



TRACECA - Railways
Inter-State Tariff and
Timetable Structure
TNREG9501

Assessment of TRACECA ROUTE
competitiveness
Review of TRACECA states operators
Part II
August 29th, 1997

COPIE


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ASSESSMENT OF TRACECA ROUTES COMPETITIVENESS- PART II

Project Title	:	Traceca - Railways Inter-State Tariff and Timetable Structure	
Project Number	:	TNREG 9501 (Contract Number 96/5156)	
Countries	:	Southern republics of the CIS and Georgia : Armenia, Azerbaijan, Georgia, Kazakstan, Kyrgyzstan, Tadjikistan, Turkmenistan, Uzbekistan	
		Local operator	EC Consultant
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MARKETING STUDY

I Introduction

II The questionnaire

III List of visited companies

**IV Synthesis of the market survey analysis and first
recommendations**

Introduction

This first market study has been conducted with industrial and commercial companies in the following countries :

**OUZBEKISTAN
KAZAKHSTAN
AZERBAIJAN
GEORGIE**

The terms of commercial exchanges between the Republics of Uzbekistan, Kazakhstan, Azerbaijan, Georgia and the rest of the world have significantly evolved since the changes which have taken place in the former Soviet Union.

Under the Soviet market planned economy the rules governing exchanges of goods were the following :

- Most of the exchanges were performed between the entities belonging to the Soviet Union
- International exchanges was operated through large trading companies whose management was in Moscow and was the only decision maker

During these last years each independent Republic has started to settle down its own organisation in the logistic area among others. Nevertheless these new companies have obviously been organised according to the uses and patterns inherited from the past particularly when railways are concerned.

For the market study we have done in order to get a precise idea on the actual new habits in the transport domain, we have interviewed :

- 25 Uzbek companies
- 28 Kazakh companies
- 14 Azeri companies
- 10 Georgian companies

Generally speaking this study has allowed us to point out a main characteristic concerning the existing traffics which are of two types :

- The captive traffics which cover all the goods which trade is controlled by the State. It is mainly strategic goods.
- The free traffics which trade is subject to the market rules and for which agreements are made according to the offer and the demand.



TRACECA
RAILWAYS INTER-STATE TARIFF AND TIMETABLE STRUCTURE

Questionnaire - shippers

Name of company :

Name(s) of interviewee(s) :

Name(s) referred :

Position :

- general management
- logistics
- purchasing
- others

<input type="checkbox"/>
<input type="checkbox"/>
<input type="checkbox"/>
<input type="checkbox"/>

:

Address :

Other address (head office) :

Tel. / Fax :

Line(s) of business

Analysis of existing traffic

- Import :
- Export :

Volume over last 12 months

- Average shipment :
- Number of shipments :

Mode chosen

- Conventional :
- Container :

Shipment by

- Air
 - Itinerary
 - Transit time
 - Prices
- Sea
 - Itinerary
 - Transit time
 - Prices
- Land
 - Itinerary
 - Transit time
 - Prices
- Rail
 - Itinerary
 - Transit time
 - Prices

Shipment conditions

- ex works
- C.I.F. / F.O.B.

Port

Border

Destination

Who decides

- client/supplier
- head office-state person / department
- local

Which transport professionals were involved

- shipping line
- railways
- trucking company
- transport agent/commissioner

Anticipated traffic over the next 12 months

- Import
- Export

Are you satisfied with the way current shipments are carried out ?

Which improvements do you expect ?

Which value do you put on them ?

Which role would you see railways play in the future in Central Asia for you ?

Under which assumptions ?

Comments

LIST OF COMPANIES VISITED IN AZERBAIJAN

A & N International Company

Azer-rail

Burwill Universal Agencies

Cisars Ltd

Dacotrans

Gate East forward

Kron Shipping

Magdenli

Makro-Trans Terminal

Militzer & Münch

Murphy International World Carriers Ltd

Transchart Co Ltd

LIST OF COMPANIES VISITED IN GEORGIA

Cautrex / Caucastranforwarder Ltd.

GTE Ltd.

INSTRA Ltd. Transport Insurance Company

Inter-Karavan XX Ltd.

Interkor Ltd

Kavkastransterminal Ltd.

LILO Joint-Stock Compani

LTT Ltd

M & M

Scorpi Ltd

Tariff & Freight Forwarding Policy

Trans Georgia & Co Ltd.

Tsminda Tamar Mepis Ordeni

LIST OF COMPANIES VISITED IN KAZAKHSTAN

Almatex	Makatay
Asutor	Nakutrans
Burg	Newco Trading
Chevron	Newtech
Ferrostaal	Pepe International
Galaxym	Rothmans of Pall Mall
Intertrans	Samsung
Itochu	Sealand
Kametec	Shell
Kara-ala	Stepnoi Leopard
Karmet	Sting
KazInterFracht	Tengizchevroil
Kitt	Terminal
Klöckner	Titan
Kraft	Unitrans
Lead and Zinc combinate	

LIST OF COMPANIES VISITED IN UZBEKISTAN

Shosh-trans company

Aakie

Atwood Richards

Badri's Global Co.

BASF

Cargil Enterprises Inc.

Diht

Lonhro

Matador

Myers Squibb International

Procter and Gamble

PVC.

Roz Trading

Saeed & Sons USA Inc.

Supreme International Corp

Texaco

Yah-ha

Synthesis of the market study analysis

Most of the comments we have drawn from the market survey we have performed apply to what we have called the free market. Nevertheless whenever possible the captive market issue has been taken into consideration.

I - Lines of business of the visited companies

- Engineering : petrol and building
- Metal trading
- Oil and oil by-products trading
- Industrial and textile machinery trading
- Consumable trading (except foodstuff)

II - Volumes operated in 1995/1996

It proved to be very difficult to get reliable pieces of information in this particular domain.

III - Prospects for years to come

- Exports (former Soviet Union countries not included) :

No information can be obtained concerning the captive traffics controlled by state companies, i.e. : cotton, oil and hydrocarbons, metals.

For the goods which enter the market economy network it appears that as far as transport and logistics are concerned the managers in charge don't actually work according to middle or long term plans of operations. This seems to be due to a lack of information from the export departments or the top management.

As far as transport is concerned the decisions are actually taken once the agreements are signed.

- Imports from Europe :

The market situation is far from being stable. Forecasts are practically impossible as in every Republic the purchase of consumable and machinery is linked to the possibility for the importers to use hard currencies. These operations are then closely linked to political decisions.

IV - Mode of transport

- Railways :

It is by far the most widely used mode of transport in the studied countries.
70 to 80% of the goods are transported by rail.

For the last three years the use of international container has increased on the railways network. This includes :

⇒ Last trip containers which are generally used for pieces of machinery and goods used for engineering. These containers now tend to replace the former wooden boxes and are cheaper.

