, Tom Kelsy tel. (44) 71-338-6569, fax (44) 71-338-6487 (United Kingdom).

Training Grants, Trade and Development Agency--TDA has authority to offer grants in support of short-listed companies on a transaction-specific basis. These most frequently take the form of grants to cover the cost of training local personnel by the successful U.S. company on the installation, operation, and maintenance of equipment specific to the bid proposal. Training grants are particularly effective in the sense that the funds are only spent if the short-listed U.S. firm is selected. By offering such assistance to enhance the bids of American companies, TDA can sometimes offset the effect of financing offered by other governments to support their firms.

Contact: Carol Stillwell, tel. (703) 875-4357, fax (703) 875-4009.

Investment and Feasibility Studies

Hotline, Overseas Private Investment Corporation--OPIC encourages U.S. businesses to invest in developing countries and emerging market economies, creating U.S. jobs, exports, and promoting economic growth at home and abroad. In addition to fostering American global competitiveness, OPIC considers an investment's impact on the U.S. economy, the environment, and rights of workers in the host country. The OPIC hotline responds to all preliminary inquiries or initial requests for information regarding OPIC programs and services. OPIC maintains a fax retrieval system with information on OPIC programs. See page 14 for information on this system.

Contact: Information Officer, tel. (202) 336–8799, fax (202) 408–5155, fax retrieval (202) 336–8700.

Investment Insurance, Overseas Private Investment Corporation— — OPIC offers a number of programs to insure U.S. investments in emerging markets and developing countries against the risks of (1) currency inconvertibility–the inability to convert profits, debt service, and other investment remittances from local currency into U.S. dollars: (2) expropriation–loss of an investment due to expropriation, nationalization, or confiscation by a foreign government; and (3) political violence–loss of assets or income due to war revolution, insurrection, or civil strife. Coverage is available for new investments and for investments to expand or modernize existing operations. Equity, debt, loan guaranties, leases, and most other forms of long term investment can be insured. Special programs are also available for contractors, exporters, and oil and gas projects.

Contact: Information Officer, tel. (202) 336–8799, fax (202) 408–5255, fax retrieval (202) 336–8700.

Finance Programs, Overseas private Investment Corporation— — Medium– to long–term financing for sound overseas investment projects is made available through loan guarantees and direct loans. Direct loans generally range from $2 million to $10 million and are reserved exclusively for projects significantly involving U.S. "small businesses" or cooperatives. Loan guarantees generally range from $10 million to $75 million. OPIC's financing commitment may range from 50 percent of total project costs for new ventures and up to 75 percent for expansion of existing successful operations, with final maturities of five to 12 years or more. Additionally, OPIC is supporting a family of privately managed direct investment funds in various regions and business sectors. Currently these "Growth Funds" cover Africa, Asia–Pacific, Russia, Poland, Israel, and the environmental sector. Growth Funds for Latin America, South Asia, and the Middle East are planned.

Contact: Information Officer, tel. (202) 336–8799, fax (202) 408–5255, fax retrieval (202) 336–8700.

Feasibility Studies, Trade and Development Agency— —A primary activity of TDA is the grant funding of feasibility studies, consultancies, and other project planning services for major projects in developing counties. The studies are conducted by U.S. private sector firms and represent a wide range of host government high priority sectors including: agribusiness, educational technology, electronics, energy, minerals development, telecommunications, transportation, and waste management. Feasibility studies assess the economic, financial, and technical viability of a potential project. The hose countries must hire U.S. firms to undertake the detailed studies of the technical and economic feasibility of the proposed projects. TDA's participation usually ranges from $150,000 to $750,000 for public-sector projects. Applications for feasibility studies are accepted with host government endorsement.

Contact: Ask for Regional Director for the country in which the study will take place, tel. (703) 875-4357, fax (703) 875-4009.

Technical Assistance Grants, Trade and Development Agency--TDA funds activities designed to bring U.S. technical assistance to bear on a variety of projects.

Contact: Carol Stillwell, tel. (703) 875-4357, fax (703) 875-4009.

Definitional Missions, Trade and Development Agency--After receiving a request to fund a major study for a new project, TDA hires a technically qualified U.S. consultant to visit the country and discuss the plan with the project sponsors. In addition to making recommendations as to whether the project should be funded or not, the Definitional Missions consultant works with the project sponsor to define the work program for the proposed feasibility study.

Contact: Della Glenn, tel. (703) 875-4357, fax (703) 875-4009.

Technical Assistance Trust Funds for U.S. Consultants, Trade and Development Agency--Funds available to finance consultancies and feasibility studies. To inquire about projects financed by World Bank or developing countries contact:

✔ **World Bank/International Bank for Reconstruction and Development:** Funds are available to finance preparation and appraisal activities. Contact: Eriko Ishikawa, Business and Finance Counselor, tel. (202) 473-1795, fax (202) 676-0637.

✔ **International Finance Corporation:** The IFC finances project-related activities (i.e., sector surveys, feasibility studies). Contact: Ursula Schmitz, Office of Consultant Liaison, tel. 9202) 473-0642, fax 9202) 334-

8705.

Grants to Multilateral Development Banks, Trade and Development Agency--In recent years, TDA has established grants at the World Bank and other multilateral development banks (MDBs(. These MDBs use TDA funds to hire U.S. consultants for projects being considered for financing by the multilateral banks. Other donor countries have established similar funds to ensure that multilateral bank-funded projects use technical specifications and standards that favor or at least do not discriminate against their companies. TDA funds are directed for the same purpose, and TDA exercises its right to veto projects that are unlikely to benefit the U.S. economy.

Contact: Barbara Bradford, tel. (703) 875-4357, fax (703) 875-4009.

Agriculture Export Programs

U.S. Trade Assistance and Promotion Office (TAPO) U.S. Department of Agriculture--TAPO is the initial contact point within the Foreign Agricultural Service (FAS) for agricultural exporter seeking foreign market information.

Contact: Leanne Hogie, TAPO, tel. (202) 720-7420, fax (2020 690-4374.

Agriculture Trade and Marketing Information Center, U.S. Department of Agriculture--This center, part of the **National Agricultural Library**, helps locate relevant material from their large collection of trade and marketing information and provides copies of research and data from their **AGRICOLA** database. The **National Agricultural Library** also assists users in accessing the library's online systems: ISIS (Integrated System for Information Services), AGRICOLA (Agricultural OnLine Access database), ALF (Agricultural Libraries Forum), and the library's electronic bulletin board.

Contact: Mary Lassanyi, Agriculture Trade & Marketing Information Center, tel. (303) 504-5509, fax (301) 504-5472.

Economic Research Service (ERS), U.S. Department of Agriculture--ERS provides in-depth economic analysis on agricultural economies, trade policies of foreign countries, on world agricultural trade and development issues and on their linkages with the U.S. food and fiber economy. ERS analyses show how factors influencing demand (population, income, tastes), production variable (inputs, technology), foreign governments' domestic and trade policies and programs (price controls, environmental and food safety laws, and tariffs), macroeconomic conditions (exchange rates, debt), and major events (break up of the former USSR) affect countries' agricultural production, consumption, and trade, international food and fiber prices, and U.S. food and fiber competitiveness. ERS widely disseminates information and analyses on international agricultural trade and food aid and development through regional and commodity reports, bulletins and updates, periodicals, and electronic databases.

Contact: Kathryn Zeimetz, Assistant Director, Agriculture and Trade Analysis Division, tel. (202) 219-0700, fax (202) 219-0759.

Computerized Information Delivery Service (CIDS), U.S. Department of Agriculture--CIDS provides instant access to USDA reports and news releases, making time sensitive agricultural information available to any location within seconds of release. For a fee, CIDS provides information on trade leads, market reports, economic outlooks, and crop and livestock statistics.

Contact: Russell Forte, tel. (202) 720-5505, fax (202) 690-1131.

Country Market Profiles, U.S. Department of Agriculture--Country Market Profiles are country-specific two-to-four page descriptions of 40 overseas markets for high value agricultural products. They provide market overviews, market trends, and information on U.S. market positions, competition, and general labeling and licensing requirements.

Contact: William Duemling, FAS Information Division, Publications Branch, tel. (202) 720-7937, fax (202) 720-3229.

AgExport Connections, U.S. Department of Agriculture--The **AgExport Action Kit** provides information which can help put U.S. exporters in touch quickly and directly with foreign importers of food and agricultural products. To receive a free copy of the Action Kit, fax your request to the number listed below.

Contact: Jeff Hesse, AgExport Connections, tel. (202) 720–7103, fax (202) 690–4374.

Foreign Agricultural Service (FAS), U.S. Department of Agriculture——The FAS maintains 12 overseas agricultural trade offices to help exporters of U.S. farm and forest products in key overseas markets. The facilities vary depending on local conditions, but may include a trade library, conference rooms, office space, and kitchens for preparing product samples.

Contact: Pitameber Devgon, Coordinator, Agricultural Trade Office, tel. (202) 205–2405, fax (202) 690–3606.

Trade Shows, U.S. Department of Agriculture——The Foreign Agricultural Service sponsors about 15 major shows overseas annually and fills its pavilions on a first–come, first–served basis. The types of events include:

♦ **International Food Shows** held regularly in trade–oriented food and beverage expositions which attract exhibitors and buyers from many foreign countries.

♦ **Sales Missions** target emerging markets for consumer–ready foods. Companies having export experience benefit by market orientation tours and briefings, followed up by sales appointments with interested buyers.

Contact: USDA/FAS Trade Show Office, tel. (202) 690–1182, fax (202) 690–4374.

Market Promotion Program, U.S. Department of Agriculture—— Authorized by the Food, Agricultural, Conservation, and Trade Act of 1990 and administered by USDA's Foreign Agricultural Service, the Market Promotion Program (MPP) promotes a wide variety of U.S. commodities in almost every region of the world. Surplus stocks or funds from the Commodity Credit Corporation are used to partially reimburse agricultural organizations conducting specific foreign market development projects on eligible products in specified countries. proposals for MPP programs are developed by trade organizations and private firms; they are then submitted to USDA by a deadline specified in the program announcement which is published annually in the Federal Register.

Contact: Sharon McClure, Marketing Operations Staff, tel. (202) 720–4327, fax (202) 720–9361.

Agricultural Cooperative Service, U.S. Department of Agriculture——Researches export opportunities for U.S. farmer cooperatives and advises on strategies for exporting.

Contact: Tracey Kennedy, International Trade Program, tel. (202) 690–1428, fax (202) 720–4641.

Food Safety and Technical Services, U.S. Department of Agriculture——This program coordinates USDA activities which focus on food safety regulations and other technical issues that may serve as barriers to international trade of U.S. agricultural products and commodities.

Contact: Lyle Sebranek, Office of Food Safety and Technical Services, tel. 9202) 720–1301, fax (202) 690–0677.

Transportation and Marketing Division, U.S. Department of Agriculture——Provides publications and guidance to help agricultural exporters efficiently use transportation resources and maintain product quality in transit.

Contact: Jim Caron, International Branch, tel. (202) 690–1314, fax (202) 690–1340.

Inspection Certificates for Food and Agricultural Exports, U.S. Department of Agriculture——Several agencies within the Agriculture Department provide inspection services when certificates are required to clear imported products through overseas customs.

- **The Animal and Plant Health Inspection Service (APHIS)** offers potential exporters information concerning health and sanitation standards for animals, plants, and agricultural products both entering and exiting the United States.

Contact: Documents Management Branch, tel. (301) 436–5524, fax (301) 436–8455.

♦ **The Federal Grain Inspection Service (FGIS)** provides inspections under the U.S. Grain Standards Act and the Agricultural Marketing Act. FGIS also conducts mandatory inspections for all exported grain.

Contact: John Giler, Standards and Procedures Branch, tel. (202) 720–0252, fax (202) 720–1015.

♦ **The Food Safety and Inspection Service (FSIS)** guarantees that meat and poultry products are properly labeled and U.S. inspected and approved.

Contact: Wilson S. Horne, Food Safety and Inspection Serive, tel. 9202) 720–3473, fax (202) 690–3856.

Voluntary Food Quality Certification Service, U.S. Department of Agriculture– –USDA's Agricultural Marketing Service, in cooperation with State agencies, offers official grading or inspection for quality of manufactured dairy products, poultry and eggs, meat, and fresh and processed fruits and vegetables.

Contact: Kenneth C. Clayton, Agricultural Marketing Services, tel. (202) 720–4276, fax (202) 720–8477.

Food Quality Assurance Program, U.S. Department of Agriculture– –This program manages and approves federal food product description and establishes quality assurance policies and procedures applicable to food procurement by the U.S. Government.

Contact: Roger L. Luttrell, Food Quality Assurance Staff, tel. (202) 690–4938, fax (202) 690–0102.

Inspection Certificates for Seafood Exports, National Oceanic and Atmospheric Administration U.S. Department of Commerce– –The National Marine Fisheries Service conducts inspections and analyses of fishery commodities for export, and issues official U.S. Government certificates attesting to the findings. Bilingual certificates can be provided for shipments to France and Belgium. These services are provided for a fee.

Contact: Richard Cano, National Seafood Inspection Program, tel. (301) 713–2355, fax (301) 713–4114.

Export Licenses and Controls

Bureau of Export Administration, U.S. Department of Commerce-- BXA is responsible for control of exports for reasons of national security, foreign policy, and short supply. Licenses on controlled exports are issued, and seminars on U.S. export regulations are sponsored.

- The **Export Licensing Voice Information System (ELVIS)** is an automated information system that offers a range of licensing information and emergency handling procedures. Callers may order forms and publications or subscribe to the **Office of Export Licensing (OEL) Insider Newsletter**, which provides regulatory updates. ELVIS can also provide information on upcoming export licensing seminars. While using ELVIS, a caller has the option to speak to an export licensing specialist. There are regional ELVIS systems in New England, Washington, D.C., and on the West Coast.

- Export license applications may be submitted and issued through computer via the **Export License Application and Information Network (ELAIN).** Information about using ELAIN is available by contacting ELVIS.

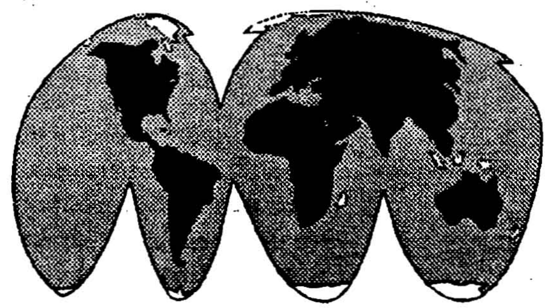
- The **System for Tracking Export License Application (STELA)** provides instant status updates on license applications by use of a touch-tone telephone.

- Contacts: ELVIS (202) 482-4811 in Washington, D.C., (603) 598-4300 in New England, (714) 660-0144 in Southern California, (408) 748-7450 in Northern California; STELA (202) 482-2752.

Office of Defense Trade Controls, U.S. Department of State--The Office of Defense Trade Controls implements the International Traffic in Arms Regulations (ITAR) and the U.S. Munitions List (USML) regulating the export of U.S. defense articles, services and related technical data.

Contact: Arms Licensing Division, tel. (703) 875-6644, fax (703) 875-6647.

*P*ENNSYLVANIA *E*XPORT *P*ARTNERSHIP



Starting in July 1993, the Pennsylvania Department of Commerce, through the newly-established Pennsylvania Export Partnership, is offering the Trade Event Grant Program. This matching grant program will help the Commonwealth's small- and medium-sized businesses enter and compete in world markets.

PENNSYLVANIA HAS PEP

Governor Robert P. Casey initiated the Pennsylvania Export Partnership (PEP) as another building block in the ongoing strategy to help Commonwealth businesses compete in the global economy of the 1990s and beyond.

PEP brings together business, state and federal agencies, education, training and trade development organizations -- all with the common goal of promoting and coordinating the export of Pennsylvania goods and services.

As the world becomes smaller, it is increasingly critical that Pennsylvania's businesses accelerate their export activities. To date, the Commonwealth has demonstrated that it can hold its own in the global marketplace. From 1987 to 1992, the value of goods exported by Pennsylvania nearly doubled -- from $6 billion to $11.3 billion.

Pennsylvania has been a leader in seeking foreign markets for the goods and services of its businesses. The Commonwealth intends to continue positioning itself as a strong competitive player in the toughest world markets -- markets that create jobs for Pennsylvania's working men and women.

One way PEP will contribute to Pennsylvania's aggressive export competitiveness effort is through the **Trade Event Grant Program**.

THE TRADE EVENT GRANT PROGRAM

Purpose:

Through the Trade Event Grant Program, the state will provide matching funds of up to $2,500 to help small- and medium-sized businesses defray certain costs associated with exhibiting or attending an international trade event. The grants are designed to encourage companies that could not otherwise afford to participate in these events.

Trade Event Grant recipients will receive one-on-one marketing assistance from an experienced trade specialist prior to and during the actual trade event. The trade specialist will help a company assess the competition, determine its product's competitiveness, discover product improvements, identify and meet with potential agents and or distributors, and arrange meetings with foreign buyers.

Companies are limited to participation in or attendance at Department of Commerce sponsored trade events **only**. However, if a minimum of four companies wish to attend or participate in a trade event which does not appear on the Department's schedule, and if all four companies meet the eligibility criteria for grant assistance, and a trade specialist is available to provide marketing assistance, an exception to this policy can be made.

A list of PEP eligible trade events appears on the back cover of this brochure. **Please note registration deadlines. Registration is limited.** Companies are urged to submit a completed application as early as possible to be considered and certified as eligible for one of these grants.

Eligible Businesses:

An applicant must be a business located within Pennsylvania, with sales of $50 million or less and with 500 or fewer employees. The company must either:

*manufacture a product;
or
*process raw materials into products;
or
*package or repackage products;
or
*assemble, package and sell products.

Companies that are new to export and are without a proven export history will be given preference over experienced exporters; however, companies that have demonstrated export initiative in new foreign markets also would be eligible.

Participation is limited to one grant per company, per fiscal year.

COMMONWEALTH OF PENNSYLVANIA
OFFICE OF INTERNATIONAL TRADE
PENNSYLVANIA EXPORT PARTNERSHIP (PEP) TRADE EVENT GRANT PROGRAM

APPLICATION

This form is used by the Pennsylvania Department of Commerce to determine if a Pennsylvania business is eligible for a grant of up to $2,500 under the Pennsylvania Export Partnership (PEP) Trade Event Grant Program. ***Please consult the Conditions of Participation for detailed instructions regarding this application.***

Name of Company: ______________________________

Address: ______________________________

City, State, Zip: ______________________________

County: ______________________________

Telephone Number(s): ______________________________ FAX: ______________

Form of organization (check one):

☐ Corporation ☐ S Corporation

☐ General Partnership ☐ Limited Partnership

☐ Sole Proprietorship

☐ Other ______________________________

When and where was the firm established: ______________________________

____

Federal I.D. Number: ______________________________

Four Digit SIC(s): ______________________________

____

Are you a subsidiary of any other company? If so, provide name and address: ______________

____

Annual company sales (attach annual report): ______________________________

Number of employees in Pennsylvania: ______________ Worldwide: ______________

Name/location/date of trade event in which you anticipate attending or participating (*attach information on trade event): ______________________________

____

Are you anticipating attending or participating (exhibiting) in the trade event: ______________

____

Objective for attending or participating in trade event: ______________________________

____

____

Why have you selected this trade event for attendance or participation? ______________________

____

Name/Title/Address/Phone number of applicant's employee to attend trade event:

____

____

How did you first learn about the PEP Trade Event Grant Program? ______________________

____

____

COMPLETE THE ATTACHED EXPORT MARKETING QUESTIONNAIRE AND PROVIDE, SEPARATELY, SUPPORTING DOCUMENTATION OR A WRITTEN EXPLANATION OF EXPORT POTENTIAL FOR YOUR PRODUCT(S) OR SERVICE(S) IN A GIVEN MARKETPLACE(S).

SEND AT LEAST FOUR (4) PIECES OF PRODUCT LITERATURE ALONG WITH YOUR APPLICATION.

In order to be eligible for the Pennsylvania Export Partnership (PEP) Trade Event Grant Program, your business must be located within Pennsylvania. In addition, it must have sales of $50 million or less and 500 or fewer employees; must manufacture a product or process raw materials into products; package or repackage products; or assemble, package and sell products.

I agree that if my application is approved, I will abide by the Conditions of Participation and will agree to enter into a written contract with the Commonwealth of Pennsylvania.

______________________________________ ____________________

Signature of Company President Date

____

Print Name

______________________________________ ____________________

Signature of Company Employee to Attend Trade Event Date

____

Print Name

RETURN TO:

Pennsylvania Department of Commerce
Office of International Trade
Pennsylvania Export Partnership (PEP) Program
464 Forum Building
Harrisburg, Pennsylvania 17120
TEL: (717) 787-7190
FAX: (717) 234-4560
Attention: Susan A. Sloane, PEP Manager

PEP EXPORT MARKETING QUESTIONNAIRE

1. HAVE YOU EVER EXPORTED? _____YES _____NO

   IF YES, TO WHAT COUNTRIES?

2. DO YOU STILL EXPORT TO ALL THE ABOVE COUNTRIES? ___YES ___NO

   IF NO, WHICH COUNTRIES ARE NO LONGER IMPORTING YOUR PRODUCT(S) AND WHY?

3. NAME AND ADDRESS OF CURRENT DISTRIBUTORS AND AGENTS WORLDWIDE, INDICATING WHETHER OR NOT THEY'RE EXCLUSIVE OR NON-EXCLUSIVE:

4. DESCRIPTION OF PRODUCT(S)/SERVICE(S) FOR EXPORT:

5. UNIQUE CHARACTERISTICS OF PRODUCT(S)/SERVICE(S):

6. PRODUCT/SERVICE APPLICATIONS:

7. WHICH COUNTRY/COUNTRIES WOULD YOU LIKE TO ENTER NOW? (LIST IN ORDER OF PRIORITY):

8. WHY DO YOU HAVE A PARTICULAR INTEREST IN THIS COUNTRY/THESE COUNTRIES?

9. PROVIDE NAME(S) AND LOCATION(S) OF MAJOR DOMESTIC AND INTERNATIONAL COMPETITORS:

10. DO YOU HAVE SPECIAL REQUIREMENTS FOR YOUR FOREIGN CONTACT IN TERMS OF STOCKING, SERVICING, INSTALLING, ASSEMBLING, ETC.?
___NO ___YES, NAMELY:

11. WHAT TYPE OF CONTACT ARE YOU SEEKING TO DEVELOP SALES IN? (CHECK ALL THAT APPLY):

_____DIRECT SALES ____DISTRIBUTOR _____COMMERCIAL AGENT

_____OTHER: ____

12. WHAT OTHER (COMPLEMENTARY) PRODUCTS WOULD A BEST POTENTIAL IMPORTER IN ANOTHER COUNTRY CARRY?:

OFFICE OF INTERNATIONAL TRADE
PENNSYLVANIA DEPARTMENT OF COMMERCE
PENNSYLVANIA EXPORT PARTNERSHIP (PEP) TRADE EVENT GRANT PROGRAM

CONDITIONS OF PARTICIPATION

PURPOSE

Through the Trade Event Grant Program, the state will provide matching funds of up to $2,500 to help small- and medium-sized businesses defray certain costs associated with exhibiting or attending an international trade event. The grants are designed to encourage companies that could not otherwise afford to participate in these events.

Trade Event Grant recipients will receive one-on-one marketing assistance from an experienced trade specialist prior to and during the actual trade event. The trade specialist will help a company assess the competition, determine its product's competitiveness, discover product improvements, identify and meet with potential agents and or distributors, and arrange meetings with foreign buyers.

Companies are limited to participation in or attendance at Department of Commerce sponsored trade events **only**. However, if a minimum of four companies wish to attend or participate in a trade event which does not appear on the Department's schedule, and if all four companies meet the eligibility criteria for grant assistance, and a trade specialist is available to provide marketing assistance, an exception to this policy can be made.

REQUIREMENTS

Within sixty (60) days after the Grantee has participated in the program, the Grantee shall complete and submit to the Pennsylvania Department of Commerce an evaluation form provided by the department. All Trade Event Grant recipients shall agree to cooperate with the Department in its efforts to collect information in the future on the impact of the program on the Grantee.

ELIGIBLE BUSINESSES

An applicant must be a business located within Pennsylvania, with sales of $50 million or less and with 500 or fewer employees. The company must either manufacture a product; or process raw materials into products; or package or repackage products; or assemble, package and sell products.

Companies that are new to export and are without a proven export history will be given preference over experienced exporters; however, companies that have demonstrated export initiative in new foreign markets also would be eligible.

Participation is limited to one grant per company, per fiscal year.

ELIGIBLE COSTS

The grants will cover the following costs for ***ONE person** per company per trade event:

*reservations at mid-priced hotels ($1,000 maximum);
*transportation service between the airport and hotel, and hotel to the trade event;
*postage for premailings;
*translation services;
*trade event registration fees;
*entry trade event fees;
*a trade event exhibitors directory.

Other expenses may be eligible, subject to approval by the Director of the Office of International Trade in the Pennsylvania Department of Commerce.

***The person attending or participating in the trade event must be a full-time employee of the company.**

INELIGIBLE COSTS

The following expenses cannot be included in the grant funding:

*compensation, including but not limited to commissions, wages, or an employee's salary;
*air fare;
*meals;
*any personal needs (i.e. telephone calls, etc.)

Since this is a matching grant program, a business may include expenses ineligible for grant funding (except receipts for alcoholic beverages) within its matching funds.

APPLICATION PROCESS

Applications must be submitted at least six (6) months in advance of the trade event if the applicant is anticipating exhibiting or attending an international trade event.* Registration is limited. Early registration will help insure a company's participation.

***This requirement has been waived for all events held during the 1993/1994 fiscal year only.**

All applicants must complete a PEP Export Marketing Questionnaire and provide supporting documentation or explanation of export potential for their product(s) or service(s) in a given marketplace(s).

Eligible Costs:

The grants will cover the following costs for ***ONE person** per company per trade event:

*reservations at mid-priced hotels ($1,000 maximum);
*transportation service between the airport and hotel, and hotel to the trade event;
*postage for premailings;
*translation services;
*trade event registration fees;
*entry trade event fees;
*a trade event exhibitors directory.

Other expenses may be eligible, subject to approval by the Director of the Office of International Trade in the Pennsylvania Department of Commerce.

***The person attending or participating in the trade event must be a full-time employee of the company.**

Ineligible Costs:

The following expenses cannot be included in the grant funding:

*compensation, including but not limited to commissions, wages, or an employee's salary;
*air fare;
*meals;
*any personal needs (i.e. telephone calls, etc.)

Since this is a matching grant program, a business may include expenses ineligible for grant funding (except receipts for alcoholic beverages) within its matching funds.

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***This requirement has been waived for all events held during the 1993/1994 fiscal year only.**

All applicants must complete a PEP Export Marketing Questionnaire and provide supporting documentation or explanation of export potential for their product(s) or service(s) in a given marketplace(s).

To receive an application or additional information about the Trade Event Grant Program, please contact:

Susan A. Sloane, PEP Manager
Office of International Trade, Pennsylvania Department of Commerce
464 Forum Building, Harrisburg, Pennsylvania 17120

TEL: (717) 787-7190 FAX: (717) 234-4560

Robert P. Casey
Governor

Andrew T. Greenberg
Secretary of Commerce

PEP ELIGIBLE TRADE EVENTS

SHOW	DATE	LOCATION	REGISTER DEADLINE	PRODUCT FOCUS
JOE BURKE, TRADE SPECIALIST				
TELEXPO	10/21-28/93	Bogotá, Columbia	09/01/93	Telecommunications Equipment
REP COM II '93	12/07-09/93	Mexico City	08/15/93	Horizontal
TRADE MISSION	06/06-10/94	Sao Paulo, Buenos Aires	03/08/94	Telecom./Med.-Dental Equip./Food Process & Packaging
LOIS BATCHELER, TRADE SPECIALIST				
INTERPLAS 93	11/07-11/93	Birmingham, UK	08/31/93	Plastics Application & Materials
EUROTECH	05/03-07/94	Brussels, Belgium	11/15/93	Material Handling/Ind. Equipment & Packaging
PM TRADE MISSION	06/06-09/94	Paris, France	11/15/93	Powdered Metals
ROBIN FISHER, TRADE SPECIALIST				
COMPFAIR	10/12-16/93	Budapest, Hungary	08/31/93	Computer & Telecommunications
BAUTECH	02/09-13/94	Berlin, Germany	10/15/93	Building Materials, Prefab Concepts, etc.
ANALYTICA	04/19-22/94	Munich, Germany	11/15/93	Analytical Equipment, Materials, etc.
POZNAN	6/94	Poznan, Poland	01/31/94	Horizontal: Machinery, Chemicals, Telecom
DAVID SHIH, TRADE SPECIALIST				
ELEC 93	10/05-10/93	Taipei, Taiwan	07/30/93	Electronic Equipment & Components
ASIA AEROSPACE '94	02/22-27/94	Singapore	11/19/93	Instrumentation & Aviation-Related Products
Leisure & Recreation '94	03/09-12/94	Tokyo, Japan	10/08/93	Leisure & Recreation Equip., Products & Svcs.
ASIA TRADE MISSION	05/09-24/94	Hong Kong, Canton, Shanghai	02/15/94	Machinery, Medical, Telecom. & Envir. Protection
DEPARTMENT OF AGRICULTURE - PETER WITMER (783-2648)				
ANUGA	10/09-14/93	Cologne, Germany	09/05/93	Food & Beverage
MEFEX	01/22-25/94	Manama, Bahrain	11/01/93	Food & Beverage
ISM	01/30-02/03/94	Cologne, Germany	12/01/93	Confectionery, Sweets & Biscuits
Food & Hotel Asia	04/12-15/94	Singapore	01/01/94	Food
American Food Fair	04/19-21/94	Seoul, Korea	01/01/94	Food

For information on a specific trade event, contact the Trade Specialist indicated by calling or writing:

Office of International Trade
Pennsylvania Department of Commerce
464 Forum Building
Harrisburg, PA 17120
Tel: (717) 787-7190 Fax: (717) 234-4560

APPENDIX B

Capital Loan Fund

NOTE: The following descriptions of Class III Loans, Export Assistance Loans and Agricultural Processor Loans were supplied by the Bureau of Loans of the Pennsylvania Department of Commerce, which administers the Capital Loan Fund under the act of July 2, 1984 (P.L.545, No.109), known as the Capital Loan Fund Act.

PENNSYLVANIA CAPITAL LOAN FUND

Purpose:	Creation of long–term net new employment opportunities through low–interest loans to businesses for capital development projects.
Loan Limits:	$200,000 or 50% of the total project cost, whichever is less.
Terms:	Term of loan matches life of asset. 10 years – Land and Buildings 5 years – Machinery and Equipment 3 years – Working Capital (limited to new inventory, new personnel and new training costs up to $100,000)
Rates:	5%
Fees:	To be established by the Area Loan Organization.
Private Financing:	Private Sector match required.
Eligible Uses:	Building acquisition and associated land, building construction, renovations, machinery and equipment, and working capital
Eligible Applicant:	For profit manufacturing industrial and export service: Advance Technology and computer related services are eligible if they increase Pennsylvania's national or international market share.
Collateral:	Loans are to be secured by lien positions on collateral at the highest level of priority which can accommodate the borrower's ability to raise sufficient debt and equity capital.
Timing:	Six–week average.
Application:	– Must have 100 or less full–time equivalent employees, including parent affiliates and subsidiaries in Pennsylvania with no more than 200 full–time equivalent employees worldwide at the time of application. – Export Service – Must show over 51% of the company's sales from outside Pennsylvania. – Professionally prepared financial statements. – Commitment letters from all other sources of funding. – Sufficient cash flow to service debt. – Creation of one new full–time equivalent job within three years of disbursement of the loan for each $15,000 in loan funds.

PENNSYLVANIA CAPITAL LOAN FUND
AGRICULTURAL PROCESSORS

Purpose:	Provide low-interest loans to agricultural processors for capital development projects which demonstrate a need to maintain or increase market position and produce new employment opportunities.
Loan Limits:	$100,000 or 50% of the total project cost, whichever is less. Funds may be blended with other PCLF sources up to $200,000 or 50% of the total project cost, whichever is less.
Eligible Uses:	Physical plant equipment, machinery, buildings and associated land.
Terms:	10 years – Land and Buildings 5 years – Machinery and Equipment
Rates:	3%
Fees:	To be established by the Area Loan Organization.
Private Financing:	Private Sector match required.
Eligible Applicant:	A person or entity that adds value by subjecting one or more farm commodities to a process of manufacture, development, or preparation for sale; a person or entity that converts a farm product into a marketable form, including but not limited to, livestock by slaughtering, fruits and vegetables by canning and freezing, and forest products by secondary processing. A farm commodity is defined as any Pennsylvania grown agricultural, horticultural, vegetable, fruit, or floricultural product of the soil, livestock and meats, wools, hides, furs, poultry, eggs, dairy products, nuts, mushrooms, honey products and forest products.
Collateral:	All loans are to be secured by lien positions on collateral at the highest level of priority which can accommodate the borrower's ability to raise sufficient debt and equity capital.
Application	– Must have 100 or less full-time equivalent employees, Requirements: including parent affiliates and subsidiaries in Pennsylvania with no more than 200 full-time equivalent employees worldwide at the time of application. – Professionally prepared financial statements. – Commitment letters from all other sources of funding. – Sufficient cash flow to meet service debt. – Creation of one new full-time equivalent job within three years of disbursement of the loan for each $25,000 in loan funds.

PENNSYLVANIA CAPITAL LOAN FUND
EXPORT ASSISTANCE LOANS

Purpose:	To provide low–interest loans to small business manufacturers which are penetrating or significantly increasing their penetration of international export markets.
Loan Limits:	$200,000 or 50% of the total project cost, whichever is less.
Terms:	Term of loan matches life of asset. 10 years – Land and Buildings 5 years – Machinery and Equipment 3 years – Working Capital (limited to new inventory, new personnel and new training costs up to $100,000)
Rates:	5%
Fees:	To be established by the Area Loan Organization.
Private Financing:	Private Sector match required.
Eligible Uses:	Land, buildings, machinery, and equipment or working capital.
Eligible Applicant:	For–profit small business manufacturer.
Collateral:	Loans are to be secured by lien positions on collateral at the highest level of priority which can accommodate the borrower's ability to raise sufficient debt and equity capital.
Timing:	Six–week average.
Application Requirements:	– Must have in the aggregate less than 500 full–time equivalent employees, including parents, affiliates and subsidiaries worldwide at the time of application. – Must comply with general PCLF policies and guidelines. – No new jobs are required to be created or retained. – Relocations from one part of the Commonwealth or another are prohibited unless there is at least a 15% increase in net employment. – Provide signed contracts for export. – Appropriate assurances of payment for exported products to be provided by the contract.

PENNSYLVANIA CAPITAL LOAN FUND
Area Loan Organizations

AREA LOAN ORGANIZATION	Phone	County/Counties
Northwest Pennsylvania Regional Planning & Development Comm.	814-437-3024	Clarion, Crawford, Erie, Forest, Lawrence, Mercer, Venango, Warren
Northern Tier Regional Planning & Development Commission	717-265-9103	Bradford, Sullivan, Susquehanna, Tioga, Wyoming
Economic Development Council of Northeastern Pennsylvania	717-665-5581	Carbon, Lackawanna, Luzerne Monroe, Pike Schuylkill, Wayne
Southern Alleghenies Planning & Development Commission	814-949-6500	Bedford, Blair, Cambria, Fulton, Somerset, Huntingdon
SEDA-Council of Governments	717-524-4491	Centre, Clinton, Columbia, Juniata, Lycoming, Mifflin, Northumberland, Montour, Perry, Snyder, Union
Southwestern Pennsylvania Regional Development Council	412-391-5590	Allegheny, Armstrong, Beaver Butler, Fayette, Greene, Indiana, Washington, Westmoreland
North Central Pennsylvania Regional Planning & Dev. Comm.	814-773-3162	Cameron, Clearfield, Elk, Jefferson, McKean, Potter
Adams County Economic Dev. Corp.	717-334-0042	Adams
Greater Berks Development Fund	610-376-6739	Berks
Bucks County Ind. Dev. Corp.	610-348-9031	Bucks
Chester County Dev. Council	610-363-6110	Chester
Capital Region Economic Dev. Corp.	717-761-2000	Cumberland, Dauphin
Franklin County Area Dev. Corp.	717-263-8282	Franklin
EDC Finance Corporation	717-397-3531	Lancaster
Lebanon Valley Econ. Dev. Corp.	717-274-3180	Lebanon
Lehigh's Economic Advancement Project, Inc.	610-437-5581	Lehigh
Montgomery County Dev. Corp.	610-278-5950	Montgomery
Northampton County New Jobs Corp.	610-253-4213	Northampton
PIDC-Financing Corporation	610-496-8020	Philadelphia
Small Enterprise Dev. Company	717-846-2927	York
Delaware County Economic Dev. Oversight Board	610-566-2225	Delaware

APPENDIX C

Descriptions of East European Nations

The following data was culled from The World Factbook 1994. The World Factbook is produced annually by the Central Intelligence Agency for the use of US Government officials.

The countries are described in the following order:

COMMONWEALTH OF INDEPENDENT STATES (CIS)
(Former Soviet Union)

ARMENIA

GEOGRAPHY
Location: Southeastern Europe, between Turkey and Azerbaijan

Map references: Africa, Asia, Commonwealth of Independent States – European States, Middle East, Standard Time Zones of the World

Area:

total area: 29,800 km2

land area: 28,400 km2

comparative area: slightly larger than Maryland

International disputes: violent and longstanding dispute with Azerbaijan over ethnically Armenian exclave of Nagorno–Karabakh; some irredentism by Armenians living in southern Georgia; traditional demands on former Armenian lands in Turkey have greatly subsided

Natural resources: small deposits of gold, copper, molybdenum, zinc, alumina

arable land: 29%

Environment: pollution of Razdan and Aras Rivers; air pollution in Yerevan; energy blockade has led to deforestation as citizens scavenge for firewood, use of Lake Sevan water for hydropower has lowered lake level, threatened fish population

Note: landlocked

PEOPLE
Population: 3,481,207 (July 1993 est.)

Population growth rate: 1.23% (1993 est.)

Ethnic divisions: Armenian 93%, Azeri 3%, Russian 2%, other 2%

Religions: Armenian Orthodox 94%

Languages: Armenian 96%, Russian 2%, other 2%

Literacy: age 9–49 can read and write (1970)

Labor force: 1.63 million

by occupation: industry and construction 42%, agriculture and forestry 18%, other 40% (1990)

GOVERNMENT
Type: republic

Capital: Yerevan

Independence: 23 September 1991 (from Soviet Union)

Constitution: adopted NA April 1978; post-Soviet constitution not yet adopted

Legal system: based on civil law system

Executive branch: president, council of ministers, prime minister

Legislative branch: unicameral Supreme Soviet

Judicial branch: Supreme Court

Member of: BSEC, CIS, CSCE, EBRD, IBRD, ICAO, IMF, NACC, UN, UNCTAD, UNESCO, UNIDO, UPU, WHO

Diplomatic representation in US:

chief of mission: Ambassador Rouben SHUGARIAN

chancery: 122 C Street NW, Suite 360, Washington, DC 20001

telephone: (202) 628-5766

US diplomatic representation:

chief of mission: Ambassador Designate Harry GILMORE

embassy: 18 Gen Bagramian, Yerevan

mailing address: use embassy street address

telephone: (7) (885) 215-1122, 215-1144

FAX: (7) (885) 215-1122

ECONOMY

Overview: Armenia under the old centrally planned Soviet system had built up textile, machine-building, and other industries and had become a key supplier to sister republics. In turn, Armenia had depended on supplies of raw materials and energy from the other republics. Most of these supplies enter the republic by rail through Azerbaijan (85%) and Georgia (15%). The economy has been severely hurt by ethnic strife with Azerbaijan over control of the Nagorno-Karabakh Autonomous Oblast, a mostly Armenian-populated enclave within the national boundaries of Azerbaijan. In addition to outright warfare, the strife has included interdiction of Armenian imports on the Azerbaijani railroads and expensive airlifts of supplies to beleaguered Armenians in Nagorno-Karabakh. An earthquake in December 1988 destroyed about one-tenth of industrial capacity and housing, the repair of which has not been possible because the supply of funds and real resources has been disrupted by the reorganization and subsequent dismantling of the central USSR administrative apparatus. Among facilities made unserviceable by the earthquake are the Yerevan nuclear power plant, which had supplied 40% of Armenia's needs for electric power and a plant that produced one-quarter of the output of elevators in the former USSR. Armenia has some deposits of nonferrous metal ores (bauxite, copper, zinc, and molybdenum) that are largely unexploited. For the mid-term, Armenia's economic prospects seem particularly bleak because of ethnic strife and the unusually high dependence on outside areas, themselves in a chaotic state of transformation. The dramatic drop in output in 1992 is attributable largely to the cumulative impact of the blockade; of particular importance was the shutting off in the summer of 1992 of rail and road links to Russia through Georgia due to civil strife in the latter republic.

National product: GDP $NA

National product real growth rate: -34% (1992)

National product per capita: $NA

Inflation rate (consumer prices): 20% per month (first quarter 1993)

Unemployment rate: 2% of officially registered unemployed but large numbers of underemployed

Budget: revenues $NA; expenditures $NA, including capital expenditures of $NA

Exports: $30 million to outside the successor states of the former USSR (f.o.b., 1992)

commodities: machinery and transport equipment, light industrial products, processed food items (1991)

partners: NA

Imports: $300 million from outside the successor states of the former USSR (c.i.f., 1992)

commodities: machinery, energy, consumer goods (1991)

partners: NA

External debt: $650 million (December 1991 est.)

Industrial production: growth rate −50% (1992 est.)

Electricity: 2,875,000 kW capacity; 9,000 million kWh produced, 2,585 kWh per capita (1992)

Industries: diverse, including (in percent of output of former USSR) metalcutting machine tools (5.5%), forging−pressing machines (1.9%), electric motors (9%), tires (1.5%), knitted wear (4.4%), hosiery (3.0%), shoes (2.2%), silk fabric (0.8%), washing machines (2.0%), chemicals, trucks, watches, instruments, and microelectronics (1990) Agriculture: accounts for about 20% of GDP; only 29% of land area is arable; employs 18% of labor force; citrus, cotton, and dairy farming; vineyards near Yerevan are famous for brandy and other liqueurs

Illicit drugs: illicit producer of cannabis mostly for domestic consumption; used as a transshipment point for illicit drugs to Western Europe

Economic aid: wheat from US, Turkey

Currency: retaining Russian ruble as currency (January 1993)

Exchange rates: rubles per US$1 − 415 (24 December 1992) but subject to wide fluctuations

Fiscal year: calendar year

COMMUNICATIONS
Railroads: 840 km; does not include industrial lines (1990)

Highways: 11,300 km total; 10,500 km hard surfaced, 800 km earth (1990)

Inland waterways: NA km

Pipelines: natural gas 900 km (1991)

Ports: none; landlocked

Airports:

total: 12

useable: 10

with permanent-surface runways: 6

with runways over 3,659 m: 1

with runways 2,440-3,659 m: 4

with runways 1,220-2,439 m: 3

Telecommunications: progress on installation of fiber optic cable and construction of facilities for mobile cellular phone service remains in the negotiation phase for joint venture agreement; Armenia has about 260,000 telephones, of which about 110,000 are in Yerevan; average telephone density is 8 per 100 persons; international connections to other former republics of the USSR are by landline or microwave and to other countries by satellite and by leased connection through the Moscow international gateway switch; broadcast stations - 100% of population receives Armenian and Russian TV programs; satellite earth station - INTELSAT

Defense forces

Branches: Army, Air Force, National Guard, Security Forces (internal and border troops)

Manpower availability: males age 15-49 848,223; fit for military service 681,058; reach military age (18) annually 28,101 (1993 est.) Defense expenditures: 250 million rubles, NA% of GDP (1992 est.); note - conversion of the military budget into US dollars using the current exchange rate could produce misleading results

AZERBAIJAN

GEOGRAPHY
Location: Southeastern Europe, between Armenia and Turkmenistan, bordering the Caspian Sea

Map references: Africa, Asia, Commonwealth of Independent States – Central Asian States, Commonwealth of Independent States – European States, Middle East, Standard Time Zones of the World

Area:

total area: 86,600 km2

land area: 86,100 km2

comparative area: slightly larger than Maine

note: includes the Nakhichevan' Autonomous Republic and the Nagorno–Karabakh Autonomous Oblast; region's autonomy was abolished by Azerbaijan Supreme Soviet on 26 November 1991

note: Azerbaijani claims in Caspian Sea unknown; 10 nm fishing zone provided for in 1940 treaty regarding trade and navigation between Soviet Union and Iran

International disputes: violent and longstanding dispute with Armenia over status of Nagorno–Karabakh, lesser dispute concerns Nakhichevan; some Azerbaijanis desire absorption of and/or unification with the ethnically Azeri portion of Iran; minor irredentist disputes along Georgia border

Natural resources: petroleum, natural gas, iron ore, nonferrous metals, alumina

Land use:

arable land: 18%

Environment: local scientists consider Apsheron Peninsula, including Baku and Sumgait, and the Caspian Sea to be "most ecologically devastated area in the world" because of severe air and water pollution

Note: landlocked

PEOPLE
Population: 7,573,435 (July 1993 est.)

Population growth rate: 1.5% (1993 est.)

Ethnic divisions: Azeri 82.7%, Russian 5.6%, Armenian 5.6%, Daghestanis 3.2%, other 2.9%, note – Armenian share may be less than 5.6% because many Armenians have fled the ethnic violence since 1989 census

Religions: Moslem 87%, Russian Orthodox 5.6%, Armenian Orthodox 5.6%, other 1.8%

Languages: Azeri 82%, Russian 7%, Armenian 5%, other 6%

Literacy: age 9–49 can read and write (1970)

Labor force: 2.789 million

by occupation: agriculture and forestry 32%, industry and construction 26%, other 42% (1990)

GOVERNMENT
Type: republic

Capital: Baku (Baky)

Independence: 30 August 1991 (from Soviet Union)

Constitution: adopted NA April 1978; writing a new constitution mid-1993

Legal system: based on civil law system

Executive branch: president, council of ministers

Legislative branch: National Parliament (National Assembly or Milli Mejlis)

Judicial branch: Supreme Court
Member of: BSEC, CSCE, EBRD, ECO, ESCAP, IBRD, IDB, ILO, IMF, INTELSAT, ITU, NACC, OIC, UN, UNCTAD, UNESCO

Diplomatic representation in US:

chief of mission: Ambassador Hafiz PASHAYEV

chancery: 1615 L Street NW, Washington, DC 20036

telephone: NA

US diplomatic representation:

chief of mission: Ambassador Richard MILES

embassy: Hotel Intourist, Baku

mailing address: APO AE 09862

telephone: 7-8922-91-79-56

ECONOMY
Overview: Azerbaijan is less developed industrially than either Armenia or Georgia, the other Transcaucasian states. It resembles the Central Asian states in its majority Muslim population, high structural unemployment, and low standard of living. The economy's most prominent products are cotton, oil, and gas. Production from the Caspian oil and gas field has been in decline for several years. With foreign assistance, the oil industry might generate the funds needed to spur industrial development. However, civil unrest, marked by armed conflict in the Nagorno-Karabakh region between Muslim Azeris and Christian Armenians, makes foreign investors wary. Azerbaijan accounted for 1.5% to 2% of the capital stock and output of the former Soviet Union. Azerbaijan shares all the formidable problems of the ex-Soviet republics in making the transition from a command to a market economy, but its considerable energy resources brighten its prospects somewhat. Old economic ties and structures have yet to be replaced. A particularly galling constraint on economic revival is the Nagorno-Karabakh conflict, said to consume 25% of Azerbaijan's economic resources.

National product: GDP $NA

National product real growth rate: -25% (1992)

National product per capita: $NA

Inflation rate (consumer prices): 20% per month (1992 est.)

Unemployment rate: 0.2% includes officially registered unemployed; also large numbers of underemployed workers

Budget: revenues $NA; expenditures $NA, including capital expenditures of $NA (1992)

Exports: $821 million to outside the successor states of the former USSR (f.o.b., 1992 est.)

commodities: oil and gas, chemicals, oilfield equipment, textiles, cotton (1991)

partners: mostly CIS and European countries

Imports: $300 million from outside the successor states of the former USSR (c.i.f., 1992 est.)

commodities: machinery and parts, consumer durables, foodstuffs, textiles (1991)

partners: European countries

External debt: $1.3 billion (1991 est.)

Industrial production: growth rate −27% (1992)

Electricity: 6,025,000 kW capacity; 22,300 million kWh produced, 2,990 kWh per capita (1992)

Industries: petroleum and natural gas, petroleum products, oilfield equipment; steel, iron ore, cement; chemicals and petrochemicals; textiles

Agriculture: cotton, grain, rice, grapes, fruit, vegetables, tea, tobacco; cattle, pigs, sheep and goats

Illicit drugs: illicit producer of cannabis and opium; mostly for CIS consumption; limited government eradication program; used as transshipment points for illicit drugs to Western Europe

Economic aid: wheat from Turkey

Currency: 1 manat (abbreviation NA) = 10 Russian rubles; ruble still used

Exchange rates: NA

Fiscal year: calendar year

COMMUNICATIONS

Railroads: 2,090 km; does not include industrial lines (1990)

Highways: 36,700 km total (1990); 31,800 km hard surfaced; 4,900 km earth

Pipelines: crude oil 1,130 km, petroleum products 630 km, natural gas 1,240 km

Ports: inland – Baku (Baky)

Airports:

total: 65

useable: 33

with permanent−surface runways: 26

with runways over 3,659 m: 0

with runways 2,440−3,659 m: 8

with runways 1,220−2,439 m: 23

Telecommunications: domestic telephone service is of poor quality and inadequate; 644,000 domestic telephone lines (density – 9 lines per 100 persons (1991)), 202,000 persons waiting for telephone installations (January

1991); connections to other former USSR republics by cable and microwave and to other countries via the Moscow international gateway switch; INTELSAT earth station installed in late 1992 in Baku with Turkish financial assistance with access to 200 countries through Turkey; domestic and Russian TV programs are received locally and Turkish and Iranian TV is received from an INTELSAT satellite through a receive–only earth station

Defense forces
Branches: Army, Air Force, Navy, National Guard, Security Forces (internal and border troops)

Manpower availability: males age 15–49 1,842,917; fit for military service 1,497,640; reach military age (18) annually 66,928 (1993 est.)

Defense expenditures: 2,848 million rubles, NA% of GDP (1992 est.); note – conversion of the military budget into US dollars using the current exchange rate could produce misleading results

BELARUS

GEOGRAPHY
Location: Eastern Europe, between Poland and Russia

Map references: Asia, Commonwealth of Independent States – European States, Europe, Standard Time Zones of the World

Area:

total area: 207,600 km2

land area: 207,600 km2

comparative area: slightly smaller than Kansas

Natural resources: forest land, peat deposits

Land use:

arable land: 29%

Environment: southern part of Belarus highly contaminated with fallout from 1986 nuclear reactor accident at Chornobyl'

Note: landlocked

PEOPLE
Population: 10,370,269 (July 1993 est.)

Population growth rate: 0.34% (1993 est.)
Ethnic divisions: Belarusian 77.9%, Russian 13.2%, Polish 4.1%, Ukrainian 2.9%, other 1.9%

Religions: Eastern Orthodox NA%, other NA%

Languages: Byelorussian, Russian, other

Literacy: age 9–49 can read and write (1970)

Labor force: 5.418 million

by occupation: industry and construction 42%, agriculture and forestry 20%, other 38% (1990)

GOVERNMENT
Type: republic

Capital: Minsk

Independence: 25 August 1991 (from Soviet Union)

Constitution: adopted NA April 1978

Legal system: based on civil law system

Executive branch: chairman of the Supreme Soviet, chairman of the Council of Ministers; note – Belarus has approved a directly elected presidency but so far no elections have been scheduled

Legislative branch: unicameral Supreme Soviet

Judicial branch: Supreme Court

Member of: CBSS (observer), CIS, CSCE, ECE, IAEA, IBRD, ILO, IMF, INMARSAT, IOC, ITU, NACC, PCA, UN, UNCTAD, UNESCO, UNIDO, UPU, WHO, WIPO, WMO

Diplomatic representation in US:

chief of mission: Ambassador Designate Sergey Nikolayevich MARTYNOV

chancery: 1511 K Street NW, Suite 619, Washington, DC 20036

telephone: (202) 638-2954

US diplomatic representation:

chief of mission: Ambassador David H. SWARTZ

embassy: Starovilenskaya #46, Minsk

mailing address: APO AE 09862
telephone: 7-0172-34-65-37

ECONOMY

Overview: In many ways Belarus resembles the three Baltic states, for example, in its industrial competence, its higher-than-average standard of living, and its critical dependence on the other former Soviet states for fuels and raw materials. Belarus ranks fourth in gross output among the former Soviet republics, having produced 4% of the total GDP and employing 4% of the labor force in the old USSR. Once a mainly agricultural area, it now supplies important producer and consumer goods – sometimes as the sole producer – to the other states. Belarus had a significant share of the machine-building capacity of the former USSR. It is especially noted for production of tractors, large trucks, machine tools, and automation equipment. The soil in Belarus is not as fertile as the black earth of Ukraine, but by emphasizing favorable crops and livestock (especially pigs and chickens), Belarus has become a net exporter to the other former republics of meat, milk, eggs, flour, and potatoes. Belarus produces only small amounts of oil and gas and receives most of its fuel from Russia through the Druzhba oil pipeline and the Northern Lights gas pipeline. These pipelines transit Belarus en route to Eastern Europe. Belarus produces petrochemicals, plastics, synthetic fibers (nearly 30% of former Soviet output), and fertilizer (20% of former Soviet output). Raw material resources are limited to potash and peat deposits. The peat (more than one-third of the total for the former Soviet Union) is used in domestic heating, as boiler fuel for electric power stations, and in the production of chemicals. The potash supports fertilizer production. In 1992 GDP fell an estimated 13%, largely because the country is highly dependent on the ailing Russian economy for raw materials and parts.