⇒ The containers loaded with spare parts or consumable when the first part of the transport is done by sea to a port in the North or, as it had started to be done for the last two years, with transshipment in one of the Black Sea port.

- Road transport :

When the quantities of goods to be transported are small, for orders under 60 tons, the transport is operated by trucks.

Although prices charged for road transport are high this mode of transport offers the following advantages compared to the rail :

- rapidity
- no transshipment

Besides one has to take into consideration that a great part of the goods from and to Turkey is obviously forwarded by road.

- Air transport :

This mode of transport is still seldom used from and to Europe. When used it is normally a matter of emergency.

V – Terms of sales

- **Imports to Central Asia and the Caucasus**

90 % of the **imports** to Central Asia and the Caucasus are operated under the following selling conditions :

⇒ By Sea : CIF destination

- ⇒ By rail : CIF nearest railway station closest to the final customer
- ⇒ By road : Franco delivery point

- **Exports from Central Asia and the Caucasus**

For **exports**, generally speaking selling conditions are :

- Ex-works or Ex-warehouse

By sea the terms of sales might sometimes be :

- FOB port of shipment

The ports which are used are :

- ⇒ Either a port of former USSR
- ⇒ Or a Black Sea port

By rail :

- FOR to the last frontier between a former soviet country and another country

By road :

- Ex works or Franco delivery port

VI - Who is decision maker ?

As long as of the selling conditions described before remain the same, the choice of the mode of transport is made :

- Either in Europe by the head office of the company which has a subsidiary located in Central Asia or the Caucasus
- Or by the European importer or exporter

In some cases the local company will express its preferences but is not the decision maker.

VII - Who organises the transport ?

In most cases the complete transport operation is taken in charge by a professional, i.e. an international forwarder, who discusses directly with the shippers, the road hauliers, the railways administrations, the shipping lines and, in some case, the customs authorities the following items :

VIII - Comments on the present situation

Mainly through long habits the companies generally express satisfaction with the present situation concerning their transport operations.

Nevertheless the main critics are :

- A lack of information on the position of goods during the transport operation and a lack of information in case of damage
- A deterioration of Russian customs which involves more and more red tape

IX - Part TRACECA railway line could play in the future :

More than 50% of the persons interviewed during our market study didn't know anything about the TRACECA project..

These companies only use and only know the North road with its alternative routes or the route via Illitchev.

Generally speaking when the South railway route was known by the persons we met, two problems were stressed concerning this route :

⇒ **Insecurity** as far as the crossing of the Caucasus was concerned

⇒ **Difficulties** that could be met when crossing the Black Sea

Besides one major issue has to be taken into account as far as relationships between the TRACECA countries are concerned :

⇒ On the Kazakh point of view it is the port of Aktau which should be used on the Caspian Sea

⇒ Whereas the Uzbeks and the Turkmen favour the use of Turkmenbashi port

X - First conclusions

The TRACECA line exists. It is a reliable route and with its present network and rolling stock it could take a volume of traffic three to four times higher than the volume currently handled.

To promote this route two types of actions should be undertaken in order to get hold of the two types of existing traffics :

- the captive traffics
- the free traffics

⇒ The captive traffics :

These traffics are tightly controlled and remain under state supervision. Thus the decisions are obviously political. It is then up to the political authorities to help promoting and developing the TRACECA corridor.

The European Union can play an active part in this evolution.

⇒ The free traffics :

For these traffics the decision concerning transport is made in Europe by the logistics departments of the shippers or by forwarders chosen by the shippers. The local partners are very seldom required to participate to the decision.

Thus it is of the utmost importance to give an extended information on the TRACECA corridor facilities to all European professional who might be involved in the decision process.

The success of this operation is highly dependant on the determination of the railways administrations of Central Asia and the Caucasus to carry out a common action together with the Black Sea and Caspian Sea port authorities as well as the European specialists in transport and logistics.

Besides it would be advisable to help the professionals of Central Asia, the Caucasus and Europe in reaching technical and commercial agreements.

Experience has shown that open discussions help to go forward. Inasmuch meetings and study tours could be organised in Europe or the TRACECA countries to gather the decision makers and operational managers in order to discuss particular issues, share experiences and transfer the know-how when possible.

These meetings could be organised with the participation of the various European transport professional bodies which would ensure that information can be widely forwarded.

MARKET STUDY
AZERBAIJAN

TRACECA ; Projet TN REG 950 Relations entre les reseaux ferroviaires ; horaires ets.
Enquête N° 5

1	Date	7.04.97.
2	Nom de la société.	BWS/ A&N international Compani
3	Adresse	Baku rue Suleyman Taguizada -84
4	Nom de la personne interrogée	Mamedov Nariman -commercial directeur
5	Nom des dirigeants	Qarer F. Clarton M. Mamedov N.
6	Succursale ou	<i>Filiale</i>
		<i>Filiale</i>
1	Activité	La société a créé sa représentation de transport à Baku. La société a le contrat avec le dirigeant le chemin de fer de la Géorgie. L'Expedition de fret. En utilisant les chemins de fer ,la mer et aerotransport
	Analyse des trafic existant	
	importation	importation
	exportation	exportation
	transit	transit
2	Volume des operations realisees pendant les 12 derniers mois	refus de donner
	tonnage moyen d'un envoi	refus de donner
	nombre d'envois	refus de donner
3	Route et mode de transport choisis	
	Route choisie Nord	Nord
	Sud	
	Traceca	Traceca
	Pour chaque route mode de transport choisi,	
	aerien, maritime, routier, chemin de fer,etc	aérottransport,maritime,le chemin de fer.



4	Duree du transit	30-45 jours
5	Prix pour chacune des parties du trajet	refus de donner
6	Conditions d'expédition, CIF, FOB, FOT, FOR, DAF	tous les conditions d'expéditions
7	Qui s'occupe des formalites de douane	Client
	a l'importation	
	a l'exportation	
8	Previsions de trafic pour les 12 prochains mois	non disponible
	a l'importation	
	a l'exportation	
9	Etes-vous satisfait de la maniere dont vos expéditions se passent a l'heure actuelle ?	Oui.
10	Quelles ameliorations souhaiteriez-vous ?	
11	Priorités dans l'ordre de ces ameliorations	Organiser un trafic regulièrement.
12	Comment voyez-vous le rôle joué par les chemins de fer a travers le Caucase et l'Asie Centrale ?	Important.
13	Sur quels arguments vous basez-vous ?	Pas de réponse



GAZELLE №4

Shipping Forwarding Air Cargo and Transportation Co. Ltd.