National product: GDP $NA

National product real growth rate: -13% (1992 est.)

National product per capita: $NA

Inflation rate (consumer prices): 30% per month (first quarter 1993)

Unemployment rate: 0.5% of officially registered unemployed; large numbers of underemployed workers

Budget: revenues $NA; expenditures $NA, including capital expenditures of $NA

Exports: $1.1 billion to outside of the successor states of the former USSR (f.o.b., 1992)

commodities: machinery and transport equipment, chemicals, foodstuffs

partners: NA

Imports: $751 million from outside the successor states of the former USSR (c.i.f., 1992) commodities: machinery, chemicals, textiles

partners: NA

External debt: $2.6 billion (end of 1991)

Industrial production: growth rate -9.6%; accounts for about 50% of GDP (1992)

Electricity: 8,025,000 kW capacity; 37,600 million kWh produced, 3,626 kWh per capita (1992)

Industries: employ about 27% of labor force and produce a wide variety of products essential to the other states; products include (in percent share of total output of former Soviet Union): tractors (12%); metal-cutting machine tools (11%); off-highway dump trucks up to 110-metric-ton load capacity (100%); wheel-type earthmovers for construction and mining (100%); eight-wheel-drive, high-flotation trucks with cargo capacity of 25 metric tons for use in tundra and roadless areas (100%); equipment for animal husbandry and livestock feeding (25%); motorcycles (21.3%); television sets (11%); chemical fibers (28%); fertilizer (18%); linen fabric (11%); wool fabric (7%); radios; refrigerators; and other consumer goods

Agriculture: accounts for almost 25% of GDP and 5.7% of total agricultural output of former Soviet Union; employs 20% of the labor force; in 1988 produced the following (in percent of total Soviet production): grain (3.6%), potatoes (12.2%), vegetables (3.0%), meat (6.0%), milk (7.0%); net exporter of meat, milk, eggs, flour, potatoes

Illicit drugs: illicit producer of opium and cannabis; mostly for the domestic market; transshipment point for illicit drugs to Western Europe

Economic aid: NA

Currency: 1 rubel (abbreviation NA) = 10 Russian rubles

note: the rubel circulates with the Russian ruble; certain purchase are made only with rubels; government has established a different, and varying, exchange rate for trade between Belarus and Russia

Exchange rates: NA

Fiscal year: calendar year

COMMUNICATIONS

Railroads: 5,570 km; does not include industrial lines (1990)

Highways: 98,200 km total; 66,100 km hard surfaced, 32,100 km earth (1990)

Inland waterways: NA km

Pipelines: crude oil 1,470 km, refined products 1,100 km, natural gas 1,980 km (1992)

Ports: none; landlocked

Merchant marine: claims 5% of former Soviet fleet

Airports:

total: 124

useable: 55

with permanent-surface runways: 31

with runways over 3,659 m: 1

with runways 2,440–3,659 m: 28

with runways 1,220–2,439 m: 20

Telecommunications: construction of NMT–450 analog cellular network proceeding in Minsk, in addition to installation of some 300 km of fiber optic cable in the city network; telephone network has 1.7 million lines, 15% of which are switched automatically; Minsk has 450,000 lines; telephone density is approximately 17 per 100 persons; as of 1 December 1991, 721,000 applications from households for telephones were still unsatisfied; international connections to other former Soviet republics are by landline or microwave and to other countries by leased connection through the Moscow international gateway switch; Belarus has not constructed ground stations for international telecommunications via satellite to date

Defense forces
Branches: Army, Air Forces, Air Defense Forces, Security Forces (internal and border troops)

Manpower availability: males age 15–49 2,491,039; fit for military service 1,964,577; reach military age (18) annually 71,875 (1993 est.)

Defense expenditures: 56.5 billion rubles, NA% of GDP (1993 est.); note – conversion of the military budget into US dollars using the current exchange rate could produce misleading results

GEORGIA

Note: Georgia is currently besieged by conflicts driven by separatists in its Abkazian and South Ossetian enclaves, and supporters of ousted President GAMAKHURDIA control much of western Georgia

GEOGRAPHY
Location: Southeastern Europe, bordering the Black Sea, between Turkey and Russia

Map references: Africa, Asia, Middle East, Standard Time Zones of the World

Area:

total area: 69,700 km2

land area: 69,700 km2

comparative area: slightly larger than West Virginia

Natural resources: forest lands, hydropower, manganese deposits, iron ores, copper, minor coal and oil deposits; coastal climate and soils allow for important tea and citrus growth

Land use:

arable land: NA%

Environment: air pollution, particularly in Rustavi; heavy pollution of Kura River, Black Sea

PEOPLE
Population: 5,634,296 (July 1993 est.)

Population growth rate: 0.85% (1993 est.)

Ethnic divisions: Georgian 70.1%, Armenian 8.1%, Russian 6.3%, Azeri 5.7%, Ossetian 3%, Abkhaz 1.8%, other 5%

Religions: Georgian Orthodox 65%, Russian Orthodox 10%, Muslim 11%, Armenian Orthodox 8%, unknown 6%

Languages: Armenian 7%, Azerbaijani 6%, Georgian 71% (official), Russian 9%, other 7%

Literacy: age 9–49 can read and write (1970)

Labor force: 2.763 million

by occupation: industry and construction 31%, agriculture and forestry 25%, other 44% (1990)

GOVERNMENT
Type: republic

Capital: Tbilisi (Tbilisi)

Independence: 9 April 1991 (from Soviet Union)

Constitution: adopted NA 1921; currently amending constitution for Parliamentary and popular review by late 1995

Legal system: based on civil law system

Executive branch: chairman of Parliament, Council of Ministers, prime minister

Legislative branch: unicameral Parliament

Judicial branch: Supreme Court

Leaders:

Chief of State: Chairman of Parliament Eduard Amvrosiyevich SHEVARDNADZE (since 10 March 1992)

Head of Government: Prime Minister Tengiz SIGUA (since NA January 1992); First Deputy Prime Minister Roman GOTSIRIDZE (since NA); Deputy Prime Ministers Aleksandr KAVADZE, Avtandil MARGIANI, Zurab KERVALISHVILI (since NA)

Member of: BSEC, CSCE, EBRD, IBRD, IMF, NACC, UN, UNCTAD, UNESCO, WHO

Diplomatic representation in US:

chief of mission: NA

chancery: NA

telephone: NA

US diplomatic representation:

chief of mission: Ambassador Kent N. BROWN

embassy: #25 Antoneli Street, T'bilisi

mailing address: APO AE 09862

telephone: (7) 8832-74-46-23

ECONOMY

Overview: Among the former Soviet republics, Georgia has been noted for its Black Sea tourist industry, its large output of citrus fruits and tea, and an industrial sector that accounted, however, for less than 2% of the USSR's output. Another salient characteristic of the economy has been a flourishing private sector (compared with the other republics). About 25% of the labor force is employed in agriculture. Mineral resources consist of manganese and copper, and, to a lesser extent, molybdenum, arsenic, tungsten, and mercury. Except for very small quantities of domestic oil, gas, and coal, fuel must be imported from neighboring republics. Oil and its products have been delivered by pipeline from Azerbaijan to the port of Batumi for export and local refining. Gas has been supplied in pipelines from Krasnodar and Stavropol'. The dismantling of central economic controls has been delayed by political factionalism, marked by bitter armed struggles. In early 1993 the Georgian economy was operating at well less than half capacity due to disruptions in fuel supplies and vital transportation links as a result of conflicts in Abkhazia and South Ossetia, anti-government activity in Western Georgia, and Azerbaijani pressure against Georgian assistance for Armenia. To restore economic viability, Georgia must establish domestic peace and must maintain economic ties to the other former Soviet republics while developing new links to the West.

National product: GDP $NA
National product real growth rate: -35% (1992 est.)

National product per capita: $NA

Inflation rate (consumer prices): 50% per month (January 1993 est.)

Unemployment rate: 3% but large numbers of underemployed workers

Budget: revenues $NA; expenditures $NA, including capital expenditures of $NA

Exports: $NA

commodities: citrus fruits, tea, other agricultural products; diverse types of machinery; ferrous and nonferrous metals; textiles

partners: Russia, Turkey, Armenia, Azerbaijan (1992)

Imports: $NA

commodities: machinery and parts, fuel, transport equipment, textiles

partners: Russia, Ukraine (1992)

External debt: $650 million (1991 est.)

Industrial production: growth rate −50% (1992)

Electricity: 4,875,000 kW capacity; 15,800 million kWh produced, about 2,835 kWh per capita (1992)

Industries: heavy industrial products include raw steel, rolled steel, cement, lumber; machine tools, foundry equipment, electric mining locomotives, tower cranes, electric welding equipment, machinery for food preparation, meat packing, dairy, and fishing industries; air−conditioning electric motors up to 100 kW in size, electric motors for cranes, magnetic starters for motors; devices for control of industrial processes; trucks, tractors, and other farm machinery; light industrial products, including cloth, hosiery, and shoes

Agriculture: accounted for 97% of former USSR citrus fruits and 93% of former USSR tea; berries and grapes; sugar; vegetables, grains, potatoes; cattle, pigs, sheep, goats, poultry; tobacco

Illicit drugs: illicit producers of cannabis and opium; mostly for domestic consumption; used as transshipment point for illicit drugs to Western Europe

Economic aid: NA

Currency: coupons introduced in April 1993 to be followed by introduction of the lari at undetermined future date; Russian ruble remains official currency until introduction of the lari

Exchange rates: rubles per US$1 − 415 (24 December 1992) but subject to wide fluctuations

Fiscal year: calendar year

COMMUNICATIONS

Railroads: 1,570 km, does not include industrial lines (1990)

Highways: 33,900 km total; 29,500 km hard surfaced, 4,400 km earth (1990)

Pipelines: crude oil 370 km, refined products 300 km, natural gas 440 km (1992)

Ports: coastal − Batumi, Poti, Sukhumi

Merchant marine: 47 ships (1,000 GRT or over) totaling 658,192 GRT/1,014,056 DWT; includes 16 bulk cargo, 30 oil tanker, and 1 specialized liquid carrier

Airports:

total: 37

useable: 26

with permanent−surface runways: 19

with runways over 3,659 m: 0

with runways 2,440–3,659 m: 10

with runways 1,220–2,439 m: 9

Telecommunications: poor telephone service; as of 1991, 672,000 republic telephone lines providing 12 lines per 100 persons; 339,000 unsatisfied applications for telephones (31 January 1992); international links via landline to CIS members and Turkey; low capacity satellite earth station and leased international connections via the Moscow international gateway switch; international electronic mail and telex service established

Note: transportation network is disrupted by ethnic conflict, criminal activities, and fuel shortages

Defense forces
Branches: Army, National Guard, Interior Ministry Troops

Manpower availability: males age 15–49 1,338,606; fit for military service 1,066,309; reach military age (18) annually 43,415 (1993 est.)

Defense expenditures: $NA, NA% of GNP

Note: Georgian forces are poorly organized and not fully under the government's control

KAZAKHSTAN

GEOGRAPHY
Location: South Asia, between Russia and Uzbekistan, bordering on the Caspian Sea and the Aral Sea

Map references: Asia, Commonwealth of Independent States – Central Asian States, Standard Time Zones of the World

Area:

total area: 2,717,300 km2

land area: 2,669,800 km2

comparative area: slightly less than four times the size of Texas

Natural resources: petroleum, coal, iron, manganese, chrome, nickel, cobalt, copper, molybdenum, lead, zinc, bauxite, gold, uranium, iron

Land use:

arable land: 15%

Environment: drying up of Aral Sea is causing increased concentrations of chemical pesticides and natural salts; industrial pollution

Note: landlocked

PEOPLE
Population: 17,156,370 (July 1993 est.)

Population growth rate: 0.65% (1993 est.)

Birth rate: 19.55 births/1,000 population (1993 est.)

Death rate: 7.95 deaths/1,000 population (1993 est.)

Net migration rate: –5.06 migrant(s)/1,000 population (1993 est.)

Infant mortality rate: 41.8 deaths/1,000 live births (1993 est.)

Life expectancy at birth:

total population: 67.83 years

male: 63.17 years

female: 72.73 years (1993 est.)

Total fertility rate: 2.45 children born/woman (1993 est.)

Nationality:

noun: Kazakhstani(s)

adjective: Kazakhstani

Ethnic divisions: Kazakh (Qazaq) 41.9%, Russian 37%, Ukrainian 5.2%, German 4.7%, Uzbek 2.1%, Tatar 2%, other 7.1%

Religions: Muslim 47%, Russian Orthodox 15%, Protestant 2%, other 36%

Languages: Kazakh (Qazaq; official language), Russian (language of inter–ethnic communication)

Literacy: age 9–49 can read and write (1970)

Labor force: 7.563 million

by occupation: industry and construction 32%, agriculture and forestry 23%, other 45% (1990)

GOVERNMENT
Type: republic

Capital: Almaty (Alma–Ata)

Independence: 16 December 1991 (from the Soviet Union)

Constitution: adopted 18 January 1993

Legal system: based on civil law system

Executive branch: president, cabinet of ministers, prime minister

Legislative branch: unicameral Supreme Soviet

Judicial branch: Supreme Court

Member of: CIS, CSCE, EBRD, ECO, IBRD, IDA, IMF, OIC, UN, UNCTAD, UNESCO, UPU

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embassy: Furumanova 99/97, Almaty

mailing address: US Department of State, Washington, D.C. 20521–7030

telephone: (3272) 63–24–26

ECONOMY
Overview: The second–largest in area of the 15 former Soviet republics, Kazakhstan has vast oil, coal, and agricultural resources. Kazakhstan is highly dependent on trade with Russia, exchanging its natural resources for finished consumer and industrial goods. Kazakhstan now finds itself with serious pollution problems, backward technology, and little experience in foreign markets. The government in 1992 continued to push privatization of the economy and freed many prices. Output in 1992 dropped because of problems common to the ex–Soviet Central Asian republics, especially the cumulative effects of the disruption of old supply channels and the slow process of creating new economic institutions. Kazakhstan lacks the funds, technology, and managerial skills for a quick recovery of output. US firms have been enlisted to increase oil output but face formidable obstacles; for

example, oil can now reach Western markets only through pipelines that run across independent former Soviet republics. Finally, the end of monolithic Communist control has brought ethnic grievances into the open. The 6 million Russians in the republic, formerly the favored class, now face the hostility of a society dominated by Muslims. Ethnic rivalry will be just one of the formidable obstacles to the prioritization of national objectives and the creation of a productive, technologically advancing society.

National product: GDP $NA

National product real growth rate: −15% (1992 est.)

National product per capita: $NA

Inflation rate (consumer prices): 28% per month (first quarter 1993)

Unemployment rate: 0.4% includes only officially registered unemployed; also large numbers of underemployed workers

Budget: revenues $NA; expenditures $NA, including capital expenditures of $1.76 billion (1991)

Exports: $1.5 billion to outside the successor states of the former USSR (1992)

commodities: oil, ferrous and nonferrous metals, chemicals, grain, wool, meat (1991)

partners: Russia, Ukraine, Uzbekistan

Imports: $500 million from outside the successor states of the former USSR (1992)

commodities: machinery and parts, industrial materials

partners: Russia and other former Soviet republics, China

External debt: $2.6 billion (1991 est.)

Industrial production: growth rate −15% (1992 est.); accounts for 30% of net material product

Electricity: 19,135,000 kW capacity; 81,300 million kWh produced, 4,739 kWh per capita (1992)

Industries: extractive industries (oil, coal, iron ore, manganese, chromite, lead, zinc, copper, titanium, bauxite, gold, silver, phosphates, sulfur), iron and steel, nonferrous metal, tractors and other agricultural machinery, electric motors, construction materials

Agriculture: accounts for almost 40% of net material product; employs about 25% of the labor force; grain, mostly spring wheat; meat, cotton, wool

Illicit drugs: illicit producers of cannabis and opium; mostly for CIS consumption; limited government eradication program; used as transshipment point for illicit drugs to Western Europe

Economic aid: recipient of limited foreign aid (1992)

Currency: retaining Russian ruble as currency (May 1993)

Exchange rates: rubles per US$1 − 415 (24 December 1992) but subject to wide fluctuations

Fiscal year: calendar year

COMMUNICATIONS

Railroads: 14,460 km (all 1.520−meter gauge); does not include industrial lines (1990)

Highways: 189,000 km total; 108,100 km hard surfaced (paved or gravel), 80,900 km earth (1990)

Inland waterways: Syr Darya

Pipelines: crude oil 2,850 km, refined products 1,500 km, natural gas 3,480 km (1992)

Ports: inland – Atyrau (Guryev; on Caspian Sea)

Airports:

total: 365

useable: 152

with permanent-surface runways: 49

with runways over 3,659 m: 8

with runways 2,440–3,659 m: 38

with runways 1,220–2,439 m: 71

Telecommunications: telephone service is poor, with only about 6 telephones for each 100 persons; of the approximately 1 million telephones, Almaty (Alma-Ata) has 184,000; international traffic with other former USSR republics and China carried by landline and microwave, and with other countries by satellite and through 8 international telecommunications circuits at the Moscow international gateway switch; satellite earth stations – INTELSAT and Orbita (TV receive only); new satellite ground station established at Almaty with Turkish financial help (December 1992) with 2500 channel band width

Defense forces
Branches: Army, Navy, National Guard, Security Forces (internal and border troops)

Manpower availability: males age 15–49 4,349,509; fit for military service 3,499,718; reach military age (18) annually 154,727 (1993 est.)

Defense expenditures: 69,326 million rubles, NA% of GDP (forecast for 1993); note – conversion of the military budget into US dollars using the current exchange rate could produce misleading results

KYRGYZSTAN

GEOGRAPHY
Location: South Asia, between China and Kazakhstan

Map references: Asia, Commonwealth of Independent States – Central Asian States, Standard Time Zones of the World

Area:

total area: 198,500 km2

land area: 191,300 km2

comparative area: slightly smaller than South Dakota

International disputes: territorial dispute with Tajikistan on southern boundary in Isfara Valley area

Natural resources: small amounts of coal, natural gas, oil, nepheline, rare earth metals, mercury, bismuth, gold, lead, zinc, hydroelectric power

Land use:

arable land: NA%

Note: landlocked

PEOPLE
Population: 4,625,954 (July 1993 est.)

Population growth rate: 1.56% (1993 est.)

Ethnic divisions: Kirghiz 52.4%, Russian 21.5%, Uzbek 12.9%, Ukrainian 2.5%, German 2.4%, other 8.3%

Religions: Muslim 70%, Russian Orthodox NA%

Languages: Kirghiz (Kyrgyz) – official language, Russian

Literacy: age 9–49 can read and write (1970)

Labor force: 1.748 million

by occupation: agriculture and forestry 33%, industry and construction 28%, other 39% (1990)

GOVERNMENT
Type: republic

Capital: Bishkek (Frunze)

Independence: 31 August 1991 (from Soviet Union)

Constitution: adopted 5 May 1993

Legal system: based on civil law system

Executive branch: president, Cabinet of Ministers, prime minister

Legislative branch: unicameral Zhogorku Keneshom

Judicial branch: Supreme Court

Member of: CIS, CSCE, EBRD, ECO, ESCAP, IBRD, IDA, ILO, IMF, NACC, PCA, UN, UNCTAD, UNESCO, WHO

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embassy: (temporary) Erkindik Prospekt #66, Bishkek

mailing address: APO AE 09721

telephone: 7-3312 22-26-93, 22-35-51, 22-29-20

FAX: 7-3312 22-35-51

ECONOMY

Overview: Kyrgyzstan's small economy (less than 1% of the total for the former Soviet Union) is oriented toward agriculture, producing mainly livestock such as goats and sheep, as well as cotton, grain, and tobacco. Industry, concentrated around Bishkek, produces small quantities of electric motors, livestock feeding equipment, washing machines, furniture, cement, paper, and bricks. Mineral extraction is small, the most important minerals being coal, rare earth metals and gold. Kyrgyzstan is a net importer of many types of food and fuel but is a net exporter of electricity. In 1992, the Kirghiz leadership made progress on reform, primarily by privatizing business, granting life-long tenure to farmers, and freeing most prices. Nonetheless, in 1992 overall industrial and livestock output declined because of acute fuel shortages and a widespread lack of spare parts.

National product: GDP $NA

National product real growth rate: -25% (1992 est.)

National product per capita: $NA

Inflation rate (consumer prices): 29% per month (first quarter 1993)

Unemployment rate: 0.1% includes officially registered unemployed; also large numbers of underemployed workers

Budget: revenues $NA; expenditures $NA, including capital expenditures of $NA

Exports: $NA

commodities: wool, chemicals, cotton, ferrous and nonferrous metals, shoes, machinery, tobacco

partners: Russia 70%, Ukraine, Uzbekistan, Kazakhstan, and others

Imports: $NA

commodities: lumber, industrial products, ferrous metals, fuel, machinery, textiles, footwear partners: other CIS republics

External debt: $650 million (1991)

Industrial production: growth rate NA% (1992)

Electricity: 4,100,000 kW capacity; 11,800 million kWh produced, 2,551 kWh per capita (1992)

Industries: small machinery, textiles, food-processing industries, cement, shoes, sawn logs, refrigerators, furniture, electric motors, gold, and rare earth metals

Agriculture: wool, tobacco, cotton, livestock (sheep, goats, cattle), vegetables, meat, grapes, fruits and berries, eggs, milk, potatoes

Illicit drugs: illicit producer of cannabis and opium; mostly for CIS consumption; limited government eradication program; used as transshipment point for illicit drugs to Western Europe

Economic aid: $300 million official and commitments by foreign donors (1992)

Currency: introduced national currency, the som (10 May 1993)

Exchange rates: rubles per US$1 - 415 (24 December 1992) but subject to wide fluctuations

Fiscal year: calendar year

COMMUNICATIONS
Railroads: 370 km; does not include industrial lines (1990)

Highways: 30,300 km total; 22,600 km paved or graveled, 7,700 km earth(1990)

Pipelines: natural gas 200 km

Ports: none; landlocked

Airports:

total: 52

useable: 27

with permanent-surface runways: 12

with runways over 3,659 m: 1

with runways 2,440-3,659 m: 4

with runways 1,220-2,439 m: 13

Telecommunications: poorly developed; 56 telephones per 1000 persons (December 1990); connections with other CIS countries by landline or microwave and with other countries by leased connections with Moscow international gateway switch; satellite earth stations - Orbita and INTELSAT (TV receive only); new intelsat earth station provide TV receive-only capability for Turkish broadcasts

Defense forces
Branches: National Guard, Security Forces (internal and border troops), Civil Defense

Manpower availability: males age 15-49 1,093,694; fit for military service 890,961 (1993 est.)

Defense expenditures: $NA, NA% of GDP

MOLDOVA

GEOGRAPHY
Location: Eastern Europe, between Ukraine and Romania

Area:
total area: 33,700 km2

land area: 33,700 km2

comparative area: slightly larger than Maryland and Delaware combined

International disputes: potential dispute with Ukraine over former southern Bessarabian areas; northern Bukovina ceded to Ukraine upon Moldova's incorporation into USSR

Natural resources: lignite, phosphorites, gypsum

Land use:
arable land: 50%

Environment: heavy use of agricultural chemicals, including banned pesticides such as DDT, has contaminated soil and groundwater; extensive erosion from poor farming methods

Note: landlocked

PEOPLE
Population: 4,455,645 (July 1993 est.)

Population growth rate: 0.4% (1993 est.)

Ethnic divisions: Moldovan/Romanian 64.5%, Ukrainian 13.8%, Russian 13%, Gagauz 3.5%, Jewish 1.5%, Bulgarian 2%, other 1.7% (1989 figures)

note: internal disputes with ethnic Russians and Ukrainians in the Dniester region and Gagauz Turks in the south

Religions: Eastern Orthodox 98.5%, Jewish 1.5%, Baptist (only about 1,000 members) (1991)

note: almost all churchgoers are ethnic Moldovan; the Slavic population are not churchgoers

Languages: Moldovan (official); note — virtually the same as the Romanian language, Russian

Literacy: age 9–49 can read and write (1970)

Labor force: 2.095 million

by occupation: agriculture 34.4%, industry 20.1%, other 45.5% (1985 figures)

GOVERNMENT
Type: republic

Capital: Chisinau (Kishinev)

Administrative divisions: previously divided into 40 rayons; to be divided into fewer, larger districts at some future point

Independence: 27 August 1991 (from Soviet Union)

Constitution: as of mid-1993 the new constitution had not been adopted; old constitution (adopted NA 1979) is still in effect but has been heavily amended during the past few years

Legal system: based on civil law system; no judicial review of legislative acts; does not accept compulsory ICJ jurisdiction but accepts many UN and CSCE documents

Executive branch: president, prime minister, Cabinet of Ministers

Legislative branch: unicameral Parliament

Judicial branch: Supreme Court

Leaders:

Member of: BSEC, CIS, CSCE, EBRD, ECE, IBRD, ICAO, ILO, IMF, NACC, UN, UNCTAD, UNESCO, WHO

Diplomatic representation in US:

chief of mission: Permanent Representative to the UN Tudor PANTIRU (also acts as representative to US)

chancery: NA

telephone: NA

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telephone: 7-0422-23-37-72 or 23-34-94

FAX: 7-0422-23-34-94

ECONOMY

Overview: Moldova, the next-to-smallest of the former Soviet republics in area, is the most densely inhabited. Moldova has a little more than 1% of the population, labor force, capital stock, and output of the former Soviet Union. Living standards have been below average for the European USSR. The country enjoys a favorable climate, and economic development has been primarily based on agriculture, featuring fruits, vegetables, wine, and tobacco. Industry accounts for 20% of the labor force, whereas agriculture employs more than one-third. Moldova has no major mineral resources and has depended on other former Soviet republics for coal, oil, gas, steel, most electronic equipment, machine tools, and major consumer durables such as automobiles. Its industrial and agricultural products, in turn, have been exported to the other republics. Moldova has freed prices on most goods and has legalized private ownership of property. Moldova's near-term economic prospects are dimmed, however, by the difficulties of moving toward a market economy, the political problems of redefining ties to the other former Soviet republics and Romania, and the ongoing separatist movements in the Dniester and Gagauz regions. In 1992, national output fell substantially for the second consecutive year - down 22% in the industrial sector and 20% in agriculture. The decline is mainly attributable to the drop in energy supplies.

National product: GDP $NA

National product real growth rate: -26% (1992)

National product per capita: $NA

Inflation rate (consumer prices): 27% per month (first quarter 1993)

Unemployment rate: 0.7% (includes only officially registered unemployed; also large numbers of underemployed workers)

Budget: revenues $NA; expenditures $NA, including capital expenditures of $NA

Exports: 100 million to outside the successor states of the former USSR (1992)

commodities: foodstuffs, wine, tobacco, textiles and footwear, machinery, chemicals (1991)

partners: Russia, Kazakhstan, Ukraine, Romania

Imports: 100 million from outside the successor states of the former USSR (1992)

commodities: oil, gas, coal, steel machinery, foodstuffs, automobiles, and other consumer durables

partners: Russia, Ukraine, Uzbekistan, Romania

External debt: $100 million (1993 est.)

Industrial production: growth rate −22% (1992)

Electricity: 3,115,000 kW capacity; 11,100 million kWh produced, 2,491 kWh per capita (1992)

Industries: key products (with share of total former Soviet output in parentheses where known): agricultural machinery, foundry equipment, refrigerators and freezers (2.7%), washing machines (5.0%), hosiery (2.0%), refined sugar (3.1%), vegetable oil (3.7%), canned food (8.6%), shoes, textiles

Agriculture: Moldova's principal economic activity; products (shown in share of total output of the former Soviet republics): Grain (1.6%), sugar beets (2.6%), sunflower seed (4.4%), vegetables (4.4%), fruits and berries (9.7%), grapes (20.1%), meat (1.7%), milk (1.4%), eggs (1.4%)

Illicit drugs: illicit producer of opium and cannabis; mostly for CIS consumption; transshipment point for illicit drugs to Western Europe

Economic aid: IMF credit, $18.5 million (1992); EC agricultural credit, $30 million (1992); US commitments, $10 million for grain (1992); World Bank credit, $31 million

Currency: plans to introduce the Moldovan lei in 1993 or 1994, until then retaining Russian ruble as currency

Exchange rates: rubles per US$1 – 415 (24 December 1992) but subject to wide fluctuations

Fiscal year: calendar year

COMMUNICATIONS

Railroads: 1,150 km; does not include industrial lines (1990)

Highways: 20,000 km total; 13,900 km hard−surfaced, 6,100 km earth (1990)

Pipelines: natural gas 310 km (1992)

Ports: none; landlocked

Airports:

total: 26

useable: 15

with permanent−surface runways: 6

with runways over 3,659 m: 0

with runways 2,440–3,659 m: 5

with runways 1,220–2,439 m: 8

Telecommunications: poorly supplied with telephones (as of 1991, 494,000 telephones total, with a density of 111 lines per 1000 persons); 215,000 unsatisfied applications for telephone installations (31 January 1990); connected to Ukraine by landline and to countries beyond the former USSR through the international gateway switch in Moscow

Defense forces
Branches: Ground Forces, Air and Air Defence Force, Security Forces (internal and border troops)

Manpower availability: males age 15–49 1,082,562; fit for military service 859,948; reach military age (18) annually 35,769 (1993 est.)

Defense expenditures: exchange rate conversion – $NA, NA% of GDP

RUSSIA

GEOGRAPHY

Location: Europe/North Asia, between Europe and the North Pacific Ocean

Map references: Asia, Commonwealth of Independent States – Central Asian States, Commonwealth of Independent States – European States, Standard Time Zones of the World

Area:

total area: 17,075,200 km2

land area: 16,995,800 km2

comparative area: slightly more than 1.8 times the size of the US

International disputes: inherited disputes from former USSR including: sections of the boundary with China; boundary with Latvia, Lithuania, and Estonia; Etorofu, Kunashiri, and Shikotan Islands and the Habomai island group occupied by the Soviet Union in 1945, claimed by Japan; maritime dispute with Norway over portion of the Barents Sea; has made no territorial claim in Antarctica (but has reserved the right to do so) and does not recognize the claims of any other nation

Natural resources: wide natural resource base including major deposits of oil, natural gas, coal, and many strategic minerals, timber

note: formidable obstacles of climate, terrain, and distance hinder exploitation of natural resources

Land use:

note: agricultural land accounts for 13% of the total land area

Environment: despite its size, only a small percentage of land is arable and much is too far north for cultivation; permafrost over much of Siberia is a major impediment to development; catastrophic pollution of land, air, water, including both inland waterways and sea coasts

Note: largest country in the world in terms of area but unfavorably located in relation to major sea lanes of the world

PEOPLE

Population: 149,300,359 (July 1993 est.)

Population growth rate: 0.21% (1993 est.)

Ethnic divisions: Russian 81.5%, Tatar 3.8%, Ukrainian 3%, Chuvash 1.2%, Bashkir 0.9%, Belarusian 0.8%, Moldavian 0.7%, other 8.1%

Religions: Russian Orthodox, Muslim, other

Languages: Russian, other

Literacy: age 9–49 can read and write (1970)

Labor force: 75 million (1993 est.)

by occupation: production and economic services 83.9%, government 16.1%

GOVERNMENT

Type: federation

Capital: Moscow

Independence: 24 August 1991 (from Soviet Union)

Constitution: adopted in 1978; a new constitution is in the process of being drafted

Legal system: based on civil law system; judicial review of legislative acts; does not accept compulsory ICJ jurisdiction

Executive branch: president, vice president, Security Council, Presidential Administration, Council of Ministers, Group of Assistants, Council of Heads of Republics

Legislative branch: unicameral Congress of People's Deputies, bicameral Supreme Soviet

Judicial branch: Constitutional Court, Supreme Court

Member of: BSEC, CBSS, CCC, CERN (observer), CIS, CSCE, EBRD, ECE, ESCAP, IAEA, IBRD, ICAO, ICFTU, IDA, ILO, IMF, IMO, INMARSAT, INTELSAT, INTERPOL, IOC, IOM (observer), ISO, ITU, LORCS, MINURSO, NACC, NSG, OAS (observer), PCA, UN, UNCTAD, UNESCO, UNIDO, UNIKOM, UNPROFOR, UN Security Council, UNTAC, UN Trusteeship Council, UNTSO, UPU, WFTU, WHO, WIPO, WMO, WTO, ZC

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US diplomatic representation:

chief of mission: (vacant)

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FAX: 7 (095) 255-9965

consulates: St. Petersburg (formerly Leningrad), Vladivostok

ECONOMY

Overview: Russia, a vast country with a wealth of natural resources and a diverse industrial base, continues to experience great difficulties in moving from its old centrally planned economy to a modern market economy. President YELTSIN's government made significant strides toward a market economy in 1992 by freeing most prices, slashing defense spending, unifying foreign exchange rates, and launching an ambitious privatization program. At the same time, GDP fell 19%, according to official statistics, largely reflecting government efforts to restructure the economy, shortages of essential imports caused by the breakdown in former Bloc and interstate trade, and reduced demand following the freeing of prices in January. The actual decline, however, may have been less steep, because industrial and agricultural enterprises had strong incentives to understate output to avoid taxes, and official statistics may not have fully captured the output of the growing private sector. Despite the large drop in output, unemployment at yearend stood at an estimated 3%-4% of Russia's 74-million-person labor force; many people, however, are working shortened weeks or are on forced leave. Moscow's financial stabilization program got off to a good start at the beginning of 1992 but began to falter by midyear. Under pressure from industrialists and the Supreme Soviet, the government loosened fiscal policies in the second half. In addition, the Russian Central Bank relaxed its tight credit policy in July at the behest of new Acting Chairman, Viktor

GERASHCHENKO. This loosening of financial policies led to a sharp increase in prices during the last quarter, and inflation reached about 25% per month by yearend. The situation of most consumers worsened in 1992. The January price liberalization and a blossoming of private vendors filled shelves across the country with previously scarce food items and consumer goods, but wages lagged behind inflation, making such goods unaffordable for many consumers. Falling real wages forced most Russians to spend a larger share of their income on food and to alter their eating habits. Indeed, many Russians reduced their consumption of higher priced meat, fish, milk, vegetables, and fruit, in favor of more bread and potatoes. As a result of higher spending on food, consumers reduced their consumption of nonfood goods and services. Despite a slow start and some rough going, the Russian government by the end of 1992 scored some successes in its campaign to break the state's stranglehold on property and improve the environment for private businesses. More peasant farms were created than expected; the number of consumers purchasing goods from private traders rose sharply; the portion of the population working in the private sector increased to nearly one–fifth; and the nine–month–long slump in the privatization of small businesses was ended in the fall. Although the output of weapons fell sharply in 1992, most defense enterprises continued to encounter numerous difficulties developing and marketing consumer products, establishing new supply links, and securing resources for retooling. Indeed, total civil production by the defense sector fell in 1992 because of shortages of inputs and lower consumer demand caused by higher prices. Ruptured ties with former trading partners, output declines, and sometimes erratic efforts to move to world prices and decentralize trade – foreign and interstate – took a heavy toll on Russia's commercial relations with other countries. For the second year in a row, foreign trade was down sharply, with exports falling by as much as 25% and imports by 21%. The drop in imports would have been much greater if foreign aid – worth an estimated $8 billion – had not allowed the continued inflow of essential products. Trade with the other former Soviet republics continued to decline, and support for the ruble as a common currency eroded in the face of Moscow's loose monetary policies and rapidly rising prices throughout the region. At the same time, Russia paid only a fraction of the $20 billion due on the former USSR's roughly $80 billion debt; debt rescheduling remained hung up because of a dispute between Russia and Ukraine over division of the former USSR's assets. Capital flight also remained a serious problem in 1992. Russia's economic difficulties did not abate in the first quarter of 1993. Monthly inflation remained at double–digit levels and industrial production continued to slump. To reduce the threat of hyperinflation, the government proposed to restrict subsidies to enterprises; raise interest rates; set quarterly limits on credits, the budget deficit, and supply growth; and impose temporary taxes and cut spending if budget targets are not met. But many legislators and Central Bank officials oppose various of these austerity measures and failed to approve them in the first part of 1993.

National product: GDP $NA

National product real growth rate: –19% (1992)

National product per capita: $NA

Inflation rate (consumer prices): 25% per month (December 1992)

Unemployment rate: 3%–4% of labor force (1 January 1993 est.)

Budget: revenues $NA; expenditures $NA, including capital expenditures of $NA

Exports: $39.2 billion (f.o.b., 1992)

commodities: petroleum and petroleum products, natural gas, wood and wood products, metals, chemicals, and a wide variety of civilian and military manufactures

partners: Europe

Imports: $35.0 billion (f.o.b., 1992)

commodities: machinery and equipment, chemicals, consumer goods, grain, meat, sugar, semifinished metal products

partners: Europe, North America, Japan, Third World countries, Cuba

External debt: $80 billion (yearend 1992 est.)

Industrial production: growth rate −19% (1992)

Electricity: 213,000,000 KW capacity; 1,014.8 billion kWh produced, 6,824 kWh per capita (1 January 1992)

Industries: complete range of mining and extractive industries producing coal, oil, gas, chemicals, and metals; all forms of machine building from rolling mills to high−performance aircraft and space vehicles; ship− building; road and rail transportation equipment; communications equipment; agricultural machinery, tractors, and construction equipment; electric power generating and transmitting equipment; medical and scientific instruments; consumer durables

Agriculture: grain, sugar beet, sunflower seeds, meat, milk, vegetables, fruits; because of its northern location does not grow citrus, cotton, tea, and other warm climate products

Illicit drugs: illicit producer of cannabis and opium; mostly for domestic consumption; government has active eradication program; used as transshipment point for illicit drugs to Western Europe

Economic aid: US commitments, including Ex−Im (1990−92), $9.0 billion; other countries, ODA and OOF bilateral commitments (1988−92), $91 billion

Currency: 1 ruble (R) = 100 kopeks

Exchange rates: rubles per US$1 − 415 (24 December 1992) but subject to wide fluctuations

Fiscal year: calendar year

COMMUNICATIONS
Railroads: 158,100 km all 1.520−meter broad gauge; 86,800 km in common carrier service, of which 48,900 km are diesel traction and 37,900 km are electric traction; 71,300 km serves specific industry and is not available for common carrier use (31 December 1991)

Highways: 893,000 km total, of which 677,000 km are paved or graveled and 216,000 km are dirt; 456,000 km are for general use and are maintained by the Russian Highway Corporation (formerly Russian Highway Ministry); the 437,000 km not in general use are the responsibility of various other organizations (formerly ministries); of the 456,000 km in general use, 265,000 km are paved, 140,000 km are graveled, and 51,000 km are dirt; of the 437,000 km not in general use, 272,000 km are paved or graveled and 165,000 are dirt (31 December 1991)

Inland waterways: total navigable routes 102,000 km; routes with navigation guides serving the Russian River Fleet 97,300 km (including illumination and light reflecting guides); routes with other kinds of navigational aids 34,300 km; man−made navigable routes 16,900 km (31 December 1991)

Pipelines: crude oil 72,500 km, petroleum products 10,600 km, natural gas 136,000 km (1992)

Ports: coastal − St. Petersburg (Leningrad), Kaliningrad, Murmansk, Petropavlovsk, Arkhangel'sk, Novorossiysk, Vladivostok, Nakhodka, Kholmsk, Korsakov, Magadan, Tiksi, Tuapse, Vanino, Vostochnyy, Vyborg; inland − Astrakhan', Nizhniy Novgorod (Gor'kiy), Kazan', Khabarovsk, Krasnoyarsk, Samara (Kuybyshev), Moscow, Rostov, Volgograd

Merchant marine: 865 ships (1,000 GRT or over) totaling 8,073,954 GRT/11,138,336 DWT; includes 457 cargo, 82 container, 3 multi−function large load carrier, 2 barge carrier, 72 roll−on/roll−off, 124 oil tanker, 25 bulk cargo, 9 chemical tanker, 2 specialized tanker, 16 combination ore/oil, 5 passenger cargo, 18 short−sea passenger, 6 passenger, 28 combination bulk, 16 refrigerated cargo

Airports:

total: 2,550

useable: 964

with permanent surface runways: 565

with runways over 3,659 m: 19

with runways 2,440–3,659 m: 275

with runways 1,220–2,439 m: 426

Telecommunications: NMT–450 analog cellular telephone networks are operational in Moscow and St. Petersburg; expanding access to international E–mail service via Sprint networks; the inadequacy of Russian telecommunications is a severe handicap to the economy, especially with respect to international connections; total installed telephones 24,400,000, of which in urban areas 20,900,000 and in rural areas 3,500,000; of these, total installed in homes 15,400,000; total pay phones for long distant calls 34,100; telephone density is about 164 telephones per 1,000 persons; international traffic is handled by an inadequate system of satellites, land lines, microwave radio relay and outdated submarine cables; this traffic passes through the international gateway switch in Moscow which carries most of the international traffic for the other countries of the Confederation of Independent States; a new Russian Raduga satellite will soon link Moscow and St. Petersburg with Rome from whence calls will be relayed to destinations in Europe and overseas; satellite ground stations – INTELSAT, Intersputnik, Eutelsat (Moscow), INMARSAT, Orbita; broadcast stations – 1,050 AM/FM/SW (reach 98.6% of population), 7,183 TV; receiving sets – 54,200,000 TV, 48,800,000 radio receivers; intercity fiberoptic cables installation remains limited

Defense forces
Branches: Ground Forces, Navy, Air Forces, Air Defense Forces, Strategic Rocket Forces, Command and General Support, Security Forces

note: strategic nuclear units and warning facilities are under joint CIS control; Russian defense forces will be comprised of those ground–, air–, and sea–based conventional assets currently on Russian soil and those still scheduled to be withdrawn from other countries

Manpower availability: males age 15–49 37,092,361; fit for military service 29,253,668; reach military age (18) annually 1,082,115 (1993 est.)

Defense expenditures: $NA, NA% of GDP

TAJIKISTAN

GEOGRAPHY
Location: South Asia, between Uzbekistan and China

Map references: Asia, Commonwealth of Independent States – Central Asian States, Standard Time Zones of the World

Area:

total area: 143,100 km2

land area: 142,700 km2

comparative area: slightly smaller than Wisconsin

International disputes: boundary with China under dispute; territorial dispute with Kyrgyzstan on northern boundary in Isfara Valley area; Afghanistan's support to Islamic fighters in Tajikistan's civil war

Natural resources: significant hydropower potential, petroleum, uranium, mercury, brown coal, lead, zinc, antimony, tungsten

Land use:

arable land: 6%

Note: landlocked

PEOPLE
Population: 5,836,140 (July 1993 est.)

Population growth rate: 2.72% (1993 est.)

Ethnic divisions: Tajik 64.9%, Uzbek 25%, Russian 3.5% (declining because of emigration), other 6.6%

Religions: Sunni Muslim 80%, Shi'a Muslim 5%

Languages: Tajik (official)

Literacy: age 9–49 can read and write (1970)

Labor force: 1.938 million

by occupation: agriculture and forestry 43%, industry and construction 22%, other 35% (1990)

GOVERNMENT
Type: republic

Capital: Dushanbe

Independence: 9 September 1991 (from Soviet Union)

Constitution: as of mid–1993, a new constitution had not been formally approved

Legal system: based on civil law system; no judicial review of legislative acts

Executive branch: president, prime minister, cabinet

Legislative branch: unicameral Assembly (Majlis)

Judicial branch: NA

Leaders:

Chief of State: Acting President and Assembly Chairman Emomili RAKHMANOV (since NA November 1992)

Head of Government: Prime Minister Abdumalik ABULAJANOV (since NA November 1992); First Deputy Prime Minister Tukhtaboy GAFAROV (since NA November 1992)

Member of: CIS, CSCE, EBRD, ECO, ESCAP, NACC, UN, UNCTAD, WHO

Diplomatic representation in US:

chief of mission: NA

chancery: NA

telephone: NA

US diplomatic representation:

chief of mission: Ambassador Stanley T. ESCUDERO

embassy: (temporary) #39 Ainii Street, Dushanbe

mailing address: APO AE 09862

telephone: 7 (3772) 24–82–33

ECONOMY

Overview: Tajikistan has had the lowest living standards of the CIS republics and now faces the bleakest economic prospects. Agriculture (particularly cotton and fruit growing) is the most important sector, accounting for 38% of employment (1990). Industrial production includes aluminum reduction, hydropower generation, machine tools, refrigerators, and freezers. Throughout 1992 bloody civil disturbances disrupted food imports and several regions became desperately short of basic needs. Hundreds of thousands of people were made homeless by the strife. In late 1992, one–third of industry was shut down and the cotton crop was only one–half of that of 1991.

National product: GDP $NA

National product real growth rate: –34% (1992 est.)

National product per capita: $NA

Inflation rate (consumer prices): 35% per month (first quarter 1993)

Unemployment rate: 0.4% includes only officially registered unemployed; also large numbers of underemployed workers

Budget: revenues $NA; expenditures $NA, including capital expenditures of $NA

Exports: $100 million to outside successor states of the former USSR (1992)

commodities: aluminum, cotton, fruits, vegetable oil, textiles

partners: Russia, Kazakhstan, Ukraine, Uzbekistan

Imports: $100 million from outside the successor states of the former USSR (1992) commodities: chemicals, machinery and transport equipment, textiles, foodstuffs

partners: NA

External debt: $650 million (end of 1991 est.)

Industrial production: growth rate −25% (1992 est.)

Electricity: 4,585,000 kW capacity; 16,800 million kWh produced, 2,879 kWh per capita (1992)

Industries: aluminum, zinc, lead, chemicals and fertilizers, cement, vegetable oil, metal−cutting machine tools, refrigerators and freezers

Agriculture: cotton, grain, fruits, grapes, vegetables; cattle, pigs, sheep and goats, yaks

Illicit drugs: illicit producer of cannabis and opium; mostly for CIS consumption; limited government eradication programs; used as transshipment points for illicit drugs from Southwest Asia to Western Europe

Economic aid: $700 million official and commitments by foreign donors (1992)

Currency: retaining Russian ruble as currency (January 1993)

Exchange rates: rubles per US$1 − 415 (24 December 1992) but subject to wide fluctuations

Fiscal year: calendar year

COMMUNICATIONS
Railroads: 480 km; does not include industrial lines (1990)

Highways: 29,900 km total (1990); 21,400 km hard surfaced, 8,500 km earth

Pipelines: natural gas 400 km (1992)

Airports:

total: 58

useable: 30

with permanent−surface runways: 12

with runways over 3,659 m: 0

with runways 2,440−3,659 m: 4

with runways 1,220−2,439 m: 13

Telecommunications: poorly developed and not well maintained; many towns are not reached by the national network; telephone density in urban locations is about 100 per 1000 persons; linked by cable and microwave to other CIS republics, and by leased connections to the Moscow international gateway switch; satellite earth stations − 1 orbita and 2 INTELSAT (TV receive−only; the second INTELSAT earth station provides TV receive−only service from Turkey)

Defense forces
Branches: Army (being formed), National Guard, Security Forces (internal and border troops)

Manpower availability: males age 15−49 1,313,676; fit for military service 1,079,935; reach military age (18) annually 56,862 (1993 est.)

Defense expenditures: $NA, NA% of GDP

TURKMENISTAN

GEOGRAPHY
Location: South Asia, bordering the Caspian Sea, between Iran and Uzbekistan

Map references: Asia, Commonwealth of Independent States – Central Asian States, Standard Time Zones of the World

Area:

total area: 488,100 km2

land area: 488,100 km2

comparative area: somewhat larger than California

Natural resources: petroleum, natural gas, coal, sulphur, salt

Land use:

arable land: 3%

Environment: contamination of soil and groundwater with agricultural chemicals, pesticides; salinization, water–logging of soil due to poor irrigation methods

Note: landlocked

PEOPLE
Population: 3,914,997 (July 1993 est.)

Population growth rate: 2.04% (1993 est.)

Ethnic divisions: Turkmen 73.3%, Russian 9.8%, Uzbek 9%, Kazakhs 2%, other 5.9%

Religions: Muslim 87%, Eastern Orthodox 11%, unknown 2%

Languages: Turkmen 72%, Russian 12%, Uzbek 9%, other 7%

Literacy: age 9–49 can read and write (1970)

Labor force: 1.542 million

by occupation: agriculture and forestry 42%, industry and construction 21%, other 37% (1990)

GOVERNMENT
Type: republic

Capital: Ashgabat (Ashkhabad)

Independence: 27 October 1991 (from the Soviet Union)

Constitution: adopted 18 May 1992

Legal system: based on civil law system

Executive branch: president, prime minister, nine deputy prime ministers, Council of Ministers

Legislative branch: under 1992 constitution there are two parliamentary bodies, a unicameral People's Council

(Halk Maslahaty – having more than 100 members and meeting infrequently) and a 50–member unicameral Assembly (Majlis)

Judicial branch: Supreme Court

Member of: CIS, CSCE, EBRD, ECO, ESCAP, IBRD, IMF, NACC, UN, UNCTAD

Diplomatic representation in US:

chief of mission: NA

chancery: NA

telephone: NA

US diplomatic representation:

chief of mission: Ambassador Joseph S. HULINGS III

embassy: Yubilenaya Hotel, Ashgabat (Ashkhabad)

mailing address: APO AE 09862

telephone: 7 36320 24–49–08

ECONOMY

Overview: Like the other 15 former Soviet republics, Turkmenistan faces enormous problems of economic adjustment – to move away from Moscow–based central planning toward a system of decisionmaking by private entrepreneurs, local government authorities, and, hopefully, foreign investors. This process requires wholesale changes in supply sources, markets, property rights, and monetary arrangements. Industry – with 10% of the labor force – is heavily weighted toward the energy sector, which produced 11% of the ex–USSR's gas and 1% of its oil. Turkmenistan ranked second among the former Soviet republics in cotton production, mainly in the irrigated western region, where the huge Karakumskiy Canal taps the Amu Darya. The general decline in national product accelerated in 1992, principally because of inability to obtain spare parts and disputes with customers over the price of natural gas.

National product: GDP $NA

National product real growth rate: –10% (1992 est.)

National product per capita: $NA

Inflation rate (consumer prices): 53% per month (first quarter 1993)

Unemployment rate: 15%–20% (1992 est.)

Budget: revenues $NA; expenditures $NA, including capital expenditures of $NA

Exports: $100 million to outside the successor states of the former USSR (1992)

commodities: natural gas, oil, chemicals, cotton, textiles, carpets

partners: Russia, Ukraine, Uzbekistan

Imports: $100 million from outside the successor states of the former USSR (1992)

commodities: machinery and parts, plastics and rubber, consumer durables, textiles

partners: mostly other than former Soviet Union

External debt: $650 million (end 1991 est.)

Industrial production: growth rate −17% (1992 est.)

Electricity: 2,920,000 kW capacity; 13,100 million kWh produced, 3,079 kWh per capita (1992)

Industries: oil and gas, petrochemicals, fertilizers, food processing, textiles

Agriculture: cotton, fruits, vegetables

Illicit drugs: illicit producer of cannabis and opium; mostly for CIS consumption; limited government eradication program; used as transshipment points for illicit drugs from Southwest Asia to Western Europe

Economic aid: $280 million official aid commitments by foreign donors (1992)

Currency: retaining Russian ruble as currency; planning to establish own currency, the manat, but no date set (May 1993)

Exchange rates: rubles per US$1 − 415 (24 December 1992) but subject to wide fluctuations

Fiscal year: calendar year

COMMUNICATIONS
Railroads: 2,120 km; does not include industrial lines (1990)

Highways: 23,000 km total; 18,300 km hard surfaced, 4,700 km earth (1990)

Pipelines: crude oil 250 km, natural gas 4,400 km

Ports: inland − Krasnovodsk (Caspian Sea)

Airports:

total: 7

useable: 7

with permanent−surface runways: 4

with runways over 3,659 m: 0

with runways 2,440−3,659 m: 0

with runways 1,220−2,439 m: 4

Telecommunications: poorly developed; only 65 telephones per 1000 persons (1991); linked by cable and microwave to other CIS republics and to other countries by leased connections to the Moscow international gateway switch; a new direct telephone link from Ashgabat (Ashkhabad) to Iran has been established; satellite earth stations − 1 Orbita and 1 INTELSAT for TV receive−only service; a newly installed satellite earth station provides TV receiver−only capability for Turkish broadcasts

Defense forces
Branches: National Guard, Republic Security Forces (internal and border troops), Joint Command Turkmenistan/Russia (Ground, Navy or Caspian Sea Flotilla, Air, and Air Defense)

Manpower availability: males age 15−49 933,285; fit for military service 765,824; reach military age (18) annually 39,254 (1993 est.)