Enquête №4

Date : 28.03.97
 No. :
 Inc. :

TO : TACIS

ATTN : HELENE CAROFF

RE : YOUR FAX OF 03.01.97

WE APPRECIATE YOUR WILL TO COOPERATE WITH US. WE WOULD LIKE TO GIVE YOU A BRIEF INFORMATION ABOUT OUR OPERATIONS. THE HEADQUARTERS OF OUR COMPANY ARE LOCATED IN BAKU. WE HAVE JOINT VENTURES IN GEORGIA AND KIRGIZSTAN (BISHKEK). ALSO 50% SHARE OF OUR COMPANY BELONGS TO IRANIAN PARTNERS. BECAUSE OF THAT WE CAN HANDLE ANY CARGO IN ALL PORTS OF GEORGIA, IRAN AND ON CASPIAN SEA.

WE CAN PROVIDE FOLLOWING SERVICES:

- HANDLING OF CARGO IN PORTS, RAILWAY STATIONS AND AT BINA AIRPORT
- TRANSPORTATION BY TRUCKS, RAIL, SHIPS AND PLANES FROM BAKU
- CONVOYING OF CARGO ON DANGEROUS ROUTES (IN CONFLICT ZONES)
- FORWARDING SERVICES
- AGENT SERVICES, ETC.

DURING 1996 TOTAL AMOUNT OF OPERATIONS EXCEEDED 28,000 TONS OF VARIOUS CARGO.

ON CONTRACT BASIS WE WORK WITH BAKU-TURKMENBASHI FERRY AND CASPIAN SHIPPING COMPANY ON FLOATING CRANES.

SHORT BACKGROUND OF OUR OPERATIONS:

- 1) F.O.T. BAKU - F.O.B. SYDNEY, VIA BANDER-ABBAS. CARGO AIR CONDITIONERS
- 2) F.O.T. BAKU - F.O.B. MARSEIL/FRANCE. CARGO - ROOTS
- 3) F.O.R. DELHI - F.O.T. BAKU VIA B-ABBAS, FROZEN MEAT
- 4) F.O.R. KLAYPEDA - F.O.R. BAKU, FROZEN MEAT
- 5) F.O.R. BAKU - D.A.F. UKRAINIAN BORDER, DIESEL FUEL
- 6) F.O.T. BAKU - F.O.T. ANTWERPEN/BELGIUM, AIR CONDITIONERS
- 7) F.O.B. BATUMI - F.O.R. BAKU, F.O.B. POTI - F.O.R. BAKU, SUGAR, BUTTER AND FROZEN MEAT.
- 8) F.O.R. BAKU - F.O.B. BATUMI, DIESEL FUEL
- 9) F.O.T. BAKU - F.O.T. ATRAU/KAZAKHSTAN
- 10) F.O.T. BAKU - F.O.T. MOSCOW VIA IRAN-SAMSUN/TURKEY-NI VOROSIYSK, AIR-CONDITIONERS
- 11) F.O.R. TURKMENBASHI - F.O.B. BATUMI - DIESEL FUEL

WE ALSO WORK WITH AIOC, MOVING AND HANDLING THEIR OIL-EQUIPMENT. WE HOPE THAT OUR COOPERATION WILL BENEFIT BOTH OF US.

BEST REGARDS

N. MAMEDOV

A handwritten signature in dark ink, appearing to read "N. Mamedov", is written over the typed name. The signature is stylized and cursive.

TRACECA ; Projet TN REG 950 Relations entre les reseaux ferroviaires ; horaires ets.

Enquête N° 14

1	Date	28.04.97.
2	Nom de la société.	Azer-Rail
3	Adresse	Baku rueDilara Alieva-330
4	Nom de la personne interrogée	
5	Nom des dirigeants	JaradanKuliev Bahram
6	Succursale ou Filiale	Société par actions
1	Activité	Société expedition ferroviaire
	Analyse des trafic existant	
	importation	OK. C.E.I.
	exportation	OK.
	transit	OK tout le transit des chemins de fer d'Azerbaidjan
2	Volume des operations realisees pendant les 12 derniers mois	20%-30% du chiffre d'affaire des chemins de fer d'Azerbaidjan
	tonnage moyen d'un envoi	1 train
	nombre d'envois	innombrable
3	Route et mode de transport choisis	
	Route choisie Nord	OK
	Sud	-----
	Traceca	OK
	Pour chaque route mode de transport choisi,	
	aerien, maritime, routier, chemin de fer, etc	seulement chemin de fer
4	Duree du transit	en fonction de la distance



5	Prix pour chacune des parties du trajet	tarif de chemin de fer plus 3-5% de commissions
6	Conditions d'expédition, CIF, FOB, FOT, FOR, DAF	FOR.
7	Qui s'occupe des formalités de douane	
	a l'importation	client
	a l'exportation	client
8	Prévisions de trafic pour les 12 prochains mois	pas de prévisions
	a l'importation	-----
	a l'exportation	
9	Etes-vous satisfait de la manière dont vos expéditions se passent à l'heure actuelle ?	Oui.
10	Quelles améliorations souhaiteriez-vous ?	pas d'amélioration
11	Priorités dans l'ordre de ces améliorations	-
12	Comment voyez-vous le rôle joué par les chemins de fer à travers le Caucase et l'Asie Centrale ?	très important
13	Sur quels arguments vous basez-vous ?	sur l'expérience.

TRACECA ; Projet TN REG 950 Relations entre les reseaux ferroviaires ; horaires ets.
Enquête N° 9

1	Date	21.04.97.
2	Nom de la société.	Burwill Universal Agencies
3	Adresse	Baku avenu Azadlig-3
4	Nom de la personne interrogée	Erhan Ildirim
5	Nom des dirigeants	Jakob Itchgueren, Erhan Ildirim
6	Succursale ou Filiale	Filiale
1	Activité	Services des tranportations chargement, embarquement, déchargement, débarquement, stockage, dédouanement, assurance.
	Analyse des trafic existant	
	importation	OK
	exportation	OK
	transit	OK
2	Volume des operations realisées pendant les 12 derniers mois	200.000 ton
	tonnage moyen d'un envoi	1000 ton
	nombre d'envois	pas de reponse
3	Route et mode de transport choisis	
	Route choisie Nord	OK-20%
	Sud	-
	Traceca	OK-80%
	Pour chaque route mode de transport choisi,	
	aérien, maritime, routier,	maritime, chemin de fer, autoroute.