Defense expenditures: exchange rate conversion − $NA, NA% of GDP

UKRAINE

GEOGRAPHY
Location: Eastern Europe, bordering the Black Sea, between Poland and Russia

Map references: Asia, Commonwealth of Independent States -- European States, Europe, Standard Time Zones of the World

Area:

total area: 603,700 km2

land area: 603,700 km2

comparative area: somewhat smaller than Texas

International disputes: potential border disputes with Moldova and Romania in northern Bukovina and southern Odes'ka Oblast'; potential dispute with Moldova over former southern Bessarabian areas; has made no territorial claim in Antarctica (but has reserved the right to do so) and does not recognize the claims of any other nation

Natural resources: iron ore, coal, manganese, natural gas, oil, salt, sulphur, graphite, titanium, magnesium, kaolin, nickel, mercury, timber

Land use:

arable land: 56%

Environment: air and water pollution, deforestation, radiation contamination around Chornobyl' nuclear power plant

Note: strategic position at the crossroads between Europe and Asia; second largest country in Europe

PEOPLE
Population: 51,821,230 (July 1993 est.)

Population growth rate: 0.06% (1993 est.)

Ethnic divisions: Ukrainian 73%, Russian 22%, Jewish 1%, other 4%

Religions: Ukrainian Orthodox -- Moscow Patriarchate, Ukrainian Orthodox -- Kiev Patriarchate, Ukrainian Autocephalous Orthodox, Ukrainian Catholic (Uniate), Protestant, Jewish

Languages: Ukrainian, Russian, Romanian, Polish

Literacy: age 9-49 can read and write (1970)

Labor force: 25.277 million

by occupation: industry and construction 41%, agriculture and forestry 19%, health, education, and culture 18%, trade and distribution 8%, transport and communication 7%, other 7% (1990)

GOVERNMENT
Type: republic

Capital: Kiev (Kyyiv)

Independence: 1 December 1991 (from Soviet Union)

Constitution: using 1978 pre-independence constitution; new constitution currently being drafted

Legal system: based on civil law system; no judicial review of legislative acts

Executive branch: president, prime minister, cabinet

Legislative branch: unicameral Supreme Council

Judicial branch: being organized

Member of: BSEC, CBSS (observer), CIS, CSCE, EBRD, ECE, IAEA, IBRD, ILO, IMF, INMARSAT, IOC, ITU, NACC, PCA, UN, UNCTAD, UNESCO, UNIDO, UNPROFOR, UPU, WHO, WIPO, WMO

Diplomatic representation in US:

chief of mission: Ambassador Oleh Hryhorovych BILORUS

chancery: 3350 M Street NW, Suite 200, Washington, DC 20007

telephone: (202) 333-0606

FAX: (202) 333-0817

US diplomatic representation:

chief of mission: Ambassador Roman POPADIUK

embassy: 10 Vul. Yuria Kotsyubinskovo, 252053 Kiev 53

mailing address: APO AE 09862

telephone: 7 (044) 244-7349

FAX: 7 (044) 244-7350

ECONOMY

Overview: After Russia, the Ukrainian republic was far and away the most important economic component of the former Soviet Union producing more than three times the output of the next-ranking republic. Its fertile black soil generated more than one fourth of Soviet agricultural output, and its farms provided substantial quantities of meat, milk, grain and vegetables to other republics. Likewise, its well-developed and diversified heavy industry supplied equipment and raw materials to industrial and mining sites in other regions of the former USSR. In 1992 the Ukrainian government liberalized most prices and erected a legal framework for privatizing state enterprises while retaining many central economic controls and continuing subsidies to state production enterprises. In November 1992 the new Prime Minister KUCHMA launched a new economic reform program promising more freedom to the agricultural sector, faster privatization of small and medium enterprises, and stricter control over state subsidies. Even so, the magnitude of the problems and the slow pace in building new market-oriented institutions preclude a near-term recovery of output to the 1990 level.

National product: GDP $NA

National product real growth rate: -13% (1992 est.)

National product per capita: $NA

Inflation rate (consumer prices): 20%-30% per month (first quarter 1993)

Unemployment rate: NA%

Budget: revenues $NA; expenditures $NA, including capital expenditures of $NA

Exports: $13.5 billion to outside of the successor states of the former USSR (1990)

commodities: coal, electric power, ferrous and nonferrous metals, chemicals, machinery and transport equipment, grain, meat

partners: NA

Imports: $16.7 billion from outside of the successor states of the former USSR (1990)

commodities: machinery and parts, transportation equipment, chemicals, textiles

partners: NA

External debt: $12 billion (1992 est.)

Industrial production: growth rate −9% (1992)

Electricity: 55,882,000 kW capacity; 281,000 million kWh produced, 5,410 kWh per capita (1992)

Industries: coal, electric power, ferrous and nonferrous metals, machinery and transport equipment, chemicals, food−processing (especially sugar)

Agriculture: grain, vegetables, meat, milk, sugar beets

Illicit drugs: illicit producer of cannabis and opium; mostly for CIS consumption; limited government eradication program; used as transshipment points for illicit drugs to Western Europe

Economic aid: $NA

Currency: Ukraine withdrew the Russian ruble from circulation on 12 November 1992 and declared the karbovanets (plural karbovantsi) sole legal tender in Ukrainian markets; Ukrainian officials claim this is an interim move toward introducing a new currency − the hryvnya − possibly in late 1993

Exchange rates: Ukrainian karbovantsi per $US1 − 3,000 (1 April 1993)

Fiscal year: calendar year

COMMUNICATIONS

Railroads: 22,800 km; does not include industrial lines (1990)

Highways: 273,700 km total (1990); 236,400 km hard surfaced, 37,300 km earth

Inland waterways: 1,672 km perennially navigable (Pripyat and Dnipro River)

Pipelines: crude oil 2,010 km, petroleum products 1,920 km, natural gas 7,800 km (1992)

Ports: coastal − Berdyans'k, Illichivs'k Kerch, Kherson, Mariupol' (formerly Zhdanov), Mykolayiv, Odesa, Sevastopol', Pirdenne; inland − Kiev (Kyyiv)

Merchant marine: 394 ships (1,000 GRT or over) totaling 3,952,328 GRT/5,262,161 DWT; includes 234 cargo, 18 container, 7 barge carriers, 55 bulk cargo, 10 oil tanker, 2 chemical tanker, 1 liquefied gas, 12 passenger, 5 passenger cargo, 9 short−sea passenger, 33 roll−on/roll−off, 2 railcar carrier, 1 multi−function−large−load−carrier, 5 refrigerated cargo

Airports:

total: 694

useable: 100

with permanent-surface runways: 111

with runways over 3,659 m: 3

with runways 2,440-3,659 m: 81

with runways 1,220-2,439 m: 78

Telecommunications: international electronic mail system established in Kiev; Ukraine has about 7 million telephone lines (135 telephones for each 1000 persons); as of mid-1992, 650 telephone lines per 1000 persons in Kiev with 15-20 digital switches as of mid-1991; NMT-450 analog cellular network under construction in Kiev; 3.56 million applications for telephones could not be satisfied as of January 1990; international calls can be made via satellite, by landline to other CIS countries, and through the Moscow international switching center on 150 international lines; satellite earth stations employ INTELSAT, INMARSAT, and Intersputnik; fiber optic cable installation (intercity) remains incomplete; new international digital telephone exchange operational in Kiev for direct communication with 167 countries

Defense forces

Branches: Army, Navy, Airspace Defense Forces, Republic Security Forces (internal and border troops), National Guard

Manpower availability: males age 15-49 12,070,775; fit for military service 9,521,697; reach military age (18) annually 365,534 (1993 est.)

Defense expenditures: 544,256 million karbovantsi, NA% of GDP (forecast for 1993); note - conversion of the military budget into US dollars using the current exchange rate could produce misleading results

UZBEKISTAN

GEOGRAPHY
Location: Central Asia, bordering the Aral Sea, between Kazakhstan and Turkmenistan

Map references: Asia, Commonwealth of Independent States -- Central Asian States, Standard Time Zones of the World

Area:

total area: 447,400 km2

land area: 425,400 km2

comparative area: slightly larger than California

Natural resources: natural gas, petroleum, coal, gold, uranium, silver, copper, lead and zinc, tungsten, molybdenum

Land use:

arable land: 10%

Environment: drying up of the Aral Sea is resulting in growing concentrations of chemical pesticides and natural salts

Note: landlocked

PEOPLE
Population: 22,127,946 (July 1993 est.)

Population growth rate: 2.17% (1993 est.)

Ethnic divisions: Uzbek 71.4%, Russian 8.3%, Tajik 4.7%, Kazakhs 4.1%, Tartars 2.4% (includes 70% of Crimean Tatars deported during World War II), Karakalpaks 2.1%, other 7%

Religions: Muslim 88% (mostly Sunnis), Eastern Orthodox 9%, other 3%

Languages: Uzbek 85%, Russian 5%, other 10%

Literacy: age 9-49 can read and write (1970)

Labor force: 7.941 million

by occupation: agriculture and forestry 39%, industry and construction 24%, other 37% (1990)

GOVERNMENT
Type: republic

Capital: Tashkent (Toshkent)

Independence: 31 August 1991 (from Soviet Union)

Constitution: new constitution adopted 8 December 1992

Legal system: evolution of Soviet civil law

Executive branch: president, prime minister, cabinet

Legislative branch: unicameral Supreme Soviet

Judicial branch: Supreme Court

Member of: CIS, CSCE, EBRD, ECO, ESCAP, IBRD, IDA, IMF, NACC, UN, UNCTAD, WHO

Diplomatic representation in US:

chief of mission: Ambassador Muhammed Babir MALIKOV

chancery: 200 Pennsylvania Avenue NW, Washington, DC 20006

telephone: (202) 778-0107

FAX: (202) 861-0472

US diplomatic representation:

chief of mission: Ambassador Henry L. CLARKE

embassy: 55 Chelanzanskaya, Tashkent

mailing address: APO AE 09862

telephone: 7 (3712) 77-14-07

ECONOMY

Overview: Although Uzbekistan accounted for only 3.4% of total Soviet output, it produced two-thirds of the USSR's cotton and ranks as the fourth largest global producer. Moscow's push for ever-increasing amounts of cotton had included massive irrigation projects which caused extensive environmental damage to the Aral Sea and rivers of the republic. Furthermore, the lavish use of chemical fertilizers has caused extensive pollution and widespread health problems. Recently the republic has sought to encourage food production at the expense of cotton. The small industrial sector specializes in such items as agricultural machinery, mineral fertilizers, vegetable oil, and bridge cranes. Uzbekistan also has some important natural resources including gold (about 30% of former Soviet production), uranium, and natural gas. The Uzbek Government has encouraged some land reform but has shied away from other aspects of economic reform. Output and living standards continued to fall in 1992 largely because of the cumulative impact of disruptions in supply that have followed the dismemberment of the USSR.

National product: GDP $NA

National product real growth rate: -10% (1992)

National product per capita: $NA

Inflation rate (consumer prices): at least 17% per month (first quarter 1993)

Unemployment rate: 0.1% includes only officially registered unemployed; there are also large numbers of underemployed workers

Budget: revenues $NA; expenditures $NA, including capital expenditures of $NA

Exports: $900 million to outside the successor states of the former USSR (1992)

commodities: cotton, gold, textiles, chemical and mineral fertilizers, vegetable oil

partners: Russia, Ukraine, Eastern Europe

Imports: $900 million from outside the successor states of the former USSR (1992) commodities: machinery and parts, consumer durables, grain, other foods

partners: principally other former Soviet republics

External debt: $2 billion (end 1991 est.)

Industrial production: growth rate −6%

Electricity: 11,950,000 kW capacity; 50,900 million kWh produced, 2,300 kWh per capita (1992)

Industries: chemical and mineral fertilizers, vegetable oil, textiles

Agriculture: cotton, with much smaller production of grain, fruits, vegetables, and livestock

Illicit drugs: illicit producers of cannabis and opium; mostly for CIS consumption; limited government eradication programs; used as transshipment points for illicit drugs to Western Europe

Economic aid: $950 million official aid commitments by foreign donors (1992)

Currency: retaining Russian ruble as currency (January 1993)

Exchange rates: rubles per US$1 − 415 (24 December 1992) but subject to wide fluctuations

Fiscal year: calendar year

COMMUNICATIONS
Railroads: 3,460 km; does not include industrial lines (1990)

Highways: 78,400 km total; 67,000 km hard−surfaced, 11,400 km earth (1990)

Pipelines: crude oil 250 km, petroleum products 40 km, natural gas 810 km (1992)

Ports: none; landlocked

Airports:

total: 265

useable: 74

with permanent−surface runways: 30

with runways over 3,659 m: 2

with runways 2,440−3,659 m: 20

with runways 1,220−2,439 m: 19

Telecommunications: poorly developed; NMT−450 analog cellular network established in Tashkent; 1.4 million telephone lines with 7.2 lines per 100 persons (1992); linked by landline or microwave with CIS member states and by leased connection via the Moscow international gateway switch to other countries; satellite earth stations − Orbita and INTELSAT (TV receive only); new intelsat earth station provides TV receive only capability for Turkish broadcasts; new satellite ground station also installed in Tashkent for direct linkage to Tokyo.

Defense forces
Branches: Army, National Guard, Republic Security Forces (internal and border troops)

Manpower availability: males age 15−49 5,214,075; fit for military service 4,272,398; reach military age (18) annually 218,916 (1993 est.)

Defense expenditures: exchange rate conversion – $NA, NA% of GDP

ALBANIA

GEOGRAPHY
Location: Southeastern Europe, on the Balkan Peninsula between Serbia and Montenegro and Greece

Map references: Africa, Ethnic Groups in Eastern Europe, Europe, Standard Time Zones of the World

Area:

total area: 28,750 km2

land area: 27,400 km2

comparative area: slightly larger than Maryland

International disputes: Kosovo question with Serbia and Montenegro; Northern Epirus question with Greece

Natural resources: petroleum, natural gas, coal, chromium, copper, timber, nickel

Land use:

arable land: 21%

Environment: subject to destructive earthquakes; tsunami occur along southwestern coast

Note: strategic location along Strait of Otranto (links Adriatic Sea to Ionian Sea and Mediterranean Sea)

PEOPLE
Population: 3,333,839 (July 1993 est.)

Population growth rate: 1.21% (1993 est.)

Ethnic divisions: Albanian 90%, Greeks 8%, other 2% (Vlachs, Gypsies, Serbs, and Bulgarians) (1989 est.)

Religions: Muslim 70%, Greek Orthodox 20%, Roman Catholic 10%

note: all mosques and churches were closed in 1967 and religious observances prohibited; in November 1990, Albania began allowing private religious practice

Languages: Albanian (Tosk is the official dialect), Greek

Literacy: age 9 and over can read and write (1955)

Labor force: 1.5 million (1987)

by occupation: agriculture 60%, industry and commerce 40% (1986)

GOVERNMENT
Type: nascent democracy

Capital: Tirane

Independence: 28 November 1912 (from Ottoman Empire)

Constitution: an interim basic law was approved by the People's Assembly on 29 April 1991; a new constitution was to be drafted for adoption in 1992, but is still in process

Legal system: has not accepted compulsory ICJ jurisdiction

Executive branch: president, prime minister of the Council of Ministers, two deputy prime ministers of the Council of Ministers

Legislative branch: unicameral People's Assembly (Kuvendi Popullor)

Judicial branch: Supreme Court

Member of: BSEC, CSCE, EBRD, ECE, FAO, IAEA, IBRD, ICAO, IDA, IFAD, IFC, IMF, INTERPOL, IOC, IOM (observer), ISO, ITU, LORCS, NACC, OIC, UN, UNCTAD, UNESCO, UNIDO, UPU, WHO, WIPO, WMO

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embassy: Rruga Labinoti 103, room 2921, Tirane

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ECONOMY

Overview: The Albanian economy, already providing the lowest standard of living in Europe, contracted sharply in 1991, with most industries producing at only a fraction of past levels and an unemployment rate estimated at 40%. For over 40 years, the Stalinist-type economy operated on the principle of central planning and state ownership of the means of production. Fitful economic reforms begun during 1991, including the liberalization of prices and trade, the privatization of shops and transport, and land reform, were crippled by widespread civil disorder. Following its overwhelming victory in the 22 March 1992 elections, the new Democratic government announced a program of shock therapy to stabilize the economy and establish a market economy. In an effort to expand international ties, Tirane has reestablished diplomatic relations with the major republics of the former Soviet Union and the US and has joined the IMF and the World Bank. The Albanians have also passed legislation allowing foreign investment, but not foreign ownership of real estate. Albania possesses considerable mineral resources and, until 1990, was largely self-sufficient in food; however, the breakup of cooperative farms in 1991 and general economic decline forced Albania to rely on foreign aid to maintain adequate supplies. In 1992 the government tightened budgetary controls leading to another drop in domestic output. The agricultural sector is steadily gaining from the privatization process. Low domestic output is supplemented by remittances from the 200,000 Albanians working abroad.

National product: GDP - purchasing power equivalent - $2.5 billion (1992 est.)

National product real growth rate: -10% (1992 est.)

National product per capita: $760 (1992 est.)

Inflation rate (consumer prices): 210% (1992 est.)

Unemployment rate: 40% (1992 est.)

Budget: revenues $1.1 billion; expenditures $1.4 billion, including capital expenditures of $70 million (1991 est.)

Exports: $45 million (f.o.b., 1992 est.)

commodities: asphalt, metals and metallic ores, electricity, crude oil, vegetables, fruits, tobacco

partners: Italy, Macedonia, Germany, Greece, Czechoslovakia, Poland, Romania, Bulgaria, Hungary

Imports: $120 million (f.o.b., 1992 est.)

commodities: machinery, consumer goods, grains

partners: Italy, Macedonia, Germany, Czechoslovakia, Romania, Poland, Hungary, Bulgaria, Greece

External debt: $500 million (1992 est.)

Industrial production: growth rate −55% (1991 est.)

Electricity: 1,690,000 kW capacity; 5,000 million kWh produced, 1,520 kWh per capita (1992)

Industries: food processing, textiles and clothing, lumber, oil, cement, chemicals, mining, basic metals, hydropower

Agriculture: arable land per capita among lowest in Europe; over 60% of arable land now in private hands; one-half of work force engaged in farming; wide range of temperate-zone crops and livestock

Illicit drugs: transshipment point for Southwest Asian heroin transiting the Balkan route

Economic aid: recipient − $190 million humanitarian aid, $94 million in loans/guarantees/credits

Currency: 1 lek (L) = 100 qintars

Exchange rates: leke (L) per US$1 − 97 (January 1993), 50 (January 1992), 25 (September 1991)

Fiscal year: calendar year

COMMUNICATIONS

Railroads: 543 km total; 509 km 1.435-meter standard gauge, single track and 34 km narrow gauge, single track (1990); line connecting Titograd (Serbia and Montenegro) and Shkoder (Albania) completed August 1986

Highways: 16,700 km total; 6,700 km highways, 10,000 km forest and agricultural cart roads (1990)

Inland waterways: 43 km plus Albanian sections of Lake Scutari, Lake Ohrid, and Lake Prespa (1990)

Pipelines: crude oil 145 km; petroleum products 55 km; natural gas 64 km (1991)

Ports: Durres, Sarande, Vlore

Merchant marine: 11 cargo ships (1,000 GRT or over) totaling 52,967 GRT/76,887 DWT

Airports:

total: 12

usable: 10

with permanent-surface runways: 3

with runways over 3,659 m: 0

with runways 2,440-3,659 m: 6

with runways 1,220-2,439 m: 4

Telecommunications: inadequate service; 15,000 telephones; broadcast stations - 13 AM, 1 TV; 514,000 radios, 255,000 TVs (1987 est.)

Defense forces
Branches: Army, Navy, Air and Air Defense Forces, Interior Ministry Troops

Manpower availability: males age 15-49 896,613; fit for military service 739,359; reach military age (19) annually 32,740 (1993 est.)

Defense expenditures: 215 million leke, NA% of GNP (1993 est.); note - conversion of defense expenditures into US dollars using the current exchange rate could produce misleading results

BOSNIA AND HERZEGOVINA

Note: Bosnia and Herzegovina is suffering from inter-ethnic civil strife which began in March 1992 after the Bosnian Government held a referendum on independence. Bosnia's Serbs – supported by neighboring Serbia – responded with armed resistance aimed at partitioning the republic along ethnic lines and joining Serb held areas to a "greater Serbia". Since the onset of the conflict, which has driven approximately half of the pre-war population of 4.4 million from their homes, both the Bosnian Serbs and the Bosnian Croats have asserted control of more than three-quarters of the territory formerly under the control of the Bosnian Government. The UN and the EC are continuing to try to mediate a plan for peace.

GEOGRAPHY
Location: Southeastern Europe, on the Balkan Peninsula, between Croatia and Serbia and Montenegro

Map references: Africa, Arctic Region, Ethnic Groups in Eastern Europe, Europe, Standard Time Zones of the World

Area:

total area: 51,233 km2

land area: 51,233 km2

comparative area: slightly larger than New Hampshire and Vermont combined

International disputes: Serbia and Montenegro and Croatia seek to cantonize Bosnia and Herzegovina; Muslim majority being forced from many areas

Environment: air pollution from metallurgical plants; water scarce; sites for disposing of urban waste are limited; subject to frequent and destructive earthquakes

PEOPLE
Population: 4,618,804 (July 1993 est.)

note: all data dealing with population is subject to considerable error because of the dislocations caused by military action and ethnic cleansing

Population growth rate: 0.72% (1993 est.)

Ethnic divisions: Muslim 44%, Serb 31%, Croat 17%, other 8%

Religions: Muslim 40%, Orthodox 31%, Catholic 15%, Protestant 4%, other 10%

Languages: Serbo-Croatian 99%

total population: NA%

male: NA%

female: NA%

Labor force: 1,026,254

by occupation: agriculture 2%, industry, mining 45% (1991 est.)

GOVERNMENT
Type: emerging democracy

Capital: Sarajevo

Independence: NA April 1992 (from Yugoslavia)

Constitution: NA

Legal system: based on civil law system

National holiday: NA

Executive branch: collective presidency, prime minister, deputy prime ministers, cabinet

Legislative branch: bicameral National Assembly consists of an upper house or Chamber of Municipalities (Vijece Opeina) and a lower house or Chamber of Citizens (Vijece Gradanstvo)

Judicial branch: Supreme Court, Constitutional Court

Member of: CEI, CSCE, ECE, UN, UNCTAD, WHO

Diplomatic representation in US:

chief of mission: NA

chancery: NA

telephone: NA

US diplomatic representation: the US maintains full diplomatic relations with Bosnia and Herzegovina but has not yet established an embassy in Serajevo

ECONOMY

Overview: Bosnia and Herzegovina ranked next to Macedonia as the poorest republic in the old Yugoslav federation. Although agriculture has been almost all in private hands, farms have been small and inefficient, and the republic traditionally has been a net importer of food. Industry has been greatly overstaffed, one reflection of the rigidities of Communist central planning and management. Tito had pushed the development of military industries in the republic with the result that Bosnia hosted a large share of Yugoslavia's defense plants. As of March 1993, Bosnia and Herzegovina was being torn apart by the continued bitter interethnic warfare that has caused production to plummet, unemployment and inflation to soar, and human misery to multiply. No reliable economic statistics for 1992 are available, although output clearly fell below the already depressed 1991 level.

National product: GDP — purchasing power equivalent — $14 billion (1991 est.)

National product real growth rate: −37% (1991 est.)

National product per capita: $3,200 (1991 est.)

Inflation rate (consumer prices): 80% per month (1991)

Unemployment rate: 28% (February 1992 est.)

Budget: revenues $NA; expenditures $NA, including capital expenditures of $NA

Exports: $2,054 million (1990)

commodities: manufactured goods 31%, machinery and transport equipment 20.8%, raw materials 18%, miscellaneous manufactured articles 17.3%, chemicals 9.4%, fuel and lubricants 1.4%, food and live animals 1.2%

partners: principally the other former Yugoslav republics

Imports: $1,891 million (1990)

commodities: fuels and lubricants 32%, machinery and transport equipment 23.3%, other manufactures 21.3%, chemicals 10%, raw materials 6.7%, food and live animals 5.5%, beverages and tobacco 1.9%

partners: principally the other former Yugoslav republics

External debt: $NA

Industrial production: growth rate NA%, but production is sharply down because of interethnic and inter-republic warfare (1991-92)

Electricity: 3,800,000 kW capacity; 7,500 million kWh produced, 1,700 kWh per capita (1992)

Industries: steel production, mining (coal, iron ore, lead, zinc, manganese, and bauxite), manufacturing (vehicle assembly, textiles, tobacco products, wooden furniture, 40% of former Yugoslavia's armaments including tank and aircraft assembly, domestic appliances), oil refining

Agriculture: accounted for 9.0% of GDP in 1989; regularly produces less than 50% of food needs; the foothills of northern Bosnia support orchards, vineyards, livestock, and some wheat and corn; long winters and heavy precipitation leach soil fertility reducing agricultural output in the mountains; farms are mostly privately held, small, and not very productive

Illicit drugs: NA

Economic aid: $NA

Currency: Croatian dinar used in ethnic Croat areas, "Yugoslav" dinar used in all other areas

Exchange rates: NA

Fiscal year: calendar year

COMMUNICATIONS
Railroads: NA km

Highways: 21,168 km total (1991); 11,436 km paved, 8,146 km gravel, 1,586 km earth; note - highways now disrupted

Inland waterways: NA km

Pipelines: crude oil 174 km, natural gas 90 km (1992); note - pipelines now disrupted

Ports: coastal - none; inland - Bosanski Brod on the Sava River

Airports:

total: 27

useable: 22

with permanent-surface runways: 8

with runways over 3659: 0

with runways 2440-3659 m: 4

with runways 1220-2439 m: 5

Telecommunications: telephone and telegraph network is in need of modernization and expansion, many urban areas being below average compared with services in other former Yugoslav republics; 727,000 telephones;

broadcast stations – 9 AM, 2 FM, 6 TV; 840,000 radios; 1,012,094 TVs; NA submarine coaxial cables; satellite ground stations – none

Defense forces
Branches: Army

Manpower availability: males age 15–49 1,283,576; fit for military service 1,045,512; reach military age (19) annually 37,827 (1993 est.)

Defense expenditures: $NA, NA% of GDP

BULGARIA

GEOGRAPHY
Location: Southeastern Europe, bordering the Black Sea, between Romania and Turkey

Map references: Africa, Arctic Region, Ethnic Groups in Eastern Europe, Europe, Middle East, Standard Time Zones of the World

Area:

total area: 110,910 km2

land area: 110,550 km2

comparative area: slightly larger than Tennessee

International disputes: Macedonia question with Greece and Macedonia

Natural resources: bauxite, copper, lead, zinc, coal, timber, arable land

Land use:

arable land: 34%

Environment: subject to earthquakes, landslides; deforestation; air pollution

Note: strategic location near Turkish Straits; controls key land routes from Europe to Middle East and Asia

PEOPLE
Population: 8,831,168 (July 1993 est.)

Population growth rate: −0.39% (1993 est.)

Ethnic divisions: Bulgarian 85.3%, Turk 8.5%, Gypsy 2.6%, Macedonian 2.5%, Armenian 0.3%, Russian 0.2%, other 0.6%

Religions: Bulgarian Orthodox 85%, Muslim 13%, Jewish 0.8%, Roman Catholic 0.5%, Uniate Catholic 0.2%, Protestant, Gregorian−Armenian, and other 0.5%

Languages: Bulgarian; secondary languages closely correspond to ethnic breakdown

Literacy: age 15 and over can read and write (1970)

Labor force: 4.3 million

by occupation: industry 33%, agriculture 20%, other 47% (1987)

GOVERNMENT
Type: emerging democracy

Capital: Sofia

Independence: 22 September 1908 (from Ottoman Empire)

Constitution: adopted 12 July 1991

Legal system: based on civil law system, with Soviet law influence; has accepted compulsory ICJ jurisdiction

Executive branch: president, chairman of the Council of Ministers (prime minister), three deputy chairmen of the Council of Ministers, Council of Ministers

Legislative branch: unicameral National Assembly (Narodno Sobranie)

Judicial branch: Supreme Court, Constitutional Court

Member of: BIS, BSEC, CCC, CE, CSCE, EBRD, ECE, FAO, G-9, IAEA, IBRD, ICAO, ICFTU, IFC, ILO, IMF, IMO, INMARSAT, INTERPOL, IOC, IOM (observer), ISO, ITU, LORCS, NACC, NAM (guest), NSG, PCA, UN, UNCTAD, UNESCO, UNIDO, UNTAC, UPU, WHO, WIPO, WMO, WTO, ZC

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US diplomatic representation:

chief of mission: Ambassador Hugh Kenneth HILL

embassy: 1 Alexander Stamboliski Boulevard, Sofia, Unit 25402

mailing address: APO AE 09213-5740

telephone: 359 (2) 88-48-01 through 05

FAX: 359 (2) 80-19-77

ECONOMY

Overview: Growth in the lackluster Bulgarian economy fell to the 2% annual level in the 1980s. By 1990, Sofia's foreign debt had skyrocketed to over $10 billion - giving a debt-service ratio of more than 40% of hard currency earnings and leading the regime to declare a moratorium on its hard currency payments. The post-Communist government faces major problems of renovating an aging industrial plant; keeping abreast of rapidly unfolding technological developments; investing in additional energy capacity (the portion of electric power from nuclear energy reached over one-third in 1990); and motivating workers, in part by giving them a share in the earnings of their enterprises. Political bickering in Sofia and the collapse of the DIMITROV government in October 1992 have slowed the economic reform process. New Prime Minister BEROV, however, has pledged to continue the reforms initiated by the previous government. He has promised to continue cooperation with the World Bank and IMF, advance negotiations on rescheduling commercial debt, and push ahead with privatization. BEROV's government - whose main parliamentary supporters are the former Communist Bulgarian Socialist Party (BSP) - nonetheless appears likely to pursue more interventionist tactics in overcoming the county's economic problems.

National product: GDP - purchasing power equivalent - $34.1 billion (1992)

National product real growth rate: -7.7% (1992)

National product per capita: $3,800 (1992)

Inflation rate (consumer prices): 80% (1992)

Unemployment rate: 15% (1992)

Budget: revenues $8 billion; expenditures $5 billion, including capital expenditures of $NA (1991 est.)

Exports: $3.5 billion (f.o.b., 1991)

commodities: machinery and equipment 30.6%; agricultural products 24%; manufactured consumer goods 22.2%; fuels, minerals, raw materials, and metals 10.5%; other 12.7% (1991)

partners: former CEMA countries 57.7% (USSR 48.6%, Poland 2.1%, Czechoslovakia 0.9%); developed countries 26.3% (Germany 4.8%, Greece 2.2%); less developed countries 15.9% (Libya 2.1%, Iran 0.7%) (1991)

Imports: $2.8 billion (f.o.b., 1991)

commodities: fuels, minerals, and raw materials 58.7%; machinery and equipment 15.8%; manufactured consumer goods 4.4%; agricultural products 15.2%; other 5.9%

partners: former CEMA countries 51.0% (former USSR 43.2%, Poland 3.7%);
developed countries 32.8% (Germany 7.0%, Austria 4.7%); less developed countries 16.2% (Iran 2.8%, Libya 2.5%)

External debt: $12 billion (1991)

Industrial production: growth rate −21% (1992 est.); accounts for about 37% of GDP (1990)

Electricity: 11,500,000 kW capacity; 45,000 million kWh produced, 5,070 kWh per capita (1992)

Industries: machine building and metal working, food processing, chemicals, textiles, building materials, ferrous and nonferrous metals

Agriculture: accounts for 22% of GDP (1990); climate and soil conditions support livestock raising and the growing of various grain crops, oilseeds, vegetables, fruits, and tobacco; more than one−third of the arable land devoted to grain; world's fourth−largest tobacco exporter; surplus food producer

Illicit drugs: transshipment point for southwest Asian heroin transiting the Balkan route

Economic aid: donor − $1.6 billion in bilateral aid to non−Communist less developed countries (1956−89)

Currency: 1 lev (Lv) = 100 stotinki

Exchange rates: leva (Lv) per US$1 − 24.56 (January 1993),17.18 (January 1992), 16.13 (March 1991), 0.7446 (November 1990), 0.84 (1989), 0.82 (1988), 0.90 (1987); note − floating exchange rate since February 1991

Fiscal year: calendar year

COMMUNICATIONS

Railroads: 4,300 km total, all government owned (1987); 4,055 km 1.435−meter standard gauge, 245 km narrow gauge; 917 km double track; 2,640 km electrified

Highways: 36,908 km total; 33,535 km hard surface (including 242 km superhighways); 3,373 km earth roads (1987)

Inland waterways: 470 km (1987)

Pipelines: crude oil 193 km; petroleum products 525 km; natural gas 1,400 km (1992)

Ports: coastal − Burgas, Varna, Varna West; inland − Ruse, Vidin, and Lom on the Danube

Merchant marine: 112 ships (1,000 GRT and over) totaling 1,262,320 GRT/1,887,729 DWT; includes 2 short−sea passenger, 30 cargo, 2 container, 1 passenger−cargo training, 6 roll−on/roll−off, 15 oil tanker, 4 chemical carrier, 2 railcar carrier, 50 bulk; Bulgaria owns 1 ship (1,000 GRT or over) totaling 8,717 DWT operating under Liberian registry

Airports:

total: 380

usable: 380

with permanent-surface runways: 120

with runways over 3659 m: 0

with runways 2,440-3,659 m: 20

with runways 1,220-2,439 m: 20

Telecommunications: extensive but antiquated transmission system of coaxial cable and microwave radio relay; 2.6 million telephones; direct dialing to 36 countries; phone density is 29 phones per 100 persons (1992); almost two-thirds of the lines are residential; 67% of Sofia households have phones (November 1988); telephone service is available in most villages; broadcast stations - 20 AM, 15 FM, and 29 TV, with 1 Soviet TV repeater in Sofia; 2.1 million TV sets (1990); 92% of country receives No. 1 television program (May 1990); 1 satellite ground station using Intersputnik; INTELSAT is used through a Greek earth station

Defense forces
Branches: Army, Navy, Air and Air Defense Forces, Frontier Troops, Internal Troops

Manpower availability: males age 15-49 2,178,136; fit for military service 1,819,901; reach military age (19) annually 69,495 (1993 est.)

Defense expenditures: 5.77 billion leva, NA% of GDP (1993 est.); note - conversion of defense expenditures into US dollars using the current exchange rate could produce misleading results

CROATIA

GEOGRAPHY
Location: Southeastern Europe, on the Balkan Peninsula, bordering the Adriatic Sea, between Slovenia and Bosnia and Herzegovina

Map references: Africa, Ethnic Groups in Eastern Europe, Europe, Standard Time Zones of the World

Area:

total area: 56,538 km2

land area: 56,410 km2

comparative area: slightly smaller than West Virginia

International disputes: Serbian enclaves in eastern Croatia and along the western Bosnia and Herzegovina border; dispute with Slovenia over fishing rights in Adriatic

Natural resources: oil, some coal, bauxite, low-grade iron ore, calcium, natural asphalt, silica, mica, clays, salt

Land use:

arable land: 32%

Environment: air pollution from metallurgical plants; damaged forest; coastal pollution from industrial and domestic waste; subject to frequent and destructive earthquakes

Note: controls most land routes from Western Europe to Aegean Sea and Turkish Straits

PEOPLE
Population: 4,694,398 (July 1993 est.)

Population growth rate: 0.07% (1993 est.)

Ethnic divisions: Croat 78%, Serb 12%, Muslim 0.9%, Hungarian 0.5%, Slovenian 0.5%, others 8.1%

Religions: Catholic 76.5%, Orthodox 11.1%, Slavic Muslim 1.2%, Protestant 1.4%, others and unknown 9.8%

Languages: Serbo-Croatian 96%, other 4%

Labor force: 1,509,489

by occupation: industry and mining 37%, agriculture 16% (1981 est.), government NA%, other

GOVERNMENT
Type: parliamentary democracy

Capital: Zagreb

Independence: NA June 1991 (from Yugoslavia)

Constitution: adopted on 2 December 1991

Legal system: based on civil law system

Executive branch: president, prime minister, deputy prime ministers, cabinet

Legislative branch: bicameral Parliament consists of an upper house or House of Parishes (Zupanije Dom) and a lower house or Chamber of Deputies (Predstavnicke Dom)

Judicial branch: Supreme Court, Constitutional Court

Member of: CEI, CSCE, ECE, ICAO, IMO, IOM (observer), UN, UNCTAD, UNESCO, UNIDO, UPU, WHO

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FAX: 38 (41) 440-235

ECONOMY

Overview: Before the dissolution of Yugoslavia, the republic of Croatia, after Slovenia, was the most prosperous and industrialized area, with a per capita output roughly comparable to that of Portugal and perhaps one-third above the Yugoslav average. Croatian Serb Nationalists control approximately one third of the Croatian territory, and one of the overriding determinants of Croatia's long-term political and economic prospects will be the resolution of this territorial dispute. Croatia faces monumental problems stemming from: the legacy of longtime Communist mismanagement of the economy; large foreign debt; damage during the fighting to bridges, factories, powerlines, buildings, and houses; the large refugee population, both Croatian and Bosnian; and the disruption of economic ties to Serbia and the other former Yugoslav republics, as well as within its own territory. At the minimum, extensive Western aid and investment, especially in the tourist and oil industries, would seem necessary to salvage a desperate economic situation. However, peace and political stability must come first. As of June 1993, fighting continues among Croats, Serbs, and Muslims, and national boundaries and final political arrangements are still in doubt.

National product: GDP - purchasing power equivalent - $26.3 billion (1991 est.)

National product real growth rate: -25% (1991 est.)

National product per capita: $5,600 (1991 est.)

Inflation rate (consumer prices): 50% (monthly rate, December 1992)

Unemployment rate: 20% (December 1991 est.)

Budget: revenues $NA; expenditures $NA, including capital expenditures of $NA

Exports: $2.9 billion (1990)

commodities: machinery and transport equipment 30%, other manufacturers 37%, chemicals 11%, food and live animals 9%, raw materials 6.5%, fuels and lubricants 5%

partners: principally the other former Yugoslav republics

Imports: $4.4 billion (1990)

commodities: machinery and transport equipment 21%, fuels and lubricants 19%, food and live animals 16%, chemicals 14%, manufactured goods 13%, miscellaneous manufactured articles 9%, raw materials 6.5%, beverages and tobacco 1%

partners: principally other former Yugoslav republics

External debt: $2.6 billion (will assume some part of foreign debt of former Yugoslavia)

Industrial production: growth rate −29% (1991 est.)

Electricity: 3,570,000 kW capacity; 11,500 million kWh produced, 2,400 kWh per capita (1992)

Industries: chemicals and plastics, machine tools, fabricated metal, electronics, pig iron and rolled steel products, aluminum reduction, paper, wood products (including furniture), building materials (including cement), textiles, shipbuilding, petroleum and petroleum refining, food processing and beverages

Agriculture: Croatia normally produces a food surplus; most agricultural land in private hands and concentrated in Croat–majority districts in Slavonia and Istria; much of Slavonia's land has been put out of production by fighting; wheat, corn, sugar beets, sunflowers, alfalfa, and clover are main crops in Slavonia; central Croatian highlands are less fertile but support cereal production, orchards, vineyards, livestock breeding, and dairy farming; coastal areas and offshore islands grow olives, citrus fruits, and vegetables

Economic aid: $NA

Currency: 1 Croatian dinar (CD) = 100 paras

Exchange rates: Croatian dinar per US $1 – 60.00 (April 1992)

Fiscal year: calendar year

COMMUNICATIONS

Railroads: 2,592 km of standard gauge (1.435 m) of which 864 km are electrified (1992); note – disrupted by territorial dispute

Highways: 32,071 km total; 23,305 km paved, 8,439 km gravel, 327 km earth (1990); note – key highways note disrupted because of territorial dispute

Inland waterways: 785 km perennially navigable

Pipelines: crude oil 670 km, petroleum products 20 km, natural gas 310 km (1992); note – now disrupted because of territorial dispute

Ports: coastal – Rijeka, Split, Kardeljevo (Ploce); inland – Vukovar, Osijek, Sisak, Vinkovci

Merchant marine: 18 ships (1,000 GRT or over) totaling 77,074 GRT/93,052 DWT; includes 4 cargo, 1 roll–on/roll–off, 10 passenger ferries, 2 bulk, 1 oil tanker; note – also controlled by Croatian ship owners are 198 ships (1,000 GRT or over) under flags of convenience – primarily Malta and St. Vincent – totaling 2,602,678 GRT/4,070,852 DWT; includes 89 cargo, 9 roll–on/ roll–off, 6 refrigerated cargo, 14 container, 3 multi–function large load carriers, 51 bulk, 5 passenger, 11 oil tanker, 4 chemical tanker, 6 service vessel

Airports:

total: 75

usable: 72

with permanent–surface runways: 15

with runways over 3,659 m: 0

with runways 2,440–3,659 m: 10

with runways 1,220–2,439 m: 5

Telecommunications: 350,000 telephones; broadcast stations – 14 AM, 8 FM, 12 (2 repeaters) TV; 1,100,000 radios; 1,027,000 TVs; NA submarine coaxial cables; satellite ground stations – none

Defense forces
Branches: Ground Forces, Naval Forces, Air and Air Defense Forces

Manpower availability: males age 15–49 1,177,029; fit for military service 943,259; reach military age (19) annually 32,873 (1993 est.)

Defense expenditures: 337–393 billion Croatian dinars, NA% of GDP (1993 est.); note – conversion of defense expenditures into US dollars using the current exchange rate could produce misleading results

CZECH REPUBLIC

GEOGRAPHY
Location: Eastern Europe, between Germany and Slovakia

Map references: Ethnic Groups in Eastern Europe, Europe, Standard Time Zones of the World

Area:

total area: 78,703 km2

land area: 78,645 km2

comparative area: slightly smaller than South Carolina

International disputes: Liechtenstein claims 620 square miles of Czech territory confiscated from its royal family in 1918; the Czech Republic insists that restitution does not go back before February 1948, when the Communists seized power; unresolved property dispute issues with Slovakia over redistribution of Czech and Slovak Federal Republic's property; establishment of international border between Czech Republic and Slovakia Natural resources: hard coal, kaolin, clay, graphite

Land use:

arable land: NA%

Note: landlocked; strategically located astride some of oldest and most significant land routes in Europe; Moravian Gate is a traditional military corridor between the North European Plain and the Danube in central Europe

PEOPLE
Population: 10,389,256 (July 1993 est.)

Population growth rate: 0.16% (1993 est.)

Ethnic divisions: Czech 94.4%, Slovak 3%, Polish 0.6%, German 0.5%, Gypsy 0.3%, Hungarian 0.2%, other 1%

Religions: atheist 39.8%, Roman Catholic 39.2%, Protestant 4.6%, Orthodox 3%, other 13.4%

Languages: Czech, Slovak

Labor force: 5.389 million

by occupation: industry 37.9%, agriculture 8.1%, construction 8.8%, communications and other 45.2% (1990)

GOVERNMENT
Type: parliamentary democracy

Capital: Prague

Independence: 1 January 1993 (from Czechoslovakia)

Constitution: ratified 16 December 1992; effective 1 January 1993

Legal system: civil law system based on Austro-Hungarian codes; has not accepted compulsory ICJ jurisdiction; legal code modified to bring it in line with Conference on Security and Cooperation in Europe (CSCE) obligations and to expunge Marxist-Leninist legal theory

Executive branch: president, prime minister, Cabinet

Legislative branch: bicameral National Council (Narodni rada) will consist of an upper house or Senate (which has not yet been established) and a lower house or Chamber of Deputies

Judicial branch: Supreme Court, Constitutional Court

Member of: BIS, CCC, CE, CEI, CERN, CSCE, EBRD, ECE, FAO, GATT, IAEA, IBRD, ICAO, IDA, IFC, IFCTU, ILO, IMF, IMO, INMARSAT, INTELSAT, INTERPOL, IOC, IOM (observer), ISO, ITU, LORCS, NACC, NAM (guest), NSG, PCA, UN (as of 8 January 1993), UNAVEM II, UNCTAD, UNESCO, UNIDO, UNOSOM, UNPROFOR, UPU, WHO, WIPO, WMO, WTO, ZC

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ECONOMY

Overview: The dissolution of Czechoslovakia into two independent nation states – the Czech Republic and Slovakia – on 1 January 1993 has complicated the task of moving toward a more open and decentralized economy. The old Czechoslovakia, even though highly industrialized by East European standards, suffered from an aging capital plant, lagging technology, and a deficiency in energy and many raw materials. In January 1991, approximately one year after the end of communist control of Eastern Europe, the Czech and Slovak Federal Republic launched a sweeping program to convert its almost entirely state-owned and controlled economy to a market system. In 1991-92 these measures resulted in privatization of some medium- and small-scale economic activity and the setting of more than 90% of prices by the market – but at a cost in inflation, unemployment, and lower output. For Czechoslovakia as a whole inflation in 1991 was roughly 50% and output fell 15%. In 1992, in the Czech lands, inflation dropped to an estimated 12.5% and GDP was down a more moderate 5%. For 1993 the government of the Czech Republic anticipates inflation of 15-20% and a rise in unemployment to perhaps 12% as some large-scale enterprises go into bankruptcy; GDP may drop as much as 3%, mainly because of the disruption of trade links with Slovakia. Although the governments of the Czech Republic and Slovakia had envisaged retaining the koruna as a common currency, at least in the short term, the two countries ended the currency union in February 1993.

National product: GDP – purchasing power equivalent – $75.3 billion (1992 est.)

National product real growth rate: -5% (1992 est.)

National product per capita: $7,300 (1992 est.)

Inflation rate (consumer prices): 12.5% (1992 est.)

Unemployment rate: 3.1% (1992 est.)

Budget: revenues $NA; expenditures $NA, including capital expenditures of $NA

Exports: $8.2 billion (f.o.b., 1992)

commodities: manufactured goods, machinery and transport equipment, chemicals, fuels, minerals, and metals

partners: Slovakia, Germany, Poland, Austria, Hungary, Italy, France, US, UK, CIS republics

Imports: $8.9 billion (f.o.b., 1992)

commodities: machinery and transport equipment, fuels and lubricants, manufactured goods, raw materials, chemicals, agricultural products

partners: Slovakia, CIS republics, Germany Austria, Poland, Switzerland, Hungary, UK, Italy

External debt: $3.8 billion hard currency indebtedness (December 1992)

Industrial production: growth rate –4% (November 1992 over November 1991); accounts for over 60% of GDP

Electricity: 16,500,000 kW capacity; 62,200 million kWh produced, 6,030 kWh per capita (1992)

Industries: fuels, ferrous metallurgy, machinery and equipment, coal, motor vehicles, glass, armaments

Agriculture: largely self–sufficient in food production; diversified crop and livestock production, including grains, potatoes, sugar beets, hops, fruit, hogs, cattle, and poultry; exporter of forest products

Illicit drugs: the former Czechoslovakia was a transshipment point for Southwest Asian heroin and was emerging as a transshipment point for Latin American cocaine (1992)

Economic aid: the former Czechoslovakia was a donor – $4.2 billion in bilateral aid to non–Communist less developed countries (1954–89)

Currency: 1 koruna (Kc) = 100 haleru

Exchange rates: koruny (Kcs) per US$1 – 28.59 (December 1992), 28.26 (1992), 29.53 (1991), 17.95 (1990), 15.05 (1989), 14.36 (1988), 13.69 (1987)

Fiscal year: calendar year

COMMUNICATIONS
Railroads: 9,434 km total (1988)

Highways: 55,890 km total (1988)

Inland waterways: NA km; the Elbe (Labe) is the principal river

Pipelines: natural gas 5,400 km

Ports: coastal outlets are in Poland (Gdynia, Gdansk, Szczecin), Croatia (Rijeka), Slovenia (Koper), Germany (Hamburg, Rostock); principal river ports are Prague on the Vltava, Decin on the Elbe (Labe)

Merchant marine: the former Czechoslovakia had 22 ships (1,000 GRT or over) totaling 290,185 GRT/437,291 DWT; includes 13 cargo, 9 bulk; may be shared with Slovakia

Airports:

total: 75

usable: 75

with permanent–surface runways: 8

with runways over 3,659 m: 0

with runways 2,440–3,659 m: 2

with runways 1,220–2,439 m: 4

Telecommunications: NA

Defense forces
Branches: Army, Air and Air Defense Forces, Civil Defense, Railroad Units

Manpower availability: males age 15–49 2,736,657; fit for military service 2,083,555; reach military age (18) annually 95,335 (1993 est.)

Defense expenditures: 23 billion koruny, NA% of GNP (1993 est.); note – conversion of defense expenditures into US dollars using the current exchange rate could produce misleading results

ESTONIA

GEOGRAPHY

Location: Northeastern Europe, bordering the Baltic Sea, between Sweden and Russia

Map references: Arctic Region, Asia, Europe, Standard Time Zones of the World

Area:

total area: 45,100 km2

land area: 43,200 km2

comparative area: slightly larger than New Hampshire and Vermont combined

note: includes 1,520 islands in the Baltic Sea

International disputes: international small border strips along the northern (Narva) and southern (Petseri) sections of eastern border with Russia ceded to Russia in 1945 by the Estonian SSR

Natural resources: shale oil, peat, phosphorite, amber

Land use:

arable land: 22%

Environment: air heavily polluted with sulphur dioxide from oil–shale burning power plants in northeast; radioactive wastes dumped in open reservoir in Sillamae, a few dozen meters from Baltic Sea; contamination of soil and ground water with petroleum products, chemicals at military bases

PEOPLE

Population: 1,608,469 (July 1993 est.)

Population growth rate: 0.52% (1993 est.)

Ethnic divisions: Estonian 61.5%, Russian 30.3%, Ukrainian 3.17%, Belarusian 1.8%, Finn 1.1%, other 2.13% (1989)

Religions: Lutheran

Languages: Estonian (official), Latvian, Lithuanian, Russian, other

Literacy: age 9–49 can read and write (1970)

Labor force: 796,000

by occupation: industry and construction 42%, agriculture and forestry 20%, other 38% (1990)

GOVERNMENT

Type: republic

Capital: Tallinn

Independence: 6 September 1991 (from Soviet Union)

Constitution: adopted 28 June 1992

Legal system: based on civil law system; no judicial review of legislative acts

National holiday: Independence Day, 24 February (1918)

Executive branch: president, prime minister, cabinet

Legislative branch: unicameral Parliament (Riigikogu)

Judicial branch: Supreme Court

Member of: CBSS, CSCE, EBRD, ECE, FAO, IAEA, IBRD, ICAO, ICFTU, ILO, IMF, IMO, NACC, UN, UNCTAD, UNESCO, UPU

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consulate general: New York

US diplomatic representation:

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mailing address: use embassy street address

telephone: 011- 358 (49) 303-182 (cellular)

FAX: 358 (49) 306-817 (cellular)

note: dialing to Baltics still requires use of an international operator unless you use the cellular phone lines

ECONOMY

Overview: As of June 1993 Estonia ranks first among the 15 former Soviet republics in moving from its obsolete command economy to a modern market economy. Yet serious problems remain. In contrast to the estimated 30% drop in output in 1992, GDP should grow by a small percent in 1993. Of key importance has been the introduction of the kroon in August 1993 and the subsequent reductions in inflation to 1%-2% per month. Starting in July 1991, under a new law on private ownership, small enterprises, such as retail shops and restaurants, were sold to private owners. The auctioning of large-scale enterprises is progressing with the proceeds being held in escrow until the prior ownership (that is, Estonian or the Commonwealth of Independent States) can be established. Estonia ranks first in per capita consumption among the former Soviet republics. Agriculture is well developed, especially meat production, and provides a surplus for export. Only about one-fifth of the work force is in agriculture. The major share of the work force engages in manufacturing both capital and consumer goods based on raw materials and intermediate products from the other former Soviet republics. These manufactures are of high quality by ex-Soviet standards and are exported to the other republics. Estonia's mineral resources are limited to major deposits of shale oil (60% of the old Soviet total) and phosphorites (400 million tons). Estonia has a large, relatively modern port and produces more than half of its own energy needs at highly polluting shale oil power plants. It has advantages in the transition, not having suffered so long under the Soviet yoke and having better chances of developing profitable ties to the Nordic and West European countries. Like Latvia, but unlike Lithuania, the large portion of ethnic Russians (30%) in the population poses still another difficulty in the transition to an independent market economy.