	chemin de fer, etc	
4	Duree du transit	3-17jours ex. Istanbul-Achkhabad 7-17jour
5	Prix pour chacune des parties du trajet	transport de container Istanbul-Baku / 2700\$
6	Conditions d'expédition, CIF, FOB, FOT, FOR, DAF	toutes
7	Qui s'occupe des formalites de douane	
	à l'importation	La Société
	à l'exportation	La Société
8	Previsions de trafic pour les 12 prochains mois	non disponible
	a l'importation	-
	a l'exportation	-
9	Etes-vous satisfait de la maniere dont vos expéditions se passent a l'heure actuelle ?	Non, niveau de services prestés par chemins de fer laisse a désirer.
10	Quelles améliorations souhaitez-vous ?	les changements radicaux
11	Priorites dans l'ordre de ces ameliorations	-
12	Comment voyez-vous le rôle joué par les chemins de fer à travers le Caucase et l'Asie Centrale ?	Très important
13	Sur quels arguments vous basez-vous ?	Sur l'expérience personnelle

FROM : BARWIL office

THE CAUCASUS EXPRESS

Barwil Agencies Turkey has started a new container service to run between Istanbul, Turkey and Poti, Georgia, named "THE CAUCASUS EXPRESS". The cargo is loaded onto container block-trains in Poti after being discharged from the vessel by Barwil Poti office and sent to Baku, Azerbaijan immediately. Barwil Baku office picks up the containers and delivers to the consignees warehouse in Baku by truck and returns the empty to the rail-station. For the Georgian destination containers are trucked to the consignee's warehouse by Barwil Poti. Containers are also accepted to Ashgabat, Turkmenistan and delivers by rail from Poti.

"The Caucasus Express" service has its own 20' and 40' DC containers but also accepts shipper's own or other lines' containers with guarantee of return. Istanbul being called by all major lines from the Mediterranean, the Continent, North and South America, South Africa and Far East, transshipments are done here and containers can be forwarded to the final destination. Currently "The Caucasus Express" is running every 15 days from Istanbul and transit time to Baku is 10-12 days. The rates are the most competitive of all the alternative routes to the Caucasus and Central Asia destinations. Containers are handled by Barwil offices from Istanbul to final destination, including the vessel. This way Wilh. Wilhelmsen through-bills-of-lading are issued and cargo can be insured separately on request, under "PROTECTOR" of Oslo, Norway coverage.

Please direct all your inquiries to Barwil Baku or Barwil Istanbul regarding "The Caucasus Express"

Barwil Istanbul
TEM-Beykoz Kavşagi
Plaza K, Kat 2
Turkey
Tel : 90-216 413 9300
Fax : 90-216 413 9299

Barwil Poti
Zestafoni 16
Poti, Georgia
Tel : 995 393 22401
Fax : 995 393 22415

Barwil Baku
Azadlig Ave No 3
Baku, Azerbaijan
Tel : 99 412 935559
Fax : 99 412 981308

From : Barwil office .

CONTAINER RATES TO/FROM EUROPE

BAKU / ANTWERP, HAMBURG, ROTTERDAM

20' STD / US \$ 1600.- LINER IN - LINER OUT

40' STD / US \$ 2750.- LINER IN - LINER OUT

BAKU / LONDON, FELIXSTOWE

20' STD / US \$ 1800.- LINER IN - FREE OUT

40' STD / US \$ 3150.- LINER IN - FREE OUT

HAMBURG, ANTWERP, ROTTERDAM / BAKU

20' STD / US \$ 3350.- LINER IN - LINER OUT

40' STD / US \$ 5100.- LINER IN - LINER OUT

FELIXSTOWE / BAKU

20' STD / US \$ 3550.- LINER IN - LINER OUT

40' STD / US \$ 5450.- LINER IN - LINER OUT

From : Barwil office

KAFKAS EKSPRES

	PRICE NAVLUN		TRANSIT TIME TRANSIT SURE
20'			
Istanbul-Poti	\$ 1100	Liner in Free out	3-4 gun <i>day</i>
Istanbul-Tiflis	\$ 2000	Liner in/ F.O.T Tiflis	7-8 gun
Istanbul-Baku	\$ 2100	Liner in/ F.O.T Baku	11-13 gun
Istanbul-Askaabat	\$ 3500	Liner in/ F.O.T	15-17 gun
Poti-Istanbul	\$ 400	Liner in/ Free out	3-4 gun
Tiflis-Istanbul	\$ 600	Liner in/ Free out	7-8 gun
Baku-Istanbul	\$ 750	Liner in/ Free out	11-13 gun
Ashgabat-Istanbul	\$ 1250	Liner in/ Free out	15-17 gun
40'			
Istanbul-Poti	\$ 2100	Liner in/ Free out	3-4 gun
Istanbul-Tiflis	\$ 2900	Liner in/ Free out	7-8 gun
Istanbul-Baku	\$ 3200	Liner in/ F.O.T Baku	11-13 gun
Istanbul-Ashgabat	\$ 4000	Liner in/ F.O.T	15-17 gun
Poti-Istanbul	\$ 600	Liner in/ Free out	3-4 gun
Tiflis-Istanbul	\$ 800	Liner in/ Free out	7-8 gun
Baku-Istanbul	\$ 1500	Liner in/ Free out	11-13 gun
Ashgabat-Istanbul	\$ 2000	Liner in/ Free out	15-17 gun

... .. Z. ELAND. DUBAI etc.

TRACECA ; Projet TN REG 950 Relations entre les reseaux ferroviaires ; horaires ets.
 Enquête N°12

1	Date	14.04.97.
2	Nom de la société.	Transport compagnie Cisars Ltd
3	Adresse	Baku rue-Gadjibekov - 27
4	Nom de la personne interrogée	Ali Merati
5	Nom des dirigeants	Ali Merati , Cebbor
6	Succursale ou Filiale	Subdivision
1	Activité	transport des containers
		container 20 pied et 40 pied
	Analyse des trafic existant	
	importation	importation
	exportation	exportation
	transit	transit
2	Volume des operations réalisées pendant les 12 derniers mois	274 containers
	tonnage moyen d'un envoi	24ton
	nombre d'envois	pas de reponse
3	Route et mode de transport choisis	maritime, autoroute
	Route choisie Nord	
	Sud	Surtout
	Traceca	
	Pour chaque route mode de transport choisi,	
	aérien, maritime, routier, chemin de fer, etc	maritime, autoroute, Maritime container

4	Duree du transit	ça dépend de la distance .
5	Prix pour chacune des parties du trajet	L'information n'est pas donnée car jugée confidentielle.
6	Conditions d'expédition, CIF, FOB, FOT, FOR, DAF	CIF-FOB
7	Qui s'occupe des formalites de douane	
	a l'importation	client
	a l'exportation	client
8	Previsions de trafic pour les 12 prochains mois	prevu d'augmenter
	a l'importation	40%
	a l'exportation	60%
9	Etes-vous satisfait de la maniere dont vos expéditions se passent a l'heure actuelle ?	Oui.
10	Quelles ameliorations souhaitez-vous ?	avoir une application d'un tarif unique pour tout le trajet.
11	Priorités dans l'ordre de ces améliorations	pas de reponse
12	Comment voyez-vous le rôle joué par les chemins de fer a travers le Caucase et l'Asie Centrale ?	Satisfaisant
13	Sur quels arguments vous basez-vous ?	Sur l'experience personnelle.