National product: GDP $NA

National product real growth rate: -30% (1992 est.)

National product per capita: $NA

Inflation rate (consumer prices): 1%–2% per month (first quarter 1993)

Unemployment rate: 3% (March 1993); but large number of underemployed workers

Budget: revenues $223 million; expenditures $142 million, including capital expenditures of $NA (1992)

Exports: $NA

commodities: textile 11%, wood products and timber 9%, dairy products 9%

partners: Russia and the other former Soviet republics 50%, West 50% (1992)

Imports: $NA

commodities: machinery 45%, oil 13%, chemicals 12%

partners: Finland 15%, Russia 18%

External debt: $650 million (end of 1991)

Industrial production: growth rate –40% (1992)

Electricity: 3,700,000 kW capacity; 22,900 million kWh produced, 14,245 kWh per capita (1992)

Industries: accounts for 30% of labor force; oil shale, shipbuilding, phosphates, electric motors, excavators, cement, furniture, clothing, textiles, paper, shoes, apparel

Agriculture: employs 20% of work force; very efficient; net exports of meat, fish, dairy products, and potatoes; imports of feed grains for livestock; fruits and vegetables

Illicit drugs: transshipment point for illicit drugs from Central and Southwest Asia to Western Europe; limited illicit opium producer; mostly for domestic production

Economic aid: US commitments, including Ex–Im (1992), $10 million

Currency: 1 Estonian kroon (EEK) = 100 NA; (introduced in August 1992)

Exchange rates: kroons (EEK) per US$1 – 12 (January 1993)

Fiscal year: calendar year

COMMUNICATIONS

Railroads: 1,030 km (includes NA km electrified); does not include industrial lines (1990)

Highways: 30,300 km total (1990); 29,200 km hard surfaced; 1,100 km earth

Inland waterways: 500 km perennially navigable

Pipelines: natural gas 420 km (1992)

Ports: coastal – Tallinn, Novotallin, Parnu; inland – Narva

Merchant marine: 68 ships (1,000 GRT or over) totaling 394,501 GRT/526,502 DWT; includes 52 cargo, 6 roll–on/roll–off, 2 short–sea passenger, 6 bulk, 2 container

Airports:

total: 29

useable: 18

with permanent–surface runways: 11

with runways over 3,659 m: 0

with runways 2,440–3,659 m: 10

with runways 1,220–2,439 m: 8

Telecommunications: 300,000 telephone subscribers in 1990 with international direct dial service available to Finland, Germany, Austria, UK and France; 21 telephone lines per 100 persons as of 1991; broadcast stations – 3 TV (provide Estonian programs as well as Moscow Ostenkino's first and second programs); international traffic is carried to the other former USSR republics by landline or microwave and to other countries by leased connection to the Moscow international gateway switch via 19 incoming/20 outgoing international channels, by the Finnish cellular net, and by an old copper submarine cable to Finland soon to be replaced by an undersea fiber optic cable system; there is also a new international telephone exchange in Tallinn handling 60 channels via Helsinki; 2 analog mobile cellular networks with international roaming capability to Scandinavia are operating in major cities Defense forces Branches: Ground Forces, Maritime Border Guard, National Guard (Kaitseliit), Security Forces (internal and border troops)

Manpower availability: males age 15–49 387,733; fit for military service 306,056; reach military age (18) annually 11,570 (1993 est.)

Defense expenditures: 124.4 million kroons, NA% of GDP (forecast for 1993); note – conversion of the military budget into US dollars using the current exchange rate could produce misleading results

HUNGARY

GEOGRAPHY
Location: Eastern Europe, between Slovakia and Romania

Map references: Ethnic Groups in Eastern Europe, Europe

Area:

total area: 93,030 km2

land area: 92,340 km2

comparative area: slightly smaller than Indiana

International disputes: Gabcikovo Dam dispute with Slovakia; Vojvodina taken from Hungary and awarded to the former Yugoslavia by treaty of Trianon in 1920

Natural resources: bauxite, coal, natural gas, fertile soils

Land use:

arable land: 50.7%

Environment: levees are common along many streams, but flooding occurs almost every year

Note: landlocked; strategic location astride main land routes between Western Europe and Balkan Peninsula as well as between Ukraine and Mediterranean basin

PEOPLE
Population: 10,324,018 (July 1993 est.)

Population growth rate: -0.07% (1993 est.)

Ethnic divisions: Hungarian 89.9%, Gypsy 4%, German 2.6%, Serb 2%, Slovak 0.8%, Romanian 0.7%

Religions: Roman Catholic 67.5%, Calvinist 20%, Lutheran 5%, atheist and other 7.5%

Languages: Hungarian 98.2%, other 1.8%

Literacy: age 15 and over can read and write (1980)

Labor force: 5.4 million

by occupation: services, trade, government, and other 44.8%, industry 29.7%, agriculture 16.1%, construction 7.0% (1991)

GOVERNMENT
Type: republic

Capital: Budapest

Independence: 1001 (unification by King Stephen I)

Constitution: 18 August 1949, effective 20 August 1949, revised 19 April 1972; 18 October 1989 revision ensured legal rights for individuals and constitutional checks on the authority of the prime minister and also established the principle of parliamentary oversight

Legal system: in process of revision, moving toward rule of law based on Western model

Executive branch: president, prime minister

Legislative branch: unicameral National Assembly (Orszaggyules)

Judicial branch: Constitutional Court

Member of: Australian Group, BIS, CCC, CE, CEI, CERN, CSCE, EBRD, ECE, FAO, G-9, GATT, IAEA, IBRD, ICAO, IDA, IFC, ILO, IMF, IMO, INTERPOL, IOC, IOM, ISO, ITU, LORCS, MTCR, NACC, NAM (guest), NSG, PCA, UN, UNAVEM II, UNCTAD, UNESCO, UNHCR, UNIDO, UNIKOM, UNOMOZ, UPU, WHO, WIPO, WMO, WTO, ZC

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FAX: 36 (1) 132-8934

ECONOMY

Overview: Hungary is in the midst of a difficult transition from a command to a market economy. Agriculture is an important sector, providing sizable export earnings and meeting domestic food needs. Industry accounts for about 40% of GDP and 30% of employment. Hungary claims that less than 25% of foreign trade is now with former CEMA countries, while about 70% is with OECD members. Hungary's economic reform programs during the Communist era gave it a head start in creating a market economy and attracting foreign investment. In 1991, Hungary received 60% of all foreign investment in Eastern Europe, and in 1992 received the largest single share. The growing private sector accounts for about one-third of national output according to unofficial estimates. Privatization of state enterprises is progressing, although excessive red tape, bureaucratic oversight, and uncertainties about pricing have slowed the process. Escalating unemployment and high rates of inflation may impede efforts to speed up privatization and budget reform, while Hungary's heavy foreign debt will make the government reluctant to introduce full convertibility of the forint before 1994 and to rein in inflation. The government is projecting an end to the 5-year recession in 1993, and GDP is forecast to grow 0%-3%.

National product: GDP - purchasing power equivalent - $55.4 billion (1992 est.)

National product real growth rate: -5% (1992 est.)

National product per capita: $5,380 (1992 est.)

Inflation rate (consumer prices): 23% (1992 est.)

Unemployment rate: 12.3% (1992)

Budget: revenues $13.2 billion; expenditures $15.4 billion, including capital expenditures $NA (1993 est.)

Exports: $10.9 billion (f.o.b., 1992 est.)

commodities: raw materials, semi-finished goods, chemicals 35.5%, machinery 13.5%, light industry 23.3%, food and agricultural 24.8%, fuels and energy 2.8%

partners: OECD 70.7%, (EC 50.1%, EFTA 15.0%), LDCs 5.1%, former CEMA members 23.2%, others 1.0% (1991)

Imports: $11.7 billion (f.o.b., 1992 est.)

commodities: fuels and energy 14.9%, raw materials, semi-finished goods, chemicals 37.6%, machinery 19.7%, light industry 21.5%, food and agricultural 6.3%

partners: OECD 71.0%, (EC 45.4%, EFTA 20.0%), LDCs 3.9%, former CEMA members 23.9%, others 1.2% (1991)

External debt: $23.5 billion (September 1992)

Industrial production: growth rate -10% (1992)

Electricity: 7,200,000 kW capacity; 30,000 million kWh produced, 3,000 kWh per capita (1992)

Industries: mining, metallurgy, construction materials, processed foods, textiles, chemicals (especially pharmaceuticals), buses, automobiles

Agriculture: including forestry, accounts for 15% of GDP and 16% of employment; highly diversified crop and livestock farming; principal crops - wheat, corn, sunflowers, potatoes, sugar beets; livestock - hogs, cattle, poultry, dairy products; self-sufficient in food output

Illicit drugs: transshipment point for Southeast Asia heroin transiting the Balkan route

Economic aid: recipient - $9.1 billion in assistance from OECD countries (from 1st quarter 1990 to end of 2nd quarter 1991)

Currency: 1 forint (Ft) = 100 filler

Exchange rates: forints per US$1 - 83.97 (December 1992), 78.99 (1992), 74.74 (1991), 63.21 (1990), 59.07 (1989), 50.41 (1988)

Fiscal year: calendar year

COMMUNICATIONS

Railroads: 7,765 km total; 7,508 km 1.435-meter standard gauge, 222 km narrow gauge (mostly 0.760-meter), 35 km 1.520-meter broad gauge; 1,236 km double track, 2,249 km electrified; all government owned (1990)

Highways: 130,218 km total; 29,919 km national highway system (27,212 km asphalt, 126 km concrete, 50 km stone and road brick, 2,131 km macadam, 400 km unpaved); 58,495 km country roads (66% unpaved), and 41,804 km other roads (70% unpaved) (1988)

Inland waterways: 1,622 km (1988)

Pipelines: crude oil 1,204 km; natural gas 4,387 km (1991)

Ports: Budapest and Dunaujvaros are river ports on the Danube; coastal outlets are Rostock (Germany), Gdansk (Poland), Gdynia (Poland), Szczecin (Poland), Galati (Romania), and Braila (Romania)

Merchant marine: 12 cargo ships (1,000 GRT or over) and 1 bulk totaling 83,091 GRT/115,950 DWT

Airports:

total: 92

usable: 92

with permanent-surface runways: 25

with runways over 3,659 m: 1

with runways 2,440-3,659 m: 20

with runways 1,220-2,439 m: 28

Telecommunications: automatic telephone network based on microwave radio relay system; 1,128,800 phones (1991); telephone density is at 19.4 per 100 inhabitants; 49% of all phones are in Budapest; 608,000 telephones on order (1991); 12-15 year wait for a phone; 14,213 telex lines (1991); broadcast stations - 32 AM, 15 FM, 41 TV (8 Soviet TV repeaters); 4.2 million TVs (1990); 1 satellite ground station using INTELSAT and Intersputnik

Defense forces
Branches: Ground Forces, Air and Air Defense Forces, Border Guard, Territorial Defense

Manpower availability: males age 15-49 2,630,552; fit for military service 2,101,637; reach military age (18) annually 91,979 (1993 est.)

Defense expenditures: 66.5 billion forints, NA% of GNP (1993 est.); note - conversion of defense expenditures into US dollars using the current exchange rate could produce misleading results

LATVIA

GEOGRAPHY
Location: Eastern Europe, bordering on the Baltic Sea, between Sweden and Russia

Map references: Arctic Region, Asia, Europe, Standard Time Zones of the World

Area:

total area: 64,100 km2

land area: 64,100 km2

comparative area: slightly larger than West Virginia

International disputes: the Abrene section of border ceded by the Latvian Soviet Socialist Republic to Russia in 1944

Natural resources: minimal; amber, peat, limestone, dolomite

Land use:

arable land: 27%

Environment: heightened levels of air and water pollution because of a lack of waste conversion equipment; Gulf of Riga and Daugava River heavily polluted; contamination of soil and groundwater with chemicals and petroleum products at military bases

PEOPLE
Population: 2,735,573 (July 1993 est.)

Population growth rate: 0.5% (1993 est.)

Ethnic divisions: Latvian 51.8%, Russian 33.8%, Belarusian 4.5%, Ukrainian 3.4%, Polish 2.3%, other 4.2%

Religions: Lutheran, Roman Catholic, Russian Orthodox

Languages: Latvian (official), Lithuanian, Russian, other

Literacy: age 9–49 can read and write (1970)

Labor force: 1.407 million

by occupation: industry and construction 41%, agriculture and forestry 16%, other 43% (1990)

GOVERNMENT
Type: republic

Capital: Riga

Independence: 6 September 1991 (from Soviet Union)

Constitution: adopted NA May 1922, considering rewriting constitution

Legal system: based on civil law system
Executive branch: Chairman of Supreme Council (president), prime minister, cabinet

Legislative branch: unicameral Supreme Council

Judicial branch: Supreme Court

Member of: CBSS, CSCE, EBRD, ECE, FAO, IBRD, ICAO, IDA, ILO, IMF, IOM (observer), ITU, NACC, UN, UNCTAD, UNESCO, UNIDO, UPU, WHO

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FAX: 358 (49) 314-665 (cellular), (7) (01-32) 220-502

note: dialing to the Baltics still requires use of an international operator, unless you use the cellular phone lines

ECONOMY

Overview: Latvia is in the process of reforming the centrally planned economy inherited from the former USSR into a market economy. Prices have been freed, and privatization of shops and farms has begun. Latvia lacks natural resources, aside from its arable land and small forests. Its most valuable economic asset is its work force, which is better educated and disciplined than in most of the former Soviet republics. Industrial production is highly diversified, with products ranging from agricultural machinery to consumer electronics. One conspicuous vulnerability: Latvia produces only 10% of its electric power needs. Latvia in the near term must retain key commercial ties to Russia, Belarus, and Ukraine while moving in the long run toward joint ventures with technological support from, and trade ties to the West. Because of the efficiency of its mostly individual farms, Latvians enjoy a diet that is higher in meat, vegetables, and dairy products and lower in grain and potatoes than diets in the 12 non-Baltic republics of the former USSR. Good relations with Russia are threatened by animosity between ethnic Russians (34% of the population) and native Latvians. The cumulative difficulties in replacing old sources of supply and old markets, together with the phasing out of the Russian ruble as the medium of exchange, help account for the sharp 30% drop in GDP in 1992.

National product: GDP $NA

National product real growth rate: -30% (1992)

National product per capita: $NA

Inflation rate (consumer prices): 2% per month (first quarter 1993)

Unemployment rate: 3.6% (March 1993); but large numbers of underemployed workers

Budget: revenues $NA; expenditures $NA, including capital expenditures of $NA

Exports: $NA

commodities: NA

partners: NA

Imports: $NA

commodities: NA

partners: NA

External debt: $650 million (1991 est.)

Industrial production: growth rate −35% (1992 est.)

Electricity: 2,140,000 kW capacity; 5,800 million kWh produced, 2,125 kWh per capita (1992)

Industries: employs 33% of labor force; highly diversified; dependent on imports for energy, raw materials, and intermediate products; produces buses, vans, street and railroad cars, synthetic fibers, agricultural machinery, fertilizers, washing machines, radios, electronics, pharmaceuticals, processed foods, textiles

Agriculture: employs 16% of labor force; principally dairy farming and livestock feeding; products – meat, milk, eggs, grain, sugar beets, potatoes, vegetables; fishing and fish packing

Illicit drugs: transshipment point for illicit drugs from Central and Southwest Asia to Western Europe; limited producer of illicit opium; mostly for domestic consumption; also produces illicit amphetamines for export

Economic aid: NA

Currency: 1 lat = 100 NA; introduced NA March 1993

Exchange rates: lats per US$1 – 1.32 (March 1993)

Fiscal year: calendar year

COMMUNICATIONS
Railroads: 2,400 km; does not include industrial lines (1990)

Highways: 59,500 km total; 33,000 km hard surfaced 26,500 km earth (1990)

Inland waterways: 300 km perennially navigable

Pipelines: crude oil 750 km, refined products 780 km, natural gas 560 km (1992)

Ports: coastal – Riga, Ventspils, Liepaja; inland – Daugavpils

Merchant marine: 96 ships (1,000 GRT or over) totaling 905,006 GRT/1,178,844 DWT; includes 14 cargo, 27 refrigerated cargo, 2 container, 9 roll–on/roll–off, 44 oil tanker

Airports:

total: 50

useable: 15

with permanent–surface runways: 11

with runways over 3,659 m: 0

with runways 2,440–3,659 m: 7

with runways 1,220–2,439 m: 7

Telecommunications: NMT-450 analog cellular network is operational covering Riga, Ventspils, Daugavpils, Rezekne, and Valmiera; broadcast stations - NA; international traffic carried by leased connection to the Moscow international gateway switch and through new independent international automatic telephone exchange in Riga and the Finnish cellular net

Defense forces

Branches: Ground Forces, Navy, Air Force, Security Forces (internal and border troops), Border Guard, Home Guard (Zemessardze)

Manpower availability: males age 15-49 648,273; fit for military service 511,297; reach military age (18) annually 18,767 (1993 est.)

Defense expenditures: 176 million rubles, 3-5% of GDP; note - conversion of the military budget into US$ using the current exchange rate could produce misleading results

LITHUANIA

GEOGRAPHY
Location: Eastern Europe, bordering the Baltic Sea, between Sweden and Russia

Map references: Asia, Europe, Standard Time Zones of the World

Area:

total area: 65,200 km2

land area: 65,200 km2

comparative area: slightly larger than West Virginia

International disputes: dispute with Russia (Kaliningrad Oblast) over the position of the Neman River border presently located on the Lithuanian bank and not in midriver as by international standards

Natural resources: peat

Land use:

arable land: 49.1%

Environment: risk of accidents from the two Chernobyl–type reactors at the Ignalina Nuclear Power Plant; contamination of soil and groundwater with petroleum products and chemicals at military bases

PEOPLE
Population: 3,819,638 (July 1993 est.)

Population growth rate: 0.76% (1993 est.)

Ethnic divisions: Lithuanian 80.1%, Russian 8.6%, Polish 7.7%, Belarusian 1.5%, other 2.1%

Religions: Roman Catholic, Lutheran, other

Languages: Lithuanian (official), Polish, Russian

Literacy: age 9–49 can read and write (1970)

Labor force: 1.836 million

by occupation: industry and construction 42%, agriculture and forestry 18%, other 40% (1990)

GOVERNMENT
Type: republic

Capital: Vilnius
Independence: 6 September 1991 (from Soviet Union)

Constitution: adopted 25 October 1992

Legal system: based on civil law system; no judicial review of legislative acts
Executive branch: president, prime minister, cabinet

Legislative branch: unicameral Seimas (parliament)

Judicial branch: Supreme Court, Court of Appeals

Member of: CBSS, CSCE, EBRD, ECE, FAO, IBRD, ICAO, ILO, IMF, INTERPOL, ITU, NACC, UN, UNCTAD, UNESCO, UNIDO, UPU, WHO, WIPO

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ECONOMY

Overview: Lithuania is striving to become an independent privatized economy. Although it was substantially above average in living standards and technology in the old USSR, Lithuania historically lagged behind Latvia and Estonia in economic development. The country has no important natural resources aside from its arable land and strategic location. Industry depends entirely on imported materials that have come from the republics of the former USSR. Lithuania benefits from its ice-free port at Klaipeda on the Baltic Sea and its rail and highway hub at Vilnius, which provides land communication between Eastern Europe and Russia, Latvia, Estonia, and Belarus. Industry produces a small assortment of high-quality products, ranging from complex machine tools to sophisticated consumer electronics. Because of nuclear power, Lithuania is presently self-sufficient in electricity, exporting its surplus to Latvia and Belarus; the nuclear facilities inherited from the USSR, however, have come under world scrutiny as seriously deficient in safety standards. Agriculture is efficient compared with most of the former Soviet Union. Lithuania held first place in per capita consumption of meat, second place for eggs and potatoes, and fourth place for milk and dairy products. Grain must be imported to support the meat and dairy industries. Lithuania is pressing ahead with plans to privatize at least 60% of state-owned property (industry, agriculture, and housing), having already sold almost all housing and many small enterprises using a voucher system. Other government priorities include encouraging foreign investment by protecting the property rights of foreign firms and redirecting foreign trade away from Eastern markets to the more competitive Western markets. For the moment, Lithuania will remain highly dependent on Russia for energy, raw materials, grains, and markets for its products. In 1992, output plummeted by 30% because of cumulative problems with inputs and with markets, problems that were accentuated by the phasing out of the Russian ruble as the medium of exchange.

National product: GDP $NA

National product real growth rate: -30% (1992 est.)

National product per capita: $NA

Inflation rate (consumer prices): 10%-20% per month (first quarter 1993)

Unemployment rate: 1% (February 1993); but large numbers of underemployed workers

Budget: revenues $258.5 million; expenditures $270.2 million, including capital expenditures of $NA (1992 est.)

Exports: $NA

commodities: electronics 18%, petroleum products 5%, food 10%, chemicals 6% (1989)

partners: Russia 40%, Ukraine 16%, other former Soviet republics 32%, West 12%

Imports: $NA

commodities: oil 24%, machinery 14%, chemicals 8%, grain NA% (1989)

partners: Russia 62%, Belarus 18%, former Soviet republics 10%, West 10%

External debt: $650 million (1991 est.)

Industrial production: growth rate −50% (1992 est.)

Electricity: 5,925,000 kW capacity; 25,000 million kWh produced, 6,600 kWh per capita (1992)

Industries: employs 25% of the labor force; shares in the total production of the former USSR are: metal−cutting machine tools 6.6%; electric motors 4.6%; television sets 6.2%; refrigerators and freezers 5.4%; other branches: petroleum refining, shipbuilding (small ships), furniture making, textiles, food processing, fertilizers, agricultural machinery, optical equipment, electronic components, computers, and amber

Agriculture: employs around 20% of labor force; sugar, grain, potatoes, sugarbeets, vegetables, meat, milk, dairy products, eggs, fish; most developed are the livestock and dairy branches, which depend on imported grain; net exporter of meat, milk, and eggs

Illicit drugs: transshipment point for illicit drugs from Central and Southwest Asia to Western Europe; limited producer of illicit opium; mostly
for domestic consumption

Economic aid: US commitments, including Ex−Im (1992), $10 million; Western (non−US) countries, ODA and OOF bilateral commitments (1970−86), $NA million; Communist countries (1971−86), $NA million

Currency: using talonas as temporary currency (March 1993), but planning introduction of convertible litas (late 1993)

Exchange rates: NA

Fiscal year: calendar year

COMMUNICATIONS
Railroads: 2,100 km; does not include industrial lines (1990)

Highways: 44,200 km total 35,500 km hard surfaced, 8,700 km earth (1990)

Inland waterways: 600 km perennially navigable

Pipelines: crude oil 105 km, natural gas 760 km (1992)

Ports: coastal – Klaipeda; inland – Kaunas

Merchant marine: 46 ships (1,000 GRT or over) totaling 282,633 GRT/332,447 DWT; includes 31 cargo, 3 railcar carrier, 1 roll−on/roll−off, 11 combination bulk

Airports:

total: 96

useable: 19

with permanent-surface runways: 12

with runways over 3,659 m: 0

with runways 2,440–3,659 m: 5

with runways 1,220–2,439 m: 11

Telecommunications: better developed than in most other former USSR republics; operational NMT–450 analog cellular network in Vilnius; fiber optic cable installed between Vilnius and Kaunas; 224 telephones per 1000 persons; broadcast stations – 13 AM, 26 FM, 1 SW, 1 LW, 3 TV; landlines or microwave to former USSR republics; leased connection to the Moscow international switch for traffic with other countries; satellite earth stations – (8 channels to Norway); new international digital telephone exchange in Kaunas for direct access to 13 countries via satellite link out of Copenhagen, Denmark

Defense forces
Branches: Ground Forces, Navy, Air Force, Security Forces (internal and border troops), National Guard (Skat)

Manpower availability: males age 15–49 933,245; fit for military service 739,400; reach military age (18) annually 27,056 (1993 est.)

Defense expenditures: exchange rate conversion – $NA, 5.5% of GDP (1993 est.)

POLAND

GEOGRAPHY
Location: Central Europe, between Germany and Belarus

Map references: Asia, Ethnic Groups in Eastern Europe, Europe, Standard Time Zones of the World

Area:

total area: 312,680 km2

land area: 304,510 km2

comparative area: slightly smaller than New Mexico

Land boundaries: total 3,114 km, Belarus 605 km, Czech Republic 658 km, Germany 456 km, Lithuania 91 km, Russia (Kaliningrad Oblast) 432 km, Slovakia 444 km, Ukraine 428 km

Natural resources: coal, sulfur, copper, natural gas, silver, lead, salt

Land use:

arable land: 46%

Environment: plain crossed by a few north flowing, meandering streams; severe air and water pollution in south

Note: historically, an area of conflict because of flat terrain and the lack of natural barriers on the North European Plain

PEOPLE
Population: 38,519,486 (July 1993 est.)

Population growth rate: 0.35% (1993 est.)

Ethnic divisions: Polish 97.6%, German 1.3%, Ukrainian 0.6%, Belarusian 0.5% (1990 est.)

Religions: Roman Catholic 95% (about 75% practicing), Eastern Orthodox, Protestant, and other 5%

Languages: Polish

Literacy: age 15 and over can read and write (1978)

Labor force: 15.609 million

by occupation: industry and construction 34.4%, agriculture 27.3%, trade, transport, and communications 16.1%, government and other 22.2% (1991)

GOVERNMENT
Type: democratic state

Capital: Warsaw

Independence: 11 November 1918 (independent republic proclaimed)

Constitution: interim "small constitution" came into effect in December 1992 replacing the Communist–imposed Constitution of 22 July 1952; new democratic Constitution being drafted

Legal system: mixture of Continental (Napoleonic) civil law and holdover Communist legal theory; changes being gradually introduced as part of broader democratization process; limited judicial review of legislative acts; has not accepted compulsory ICJ jurisdiction

Executive branch: president, prime minister, Council of Ministers (cabinet)

Legislative branch: bicameral National Assembly (Zgromadzenie Narodowe) consists of an upper house or Senate (Senat) and a lower house or Diet (Sejm)

Judicial branch: Supreme Court

Member of: BIS, CBSS, CCC, CE, CEI, CERN, CSCE, EBRD, ECE, FAO, GATT, IAEA, IBRD, ICAO, ICFTU, IDA, IFC, ILO, IMF, IMO, INMARSAT, INTERPOL, IOC, IOM (observer), ISO, ITU, LORCS, MINURSO, NACC, NAM (guest), NSG, PCA, UN, UNCTAD, UNESCO, UNDOF, UNIDO, UNIFIL, UNIKOM, UNPROFOR, UNTAC, UPU, WCL, WHO, WIPO, WMO, WTO, ZC

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ECONOMY

Overview: Poland is undergoing a difficult transition from a Soviet-style economy - with state ownership and control of productive assets - to a market economy. On January 1, 1990, the new Solidarity-led government implemented shock therapy by slashing subsidies, decontrolling prices, tightening the money supply, stabilizing the foreign exchange rate, lowering import barriers, and restraining state sector wages. As a result, consumer goods shortages and lines disappeared, and inflation fell from 640% in 1989 to 44% in 1992. Western governments, which hold two-thirds of Poland's $48 billion external debt, pledged in 1991 to forgive half of Poland's official debt by 1994. The private sector accounted for 29% of industrial production and nearly half of nonagricultural output in 1992. Production fell in state enterprises, however, and the unemployment rate climbed steadily from virtually nothing in 1989 to 13.6% in December 1992. Poland fell out of compliance with its IMF program by mid-1991, and talks with commercial creditors stalled. The increase in unemployment and the decline in living standards led to strikes in the coal, auto, copper, and railway sectors in 1992. Large state enterprises in the coal, steel, and defense sectors plan to halve employment over the next decade, and the government expects unemployment to reach 3 million (16%) in 1993. A shortfall in tax revenues caused the budget deficit to reach 6% of GDP in 1992, but industrial production began a slow, uneven upturn. In 1993, the government will struggle to win legislative approval for faster privatization and to keep the budget deficit within IMF-approved limits.

National product: GDP - purchasing power equivalent - $167.6 billion (1992 est.)

National product real growth rate: 2% (1992 est.)

National product per capita: $4,400 (1992 est.)

Inflation rate (consumer prices): 44% (1992)

Unemployment rate: 13.6% (December 1992)

Budget: revenues $17.5 billion; expenditures $22.0 billion, including capital expenditures of $1.5 billion (1992 est.)

Exports: $12.8 billion (f.o.b., 1992 est.)

commodities: machinery 22%, metals 16%, chemicals 12%, fuels and power 11%, food 10% (1991)

partners: Germany 28.0%, former USSR 11.7%, UK 8.8%, Switzerland 5.5% (1991)

Imports: $12.9 billion (f.o.b., 1992 est.)

commodities: machinery 38%, fuels and power 20%, chemicals 13%, food 10%, light industry 6% (1991)

partners: Germany 17.4%, former USSR 25.6%, Italy 5.3%, Austria 5.2% (1991)

External debt: $48.5 billion (January 1992); note – Poland's Western government creditors promised in 1991 to forgive 30% of Warsaw's official debt – currently $33 billion – immediately and to forgive another 20% in 1994, if Poland adheres to its IMF program

Industrial production: growth rate 3.5% (1992)

Electricity: 31,530,000 kW capacity; 137,000 million kWh produced, 3,570 kWh per capita (1992)

Industries: machine building, iron and steel, extractive industries, chemicals, shipbuilding, food processing, glass, beverages, textiles

Agriculture: accounts for 15% of GDP and 27% of labor force; 75% of output from private farms, 25% from state farms; productivity remains low by European standards; leading European producer of rye, rapeseed, and potatoes; wide variety of other crops and livestock; major exporter of pork products; normally self–sufficient in food

Illicit drugs: illicit producers of opium for domestic consumption and amphetamines for the international market; emerging as a transshipment point for illicit drugs to Western Europe

Economic aid: donor – bilateral aid to non–Communist less developed countries, $2.2 billion (1954–89); the G–24 has pledged $8 billion in grants and credit guarantees to Poland

Currency: 1 zloty (Zl) = 100 groszy

Exchange rates: zlotych (Zl) per US$1 – 15,879 (January 1993), 13,626 (1992), 10,576 (1991), 9,500 (1990), 1,439.18 (1989), 430.55 (1988)

Fiscal year: calendar year

COMMUNICATIONS

Railroads: 26,250 km total; 23,857 km 1.435–meter gauge, 397 km 1.520–meter gauge, 1,996 km narrow gauge; 8,987 km double track; 11,510 km electrified; government owned (1991)

Highways: 360,629 km total (excluding farm, factory and forest roads); 220 km limited access expressways, 45,257 km main highways, 128,775 km regional roads, 186,377 urban or village roads (local traffic); 220,000 km are paved (including all main and regional highways) (1988)

Inland waterways: 3,997 km navigable rivers and canals (1991)

Pipelines: natural gas 4,600 km, crude oil 1,986 km, petroleum products 360 km (1992)

Ports: Gdansk, Gdynia, Szczecin, Swinoujscie; principal inland ports are Gliwice on Kana Gliwice, Wrocaw on the Oder, and Warsaw on the Vistula Merchant marine: 209 ships (1,000 GRT or over) totaling 2,747,631 GRT/3,992,053 DWT; includes 5 short-sea passenger, 76 cargo, 1 refrigerated cargo, 11 roll-on/roll-off cargo, 9 container, 1 oil tanker, 4 chemical tanker, 101 bulk, 1 passenger; Poland owns 1 ship of 6,333 DWT operating under Liberian registry

Airports:

total: 163

usable: 163

with permanent-surface runways: 100

with runway over 3,659 m: 0

with runways 2,440-3,659 m: 51

with runways 1,220-2,439 m: 95

Telecommunications: severely underdeveloped and outmoded system; cable, open wire and microwave; phone density is 10.5 phones per 100 residents (October 1990); 3.6 million telephone subscribers; exchanges are 86% automatic (1991); broadcast stations - 27 AM, 27 FM, 40 (5 Soviet repeaters) TV; 9.6 million TVs; 1 satellite earth station using INTELSAT, EUTELSAT, INMARSAT and Intersputnik

Defense forces
Branches: Army, Navy, Air and Air Defense Force

Manpower availability: males age 15-49 9,914,128; fit for military service 7,774,499; reach military age (19) annually 304,956 (1993 est.)

Defense expenditures: 30.8 trillion zlotych, 1.8% of GNP (1993 est.); note - conversion of defense expenditures into US dollars using the current exchange rate could produce misleading results

ROMANIA

GEOGRAPHY
Location: Southeastern Europe, bordering the Black Sea between Bulgaria and the Ukraine

Map references: Ethnic Groups in Eastern Europe, Europe, Standard Time Zones of the World

Area:

total area: 237,500 km2

land area: 230,340 km2

comparative area: slightly smaller than Oregon

Natural resources: petroleum (reserves being exhausted), timber, natural gas, coal, iron ore, salt

Land use:

arable land: 43%

Environment: frequent earthquakes most severe in south and southwest; geologic structure and climate promote landslides; air pollution in south

Note: controls most easily traversable land route between the Balkans, Moldova, and Ukraine

PEOPLE
Population: 23,172,362 (July 1993 est.)

Population growth rate: 0.02% (1993 est.)

Ethnic divisions: Romanian 89.1%, Hungarian 8.9%, German 0.4%, Ukrainian, Serb, Croat, Russian, Turk, and Gypsy 1.6%

Religions: Romanian Orthodox 70%, Roman Catholic 6% (of which 3% are Uniate), Protestant 6%, unaffiliated 18%

Languages: Romanian, Hungarian, German

Literacy: age 15 and over can read and write (1978)

Labor force: 10,945,700

by occupation: industry 38%, agriculture 28%, other 34% (1989)

GOVERNMENT
Type: republic

Capital: Bucharest

Independence: 1881 (from Turkey; republic proclaimed 30 December 1947)

Constitution: 8 December 1991

Legal system: former mixture of civil law system and Communist legal theory that increasingly reflected Romanian traditions is being revised

Executive branch: president, prime minister, Council of Ministers (cabinet)

Legislative branch: bicameral Parliament consists of an upper house or Senate (Senat) and a lower house or House of Deputies (Adunarea Deputatilor)

Judicial branch: Supreme Court of Justice, Constitutional Court

Member of: BIS, BSEC, CCC, CSCE, EBRD, ECE, FAO, G-9, G-77, GATT, IAEA, IBRD, ICAO, IFAD, IFC, ILO, IMF, IMO, INMARSAT, INTELSAT, INTERPOL, IOC, IOM (observer), ITU, LORCS, NACC, NAM (guest), NSG, PCA, UN, UNCTAD, UNESCO, UNIDO, UNIKOM, UPU, WHO, WIPO, WMO, WTO, ZC

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ECONOMY

Overview: Industry, which accounts for about one-third of the labor force and generates over half the GDP, suffers from an aging capital plant and persistent shortages of energy. The year 1991 witnessed a 17% drop in industrial production because of energy and input shortages and labor unrest. In recent years the agricultural sector has had to contend with flooding, mismanagement, shortages of inputs, and disarray caused by the dismantling of cooperatives. A shortage of inputs and a severe drought in 1991 contributed to a poor harvest, a problem compounded by corruption and an obsolete distribution system. The new government has instituted moderate land reforms, with more than one-half of cropland now in private hands, and it has liberalized private agricultural output. Private enterprises form an increasingly important portion of the economy largely in services, handicrafts, and small-scale industry. Little progress on large scale privatization has been made since a law providing for the privatization of large state firms was passed in August 1991. Most of the large state firms have been converted into joint-stock companies, but the selling of shares and assets to private owners has been delayed. While the government has halted the old policy of diverting food from domestic consumption to hard currency export markets, supplies remain scarce in some areas. The new government continues to impose price ceilings on key consumer items. In 1992 the economy muddled along toward the new, more open system, yet output and living standards continued to fall.

National product: GDP - purchasing power equivalent - $63.4 billion (1992 est.)

National product real growth rate: -15% (1992 est.)

National product per capita: $2,700 (1992 est.)

Inflation rate (consumer prices): 200% (1992 est.)

Unemployment rate: 9% (January 1993)

Budget: revenues $19 billion; expenditures $20 billion, including capital expenditures of $2.1 billion (1991 est.)

Exports: $3.5 billion (f.o.b., 1991)

commodities: machinery and equipment 29.3%, fuels, minerals and metals 32.1%, manufactured consumer goods 18.1%, agricultural materials and forestry products 9.0%, other 11.5% (1989)

partners: USSR 27%, Eastern Europe 23%, EC 15%, US 5%, China 4% (1987)

Imports: $5.1 billion (f.o.b., 1991)

commodities: fuels, minerals, and metals 56.0%, machinery and equipment 25.5%, agricultural and forestry products 8.6%, manufactured consumer goods 3.4%, other 6.5% (1989)

partners: Communist countries 60%, non-Communist countries 40% (1987)

External debt: $3 billion (1992)

Industrial production: growth rate -17% (1991 est.); accounts for 48% of GDP

Electricity: 22,500,000 kW capacity; 59,000 million kWh produced, 2,540 kWh per capita (1992)

Industries: mining, timber, construction materials, metallurgy, chemicals, machine building, food processing, petroleum production and refining

Agriculture: accounts for 18% of GDP and 28% of labor force; major wheat and corn producer; other products - sugar beets, sunflower seed, potatoes, milk, eggs, meat, grapes

Illicit drugs: transshipment point for southwest Asian heroin transiting the Balkan route

Economic aid: donor - $4.4 billion in bilateral aid to non-Communist less developed countries (1956-89)

Currency: 1 leu (L) = 100 bani

Exchange rates: lei (L) per US$1 - 470.10 (January 1993), 307.95 (1992), 76.39 (1991), 22.432 (1990), 14.922 (1989), 14.277 (1988)

Fiscal year: calendar year

COMMUNICATIONS
Railroads: 11,275 km total; 10,860 km 1.435-meter gauge, 370 km narrow gauge, 45 km broad gauge; 3,411 km electrified, 3,060 km double track; government owned (1987)

Highways: 72,799 km total; 35,970 km paved; 27,729 km gravel, crushed stone, and other stabilized surfaces; 9,100 km unsurfaced roads (1985)

Inland waterways: 1,724 km (1984)

Pipelines: crude oil 2,800 km, petroleum products 1,429 km, natural gas 6,400 km (1992)

Ports: Constanta, Galati, Braila, Mangalia; inland ports are Giurgiu, Drobeta-Turnu Severin, Orsova

Merchant marine: 249 ships (1,000 GRT or over) totaling 2,882,727 GRT/4,463,879 DWT; includes 1 passenger-cargo, 170 cargo, 2 container, 1 rail-car carrier, 9 roll-on/roll-off cargo, 15 oil tanker, 51 bulk

Airports:

total: 158

usable: 158

with permanent–surface runways: 27

with runways over 3,659 m: 0

with runways 2,440–3,659 m: 21

with runways 1,220–2,439 m: 26

Telecommunications: poor service; about 2.3 million telephone customers; 89% of phone network is automatic; cable and open wire; trunk network is microwave; present phone density is 9.85 per 100 residents; roughly 3,300 villages with no service (February 1990); broadcast stations – 12 AM, 5 FM, 13 TV (1990); 1 satellite ground station using INTELSAT

Defense forces
Branches: Army, Navy, Air and Air Defense Forces, Paramilitary Forces, Civil Defense

Manpower availability: males age 15–49 5,846,332; fit for military service 4,942,746; reach military age (20) annually 185,714 (1993 est.)

Defense expenditures: 137 billion lei, 3% of GDP (1993); note – conversion of defense expenditures into US dollars using the current exchange rate could produce misleading results

SLOVAKIA

GEOGRAPHY
Location: Eastern Europe, between Hungary and Poland

Map references: Ethnic Groups in Eastern Europe, Europe, Standard Time Zones of the World

Area:

total area: 48,845 km2

land area: 48,800 km2

comparative area: slightly smaller than New Hampshire and Vermont combined

International disputes: Gabcikovo-Nagymaros Dam dispute with Hungary; unresolved property issues with Czech Republic over redistribution of former Czechoslovak federal property; establishment of international border between the Czech Republic and Slovakia

Natural resources: brown coal and lignite; small amounts of iron ore, copper and manganese ore; salt; gas

Land use:

arable land: NA%

Environment: severe damage to forests from "acid rain" caused by coal-fired power stations

Note: landlocked

PEOPLE
Population: 5,375,501 (July 1993 est.)

Population growth rate: 0.51% (1993 est.)

Ethnic divisions: Slovak 85.6%, Hungarian 10.8%, Gypsy 1.5% (the 1992 census figures underreport the Gypsy/Romany community, which could reach 500,000 or more), Czech 1.1%, Ruthenian 15,000, Ukrainian 13,000, Moravian 6,000, German 5,000, Polish 3,000

Religions: Roman Catholic 60.3%, atheist 9.7%, Protestant 8.4%, Orthodox 4.1%, other 17.5%

Languages: Slovak (official), Hungarian

Labor force: 2.484 million

by occupation: industry 33.2%, agriculture 12.2%, construction 10.3%, communication and other 44.3% (1990)

GOVERNMENT
Type: parliamentary democracy

Capital: Bratislava

Independence: 1 January 1993 (from Czechoslovakia)

Constitution: ratified 3 September 1992; fully effective 1 January 1993

Legal system: civil law system based on Austro-Hungarian codes; has not accepted compulsory ICJ jurisdiction; legal code modified to comply with the obligations of Conference on Security and Cooperation in Europe (CSCE) and to expunge Marxist-Leninist legal theory

Executive branch: president, prime minister, Cabinet

Legislative branch: unicameral National Council (Narodni Rada)

Judicial branch: Supreme Court

Member of: BIS, CCC, CE, CEI, CERN, CSCE, EBRD, ECE, FAO, GATT, IAEA, IBRD, ICAO, ICFTU, IDA, IFC, ILO, IMF, IMO, INMARSAT, INTELSAT, INTERPOL, IOC, IOM (observer), ISO, ITU, LORCS, NACC, NAM (guest), NSG, PCA, UN (as of 8 January 1993), UNAVEM II, UNCTAD, UNESCO, UNIDO, UNOSOM, UNPROFOR, UPU, WHO, WIPO, WMO, WTO, ZC

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ECONOMY

Overview: The dissolution of Czechoslovakia into two independent states – the Czech Republic and Slovakia – on 1 January 1993 has complicated the task of moving toward a more open and decentralized economy. The old Czechoslovakia, even though highly industrialized by East European standards, suffered from an aging capital plant, lagging technology, and a deficiency in energy and many raw materials. In January 1991, approximately one year after the end of communist control of Eastern Europe, the Czech and Slovak Federal Republic launched a sweeping program to convert its almost entirely state-owned and controlled economy to a market system. In 1991-92 these measures resulted in privatization of some medium- and small-scale economic activity and the setting of more than 90% of prices by the market – but at a cost in inflation, unemployment, and lower output. For Czechoslovakia as a whole inflation in 1991 was roughly 50% and output fell 15%. In 1992 in Slovakia, inflation slowed to an estimated 8.7% and the estimated fall in GD was a more moderate 7%. In 1993 the government anticipates up to a 7% drop in GDP, with the disruptions from the separation from the Czech lands probably accounting for half the decline; inflation, according to government projections, may rise to 15-20% and unemployment may reach 12-15%. The Slovak government is moving ahead less enthusiastically than the Czech government in the further dismantling of the old centrally controlled economic system. Although the governments of Slovakia and the Czech Republic had envisaged retaining the koruna as a common currency at least in the short run, the two countries ended the currency union in February 1993.

National product: GDP – purchasing power equivalent – $32.1 billion (1992 est.)

National product real growth rate: -7% (1992 est.)

National product per capita: $6,100 (1992 est.)

Inflation rate (consumer prices): 8.7% (1992 est.)

Unemployment rate: 11.3% (1992 est.)

Budget: revenues $NA; expenditures $NA, including capital expenditures of $NA

Exports: $3.6 billion (f.o.b., 1992)

commodities: machinery and transport equipment; chemicals; fuels, minerals, and metals; agricultural products

partners: Czech Republic, CIS republics, Germany, Poland, Austria, Hungary, Italy, France, US, UK

Imports: $3.6 billion (f.o.b., 1992)

commodities: machinery and transport equipment; fuels and lubricants; manufactured goods; raw materials; chemicals; agricultural products partners: Czech Republic, CIS republics, Germany, Austria, Poland, Switzerland, Hungary, UK, Italy

External debt: $1.9 billion hard currency indebtedness (December 1992)

Industrial production: growth rate NA%

Electricity: 6,800,000 kW capacity; 24,000 million kWh produced, 4,550 kWh per capita (1992)

Industries: brown coal mining, chemicals, metal-working, consumer appliances, fertilizer, plastics, armaments

Agriculture: largely self-sufficient in food production; diversified crop and livestock production, including grains, potatoes, sugar beets, hops, fruit, hogs, cattle, and poultry; exporter of forest products

Illicit drugs: the former Czechoslovakia was a transshipment point for Southwest Asian heroin and was emerging as a transshipment point for Latin American cocaine (1992)

Economic aid: the former Czechoslovakia was a donor - $4.2 billion in bilateral aid to non-Communist less developed countries (1954-89)

Currency: 1 koruna (Kc) = 100 haleru

Exchange rates: koruny (Kcs) per US$1 - 28.59 (December 1992), 28.26 (1992), 29.53 (1991), 17.95 (1990), 15.05 (1989), 14.36 (1988)

Fiscal year: calendar year

COMMUNICATIONS
Railroads: 3,669 km total (1990)

Highways: 17,650 km total (1990)

Inland waterways: NA km

Pipelines: natural gas 2,700 km; petroleum products NA km

Ports: maritime outlets are in Poland (Gdynia, Gdansk, Szczecin), Croatia (Rijeka), Slovenia (Koper), Germany (Hamburg, Rostock); principal river ports are Komarno on the Danube and Bratislava on the Danube

Merchant marine: the former Czechoslovakia had 22 ships (1,000 GRT or over) totaling 290,185 GRT/437,291 DWT; includes 13 cargo, 9 bulk; may be shared with the Czech Republic

Airports:

total: 34

usable: 34

with permanent-surface runways: 9

with runways over 3,659 m: 0

with runways 2,440–3,659 m: 1

with runways 1,220–2,439 m: 5

Telecommunications: NA

Defense forces
Branches: Army, Air and Air Defense Forces, Civil Defense, Railroad Units Manpower availability: males age 15–49 1,407,908; fit for military service 1,082,790; reach military age (18) annually 47,973 (1993 est.)

Defense expenditures: 8.2 billion koruny, NA% of GDP (1993 est.); note – conversion of defense expenditures into US dollars using the current exchange rate could produce misleading results

SLOVENIA

GEOGRAPHY
Location: Southern Europe, bordering the Adriatic Sea, between Austria and Croatia

Map references: Ethnic Groups in Eastern Europe, Europe, Standard Time Zones of the World

Area:

total area: 20,296 km2

land area: 20,296 km2

comparative area: slightly larger than New Jersey

International disputes: dispute with Croatia over fishing rights in the Adriatic and over some border areas; the border issue is currently under negotiation; small minority in northern Italy seeks the return of parts of southwestern Slovenia

Natural resources: lignite coal, lead, zinc, mercury, uranium, silver

Land use:

arable land: 10%

Environment: Sava River polluted with domestic and industrial waste; heavy metals and toxic chemicals along coastal waters; near Koper, forest damage from air pollutants originating at metallurgical and chemical plants; subject to flooding and earthquakes

PEOPLE
Population: 1,967,655 (July 1993 est.)

Population growth rate: 0.23% (1993 est.)

Ethnic divisions: Slovene 91%, Croat 3%, Serb 2%, Muslim 1%, other 3%

Religions: Roman Catholic 96% (including 2% Uniate), Muslim 1%, other 3%

Languages: Slovenian 91%, Serbo-Croatian 7%, other 2%

Labor force: 786,036

by occupation: agriculture 2%, manufacturing and mining 46%

GOVERNMENT
Type: emerging democracy

Capital: Ljubljana

Independence: 25 June 1991 (from Yugoslavia)

Constitution: adopted 23 December 1991, effective 23 December 1991

Legal system: based on civil law system

National holiday: Statehood Day, 25 June

Executive branch: president, prime minister, deputy prime ministers, cabinet

Legislative branch: bicameral National Assembly; consists of the State Assembly and the State Council; note – State Council will become operational after next election

Judicial branch: Supreme Court, Constitutional Court

Member of: CE, CEI, CSCE, EBRD, ECE, IAEA, IBRD, ICAO, ILO, IOM (observer), UN, UNCTAD, UNESCO, UNIDO, UPU, WHO

Diplomatic representation in US:

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telephone: (202) 828–1650

US diplomatic representation:

chief of mission: Ambassador E. Allen WENDT

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ECONOMY

Overview: Slovenia was by far the most prosperous of the former Yugoslav republics, with a per capita income more than twice the Yugoslav average, indeed not far below the levels in neighboring Austria and Italy. Because of its strong ties to Western Europe and the small scale of damage during its fight for independence from Yugoslavia, Slovenia has the brightest prospects among the former Yugoslav republics for economic recovery over the next few years. The dissolution of Yugoslavia, however, has led to severe short–term dislocations in production, employment, and trade ties. For example, overall industrial production fell 10% in 1991; particularly hard hit were the iron and steel, machine–building, chemical, and textile industries. Meanwhile, the continued fighting in other former Yugoslavian republics has led to further destruction of long–established trade channels and to an influx of tens of thousands of Croatian and Bosnian refugees. The key program for breaking up and privatizing major industrial firms was established in late 1992. Bright spots for encouraging Western investors are Slovenia's comparatively well–educated work force, its developed infrastructure, and its Western business attitudes, but instability in Croatia is a deterrent. Slovenia in absolute terms is a small economy, and a little Western investment would go a long way.

National product: GDP – purchasing power equivalent – $21 billion (1991 est.)

National product real growth rate: –10% (1991 est.)

National product per capita: $10,700 (1991 est.)

Inflation rate (consumer prices): 2.7% (September 1992)

Unemployment rate: 10% (April 1992)

Budget: revenues $NA; expenditures $NA, including capital expenditures of $NA

Exports: $4.12 billion (f.o.b., 1990)

commodities: machinery and transport equipment 38%, other manufactured goods 44%, chemicals 9%, food and live animals 4.6%, raw materials 3%, beverages and tobacco less than 1%

partners: principally the other former Yugoslav republics, Austria, and Italy

Imports: $4.679 billion (c.i.f., 1990)

commodities: machinery and transport equipment 35%, other manufactured goods 26.7%, chemicals 14.5%, raw materials 9.4%, fuels and lubricants 7%, food and live animals 6%

partners: principally the other former Yugoslav republics, Germany, successor states of the former USSR, US, Hungary, Italy, and Austria

External debt: $2.5 billion

Industrial production: growth rate −1% per month (1991−92 est.)

Electricity: 2,900,000 kW capacity; 10,000 million kWh produced, 5,090 kWh per capita (1992)

Industries: ferrous metallurgy and rolling mill products, aluminum reduction and rolled products, lead and zinc smelting, electronics (including military electronics), trucks, electric power equipment, wood products, textiles, chemicals, machine tools

Agriculture: dominated by stock breeding (sheep and cattle) and dairy farming; main crops − potatoes, hops, hemp, flax; an export surplus in these commodities; Slovenia must import many other agricultural products and has a negative overall trade balance in this sector

Currency: 1 tolar (SIT) = 100 NA

Exchange rates: tolars (SIT) per US$1 − 112 (June 1993), 28 (January 1992)

Fiscal year: calendar year

COMMUNICATIONS

Railroads: 1,200 km, 1.435 m gauge (1991)

Highways: 14,553 km total; 10,525 km paved, 4,028 km gravel

Pipelines: crude oil 290 km, natural gas 305 km

Ports: coastal − Koper

Merchant marine: 22 ships (1,000 GRT or over) totaling 348,784 GRT/596,740 DWT; includes 15 bulk, 7 cargo; all under the flag of Saint Vincent and the Grenadines except for 1 bulk under Liberian flag

Airports:

total: 13

useable: 13

with permanent−surface runways: 5

with runways over 3,659 m: 0

with runways 2,440−3,659 m: 2

with runways 1,220−2,439 m: 4

Telecommunications: 130,000 telephones; broadcast stations − 6 AM, 5 FM, 7 TV; 370,000 radios; 330,000 TVs

Defense forces
Branches: Slovene Defense Forces

Manpower availability: males age 15–49 512,186; fit for military service 410,594; reach military age (19) annually 14,970 (1993 est.)

Defense expenditures: 13.5 billion tolars, 4.5% of GDP (1993); note – conversion of the military budget into US dollars using the current exchange rate could produce misleading results