TRACECA ; Projet TN REG 950 Relations entre les reseaux ferroviaires ; horaires ets.
Enquête N° 6

1	Date	8.04.97
2	Nom de la société.	Transport compani -Dacotrans
3	Adresse	Baku rue Samed Vurgun 83/ 5
4	Nom de la personne interrogée	Zaur Alekberzada (directeur a Baku)
5	Nom des dirigeants	Zaur Alekberzada et Gerhard Lohman
6	Succursale ou <i>filiale</i>	<i>Filiale</i>
1	Activité	La société a créé sa représentation de transport à Baku, à trois villes de la Russie et à une ville de Kazakhstan. L'Expedition de fret. En utilisant les chemins de fer ,la mer et aerotransport autoroute.
	Analyse des trafic existant	
	importation	importation 90%
	exportation	—
	transit	transit 10%
2	Volume des operations realisees pendant les 12 derniers mois	20 TIR (container)du Koweit en Azerbaïdjan VIA d'Iran.3 navires en provenance de la Russie,VIA Samara-Astarkhan-Kirovski-Baku. 1 navire en provenance de la Turquie.
	tonnage moyen d'un envoi	pas de reponse
	nombre d'envois	non disponible
3	Route et mode de transport choisis	
	Route choisie Nord	Nord
	Sud	<i>Sud 50%</i>
	Traceca	<i>Traceca 20%</i>
	Pour chaque route mode de transport choisi,	
	aerien, maritime, routier, chemin de fer,etc	aérottransport,maritime,le chemin de fer. Container, autoroute

4	Duree du transit	20-30 jours
5	Prix pour chacune des parties du trajet	refus de donner
6	Conditions d'expédition, CIF, FOB, FOT, FOR, DAF	CIF-FOB
7	Qui s'occupe des formalites de douane	Client
	a l'importation	
	a l'exportation	
8	Previsions de trafic pour les 12 prochains mois	non disponible
	a l'importation	
	a l'exportation	
9	Etes-vous satisfait de la maniere dont vos expéditions se passent a l'heure actuelle ?	Oui.
10	Quelles ameliorations souhaiteriez-vous ?	
11	Priorites dans l'ordre de ces ameliorations	Organiser un trafic regulièrement.
12	Comment voyez-vous le role joue par les chemins de fer a travers le Caucase et l'Asie Centrale ?	Important.
13	Sur quels arguments vous basez-vous ?	Pas de réponse

TRACECA ; Projet TN REG 950 Relations entre les reseaux ferroviaires ; horaires ets.
 Enquête N° 3

1	Date	22.04.97.
2	Nom de la société.	Gate East Forward
3	Adresse	Baku rue Istiglaliyyat-31
4	Nom de la personne interrogée	Baguirov Zakir
5	Nom des dirigeants	Mamedov Alekper, B.Zakir
6	Succursale ou Filiale	Entreprise
1	Activité	Société internationale d'expédition tous les types des transports
	Analyse des trafic existant	
	importation	OK Hollande,Allemagne,Bulgarie etc
	exportation	OK Turquie, Iran,C.E.I.
	transit	OK Asie-Centrale
2	Volume des operations realisées pendant les 12 derniers mois	Environ 240 containers et 120 TIR
	tonnage moyen d'un envoi	15 ton
	nombre d'envois	Environ 180 fois
3	Route et mode de transport choisis	
	Route choisie Nord	OK
	Sud	OK
	Traceca	OK
	Pour chaque route mode de transport choisi,	
	aérien, maritime, routier, chemin de fer,etc	autoroute,chemin de fer,kontainer.
4	Duree du transit	10-18 jour

5	Prix pour chacune des parties du trajet	l'information n'est pas donnée car jugée confidentielle
6	Conditions d'expédition, CIF, FOB, FOT, FOR, DAF	CIF-FOB
7	Qui s'occupe des formalités de douane	
	a l'importation	client
	a l'exportation	client
8	Prévisions de trafic pour les 12 prochains mois	chiffres pas encore disponibles
	a l'importation	La France, Turquie, Dubai, Allemagne, Hollande etc.
	a l'exportation	C.E.I, Turquie, Iran
9	Êtes-vous satisfait de la manière dont vos expéditions se passent à l'heure actuelle ?	Oui.
10	Quelles améliorations souhaiteriez-vous ?	Nous souhaitons faire améliorer la procédure de douane et de tarification
11	Priorités dans l'ordre de ces améliorations	-
12	Comment voyez-vous le rôle joué par les chemins de fer à travers le Caucase et l'Asie Centrale ?	très important
13	Sur quels arguments vous basez-vous ?	pas de réponse

GATE EAST

INTERNATIONAL JOINT - STOCK HOLDING COMPANY

"G. E. FORWARD" COMPANY

"G. E. Forward" company - is a venture with limited liability, was established in 1992 on the basis of forwarding service of "Gate East" holding company.

"G. E. Forward" is the member of Azerbaijan Chamber of Commerce and Industry and International Freight Forwarders Association "FIATA".

Major directions of activity:

- * "G. E. Forward" includes trucking, railroad and shipping agent services and conducts multimodal transportation;
- * is the participant of TRACECA - TACIS programme for providing services on the territory of Azerbaijan to trucks moving on the route "Europe-Caucasus-Middle Asia" ("Silk way 2000");
- * is general agent of "Azgeldorexpedition" on transport - forwarding services of Transcaucasian Logistics Express (logistik -service for railway transportations from Black Sea (Poti) to Caspian Sea (Baku)). In connection with beginning Logistic-Express operation is organized container transportation on Europe-Poti-Baku routes (further to Middle Asia) and multimodal transportation in back direction, rates are 30-40 % lower than rates for ordinary transits;
- * is the general agent of Baku International Trade Sea Port on transport - forwarding services;
- * cooperates with large European forwarding and transportation companies: "Dacotrans", "Dachsers" (Germany), "Scansped", "Nouveau Transport & Leasing B.V." (Holland), "Association of International Truckers of Georgia" (Georgia), "Basova International Transport Inc.", "Conesc SRI, Romania" (Romania), "Iran Tarabar" (Iran), "Ulusoy nagliyat A. S.", Transtitco (Turkey), "Suno", "Patka & Kolinek" (Slovak Republik), "Sharaf Shipping Agency", "Bashir Ahmed & Co." (Pakistan), "Rais Hassa Saadi" (UAE), Sovtransavto and others;
- * at the present with Holland company is creating Joint Venture for organization of container transportations;

* major routes of cargoes running to Republik are following:

1. Europe - Turkish ports - Georgia - Azerbaijan (by TIR cars).
2. Europe - Tirkish ports - Azerbaijan (in containers by ships and cars or by ferry and cars).
3. Europe (also CIS) - Black Sea ports - Poti port - Azerbaijan (in containers by ships and cars, railroad or by ferry and cars).
4. Persian Gulf Countries (Dubai/UAE, India, Pakistan, etc.) - Bander-Abbas - Astara - Azerbaijan (in containers by ships and cars).
5. Moreover there are opened new routes from Pakistan to Azerbaijan with TIR cars and from Egyptian ports to Azerabijan (in containers with ships and cars, including via Poti port).

Moreover on the territory of Azerbaijan Republik is situated net of park-terminals:

A net of park-terminals for acceptance and services of high tonnage trucks located on the territory of Azerbaijan Republic, at major intersections, at border points with Russia, Iran and Georgia, in major cities enables us to solve fast transportation problems of our customers through a computer net. At the parking stations of Hurdalan and Hogasan (Baku) executes customs regulations and declaration.

Parks have various necessities. There are warehouses of general and individal purpose, consignance-warehouses, gas stations, net of retail stores, offices of insurance company "G. E. Insurance", currency exchange offices, cafe-bar, telephone station, data bases through which one can receive information about movement of trucks and cargo, forwarding offices, customs offices.

Company also provides insurance for cargo. "G. E. Insurance" is a leader of transport insurance in domestic market. We can also provide European insurance according to the will of the customer.

TRACECA ; Projet TN REG 950 Relations entre les reseaux ferroviaires ; horaires ets.
 Enquête N° 7

1	Date	9.04.97
2	Nom de la société.	Transport compani -Kron Shipping
3	Adresse	Baku rue Nizami- 133
4	Nom de la personne interrogée	Kadirov Namik
5	Nom des dirigeants	Fuad Abbassov
6	Succursale ou <i>Filiale</i>	Entreprise
1	Activité	Société à sa représentation à Odessa et au Istambul. Seulement transport maritime en louant les navires en time-charter
	Analyse des trafic existant	
	importation	importation
	exportation	exportation
	transit	transit
2	Volume des operations realisees pendant les 12 derniers mois	500 000 ton
	tonnage moyen d'un envoi	5000 ton
	nombre d'envois	100 fois
3	Route et mode de transport choisis	maritime
	Route choisie Nord	pas de reponse
	Sud	
	Traceca	
	Pour chaque route mode de transport choisi,	
	aerien, maritime, routier, chemin de fer,etc	maritime container

4	Duree du transit	10-20 jours
5	Prix pour chacune des parties du trajet	L'information n'est pas donnée car jugée confidentielle.
6	Conditions d'expédition, CIF, FOB, FOT, FOR, DAF	Société ne s'occupe pas de conditions d'expéditions
7	Qui s'occupe des formalites de douane	
	a l'importation	Client
	a l'exportation	client
8	Previsions de trafic pour les 12 prochains mois	la mer Noire , Caspienne, Mediterranée .
	a l'importation	
	a l'exportation	
9	Etes-vous satisfait de la maniere dont vos expéditions se passent a l'heure actuelle ?	Oui.
10	Quelles ameliorations souhaiteriez-vous ?	d'ouvrir le canal de navigation Volga Don.
11	Priorites dans l'ordre de ces ameliorations	
12	Comment voyez-vous le role joue par les chemins de fer a travers le Caucase et l'Asie Centrale ?	Important.
13	Sur quels arguments vous basez-vous ?	Pas de réponse

Enquete N°- 2.

Date 02.04.1997

Nom de la Société - Magdenli

Adress - Baku rue Samed Vurgun appartement 17-19

Nom de la person interogé - Fuad Farmanoqlu

Directeur General - Mahmet Magdenli (à Ankara)

Filial

International cargo transport - fret hors gabarit.

La société a sa representation à Kazakhstan. Analyse des trafics existant - seulement transit.

Volume des operations réalisé pendant les 12 dernière mois - 4 TIR - long véhicule (grand camion).

Tonage moyene d'un envoi 40-50 ton. Nombre d'envoi , 1 fois.

Route de transport - Turquie - Iran - Azerbaidjan - Turkmenbachi - Asie Centrale.

Durée de transit 45-60jours.

Prix unique pour le trajet. Condition d'expedition , FOT - CIF. Chauffeur s'occupe des formalité de douane .

Prevision de trafic pour les 12 prochains mois non disponible.

Nous ne sommes pas satisfait de la façon dont nos expéditions se passent à l'heur actuelle.

Nous souhaitons avoir une applications d'un tarif unique pour tout le trajet .

Nous voyons le rol joué par les chemins de fer à travers le Caucase et l'Asie Central indifferant

Parce que nous n'avons pas aucune relation avec les chemins de fer.

TRACECA : Projet TN REG 950 Relations entre les reseaux ferroviaires : horaires etc.

Enquête N° 1

Date - 1.04.97.

Nom de la société - LUKoil -Trans AOST transport Company

Adresse -Baku rue Rachid Behbudov 3 . 370000

Nom de la personne interrogée -Vahid Abdurahmanov -specialiste en transports

Directeur general - Abilov Farhad (à Baku)

Adjoint-Gusseynov Rafik

Filial-

Activité -La Société a créé sa représentation de transport à Baku .La société s'occupe de l'expédition de fret en utilisant les chemins de fer et la mer. La Société travaille avec la compagnie de transport -TRANSOKANIK et TRANSGLOBAL. La Société est prête à assurer l'acheminement des cargaisons les plus différentes par les chemins de fer et la mer.

Trafics existant ; importation ; exportation ; transit ;

Volume des operations réalisées pendant les 12 derniers mois - importations -50.000 de ton de l'équipement pour AIOC .de Japon en Azerbaïdjan.

Nombre d'envoi plus de -10 bateaux

Route de transport- Baku - Turkmenbachi -Asie Centrale ; Baku -POTI .

Durée du transit - 50 jours . Prix unique pour le trajet .

Condition d'expédition FOB -FOR

Client s'occupe des formalités de douane .Previsions de trafic pour les 12 prochains mois -26.000 ton d'équipements pour - AIOC .Exportation - chiffres , non disponibles .

Nos expéditions se passent à l'heure actuelle.Nous souhaitons avoir une harmonisation au niveau de tarification attirer les clients en rendant meilleurs services.

Nous voyons le rôle joué par les chemins de fer à travers le Caucase et l'Asie Central actuellement passif.

TRACECA ; Projet TN REG 950 Relations entre les reseaux ferroviaires ; horaires ets.
 Enquête N° 10

1	Date	22.04.97.
2	Nom de la société.	Makro-Trans Terminal
3	Adresse	Baku av, Babek quartier-1136 tel.93-53-61. Fax.67.64.43.
4	Nom de la personne interrogée	Axmedov I.A.
5	Nom des dirigeants	Husseinov Rovchan. (président)
		Axmedov I.A. (directeur)
6	Succursale ou Filiale	Entreprise privée
1	Activité	Société internationale d'expédition
		tous les types des transports
		Services des transportations
		Parking, assurance, formalités douanières
		container 20 pied et 40 pied
	Analyse des trafic existant	
	importation	Australie, Nouvelle-Zélande, Dubai etc.
	exportation	Iran, Turquie, Pologne, Italie etc
	transit	Asie-Central
2	Volume des operations realisees pendant les 12 derniers mois	12000ton
	tonnage moyen d'un envoi	80 ton
	nombre d'envois	environ 1000 fois
3	Route et mode de transport choisis	
	Route choisie Nord	OK. autoroute-les chemins de fer.
	Sud	OK. autoroute.
	Traceca	OK autoroute-feri-autoroute.
	Pour chaque route mode de transport choisi,	
	aerien, maritime, routier, chemin de fer, etc	maritime, autoroute, container.
4	Duree du transit	7-40 jours



5	Prix pour chacune des parties du trajet	à convenir pour chaque cas particulier
6	Conditions d'expédition, CIF, FOB, FOT, FOR, DAF	CIF-DAF.
7	Qui s'occupe des formalités de douane	
	a l'importation	client
	a l'exportation	expéditeur
8	Previsions de trafic pour les 12 prochains mois	chiffres ne sont pas disponibles
	a l'importation	Allemagne, Turquie, Dubai, Iran, les pays Baltes
	a l'exportation	Dubai, Pologne, Allemagne, Turquie.
9	Etes-vous satisfait de la manière dont vos expéditions se passent à l'heure actuelle ?	Satisfaisant
10	Quelles améliorations souhaiteriez-vous ?	Simplification des procédures douanieres et d'autres formalités
11	Priorites dans l'ordre de ces améliorations	favoriser les transportations internationales
12	Comment voyez-vous le rôle joué par les chemins de fer à travers le Caucase et l'Asie Centrale ?	rôle important, surtout en matière de transport <i>du</i> cotton <i>du</i> Ouzbékistan
13	Sur quels arguments vous basez-vous ?	-

COMPANY STRUCTURE, OWNERSHIP, MANAGEMENT AND OPERATIONS

The Makro Trans Terminal group has one limited and several independent working divisions and or companies under this group. At the top of Makro is the owner and president Mr. Rovshan Housseinov.

The different divisions with, at the top of every division, an own manager are:

- TIR Park
- terminal
- construction and minor maintenance for vehicles
- forwarding/transport/trade
- hotel, cafe and restaurants
- container activities

The president, along with the managing directors of the different companies together form the management team

The president of the firm is a graduate engineer of the Automobile Transport University of Moscow and is nearly 30 years old. He has expansive knowledge in the field of transport, forwarding, trading and customs activities.

The operations of Makro Trans Group are mostly located in the so-called "Black City" of Baku. The parking capacity of the terminal is around 40 for the typical Turkish standard vehicles and for the other vehicles, from e.g. Iran, 150 places.

The new terminal will be about the same size, but will have a warehouse for commercial activities and customer stock of about 1000 m².

The transport, as part of the forwarding activities, has two heavy cargo vehicles. The forwarding firm is located at the present terminal and has few employees. The trade activity is carried out by the president himself.

The terminal activities are operated by 20 people. Customs clearance is located at the same terminal. 27 customs employees work here. Further, 5 people of the customs section also carry out declaration activities.

Construction and minor maintenance for vehicles is operated by a number of employees. The lorries which require large repairs are sent to Sovtransavto Baku. This activity will be sufficient to make a small profit in the future.

The hotel capacity is currently 57 beds on the third floor. The second floor is under construction and will contain 12 rooms with two beds and an own bathroom and toilet. A restaurant will be built on the second floor. A special room for table tennis and video will be built on the third floor. Just outside the hotel there is a fully equipped restaurant and cafe next to the present terminal.

HISTORICAL BACKGROUND

In 1992 the present owner of Makro Trans Group Mr. Rovshan Housseinov started transport, forwarding and trade activities after finishing the Automobile University in Moscow. With trade activities to all the former Soviet countries he earned a lot of cash. Since the war in Chechnya there have been no proper backing transactions between the Russian Federation and CIS countries. On a garbage site near the harbour of Baku Mr. Housseinov developed a TIR Carnet terminal especially for vehicles and drivers from Iran, Turkey the former Eastern Europe countries and incidentally drivers from Western Europe. The firm could finance this basic activity by the profit it made by trading and transporting sugar from Ukraine to Central Asia.

In 1995 the terminal was built at the present situation. After this Makro Trans started a Cafe and Restaurant and in 1996 a building was rented for setting up a hotel. In the meantime the TIR Carnet was completed with custom clearance and forwarding activities, especially for the drivers without a back load.

In 1997 a container terminal will be started, with opportunities to expand and possibilities to start a warehouse for the storage of goods and internal customs clearance. This new activity will be somewhere outside the city of Baku.

TRACECA ; Projet TN REG 950 Relations entre les reseaux ferroviaires ; horaires ets.
Enquête M: 8

1	Date	10.04.97.
2	Nom de la société.	Transport compani -M&M
3	Adresse	Baku rue-Fisuli -26
4	Nom de la personne interrogée	Mussa Rustamov (spesaliste en transport)
5	Nom des dirigeants	Olaf Metzger
6	Succursale ou filiale	filiale
1	Activité	Société a crée sa réprésantation de transport à Baku l'expedition de fret Société a sa réprésantation au Iran ,au Géorgie, au Turkmenistan, au Uzbekistan et au Kazakhstan.
	Analyse des trafic existant	
	importation	importation
	exportation	exportation
	transit	transit
2	Volume des operations realisees pendant les 12 derniers mois	10.000 ton
	tonnage moyen d'un envoi	non disponible
	nombre d'envois	20 fois
3	Route et mode de transport choisis	maritime, le chemin de fer ,autoroute et aerotransport.
	Route choisie Nord	30 %
	Sud	50 %
	Traceca	20%
	Pour chaque route mode de transport choisi,	
	aerien, maritime, routier, chemin de fer,etc	maritime, le chemin de fer, autoroute, aerotransport. maritime container

4	Duree du transit	30-60 jours
5	Prix pour chacune des parties du trajet	L'information n'est pas donnée car jugée confidentielle.
6	Conditions d'expédition, CIF, FOB, FOT, FOR, DAF	FOT-FOB
7	Qui s'occupe des formalités de douane	
	a l'importation	Client
	a l'exportation	client
8	Previsions de trafic pour les 12 prochains mois	non disponible
	a l'importation	
	a l'exportation	
9	Etes-vous satisfait de la maniere dont vos expéditions se passent a l'heure actuelle ?	Oui.
10	Quelles ameliorations souhaiteriez-vous ?	avoir une applications d'un tarif unique pour tout le trajet.
11	Priorites dans l'ordre de ces ameliorations	
12	Comment voyez-vous le role joue par les chemins de fer a travers le Caucase et l'Asie Centrale ?	Important.
13	Sur quels arguments vous basez-vous ?	d'experience personnelle.

TRACECA ; Projet TN REG 950 Relations entre les reseaux ferroviaires ; horaires ets.
Enquête N° 11

1	Date	19.04.97.
2	Nom de la société.	Murphy International World Carriers Ltd
3	Adresse	Rasul Rza rue 8apartement 15/28
4	Nom de la personne interrogée	Rauf Mamedov
5	Nom des dirigeants	David Rid
6	Succursale ou Filiale	Représantation
1	Activité	transport compagnie
		tous les types des transports
		container 20pied et 40pied
	Analyse des trafic existant	
	importation	OK. Grande-Bretagne, Dubai, Hollande
	exportation	OK. Allemagne, Amérique, Angleterre
	transit	OK. Turkménistan, Kazakstan, Géorgie
2	Volume des operations realisees pendant les 12 derniers mois	refus de donner
	tonnage moyen d'un envoi	refus de donner
	nombre d'envois	refus de donner
3	Route et mode de transport choisis	
	Route choisie Nord	-----
	Sud	OK. autoroute ,aérien
	Traceca	OK. chemin de fer, autoroute
	Pour chaque route mode de transport choisi,	
	aerien, maritime, routier, chemin de fer, etc	ex.par Camion (TIR) itinéraire: <i>Suivante</i> Grande-Bretagne; -France-Italie-Grèce-Turquie-Géorgie-Azerbaidjan.



4	Duree du transit	pour les pays d'Europe 15jours(camion) Géorgie 1jour, Asie-Centrale 2-4 jours
5	Prix pour chacune des parties du trajet	à convenir pour chaque cas particulier
6	Conditions d'expédition, CIF, FOB, FOT, FOR, DAF	CIF, FOB, FOT, FOR.
7	Qui s'occupe des formalites de douane	
	a l'importation	en fonction de contrat
	a l'exportation	en fonction de contrat
8	Previsions de trafic pour les 12 prochains mois	
	a l'importation	non disponible
	a l'exportation	non disponible
9	Etes-vous satisfait de la maniere dont vos expéditions se passent a l'heure actuelle ?	Oui.mais;
10	Quelles ameliorations souhaiteriez-vous ?	simplifier les formalités chez les chemin de fer et ferri Baku-Turkenistan
11	Priorites dans l'ordre de ces ameliorations	Regularité des feris
12	Comment voyez-vous le role joue par les chemins de fer a travers le Caucase et l'Asie Centrale ?	Satisfaisant. Car, camions doivent attendre parfois 2-3 jours pour prendre le ferri à cause d'insuffisance de fret
13	Sur quels arguments vous basez-vous ?	pour récupérer le container chez les chemin de fer on met 2 jours bien qu'à notre avis on pourrait le réduire à 1-2heures

TRACECA ; Projet TN REG 950 Relations entre les reseaux ferroviaires ; horaires ets.

Enquête N° 13

1	Date	28.04.97.
2	Nom de la société.	Transchart Co Ltd.
3	Adresse	Baku rue Zorgué-8 tel.98.15.62.
4	Nom de la personne interrogée	Fuad Rassulov
5	Nom des dirigeants	Fuad Rassulov (président)
6	Succursale ou Filiale	Entreprise
1	Activité	La société a crée sa représentation de transport au Batoumi. Transport et expédition des produits petroliers
	Analyse des trafic existant	
	importation	-----
	exportation	OK. 30.000 ton
	transit	OK. 60.000 ton
2	Volume des operations realisées pendant les 12 derniers mois	90.000 ton
	tonnage moyen d'un envoi	1700 ton
	nombre d'envois	55 fois
3	Route et mode de transport choisis	
	Route choisie Nord	-----
	Sud	OK.
	Traceca	OK.
	Pour chaque route mode de transport choisi,	
	aerien, maritime, routier, chemin de fer, etc	maritime, les chemins de fer. Turkmenbachi-Baku- tanker. Baku-Poti et Batoumi par les chemins de fer

4	Durée du transit	8 jours
5	Prix pour chacune des parties du trajet	l'information n'est pas donnée jugée confidentielle
6	Conditions d'expédition, CIF, FOB, FOT, FOR, DAF	DAF.
7	Qui s'occupe des formalités de douane	transit - SOCAR
	à l'importation	-----
	à l'exportation	SOCAR
8	Previsions de trafic pour les 12 prochains mois	transit et exportation
	à l'importation	250.000 ton
	à l'exportation	200.000 ton
9	Etes-vous satisfait de la manière dont vos expéditions se passent à l'heure actuelle ?	Oui.
10	Quelles améliorations souhaitez-vous ?	la promotion de rééquipement des terminaux pétroliers et autres
11	Priorités dans l'ordre de ces améliorations	--
12	Comment voyez-vous le rôle joué par les chemins de fer à travers le Caucase et l'Asie Centrale ?	rôle important
13	Sur quels arguments vous basez-vous ?	relativement prix abordables

MARKET STUDY

GEORGIA

TRACECA: Railways-Inter-state Timetable and Tariff Structure Project TNREG 9501

Questionnaire-shippers

Name of company: **CAUTREX / CAUCASTRANSFORWARDER Ltd.**

Name(s) of interviewee(s): **Georgi Tsomaia**
(General management) **Georgi Tsomaia**

Name(s) referred: **Georgi Tsomaia**

(logistics)
(purchasing)
(others)

Address: **12a.Kazbegi Ave. Tbilisi 380060,Georgia**
Tel:**291963**

Other address(head office):

Int.tel:(**++995 32)001080,001081 ext -139.**

Telex:**212243 AGENT SU.**

Line(s) of business: **Freight Forwarder.**

Analysis of existing traffic (please differentiate as needed between import and export)

Volume over last 12 months / Average shipment and number of shipments:

6000 container. Export- 85% and import - 15%.

Route / mode chosen(Air, Sea, Land, Rail, container?); please state itinerary, transit time and prices for each segment: **Air, Sea, Land, Rail, container. Route:USA ("SEALAND") - GIOTAURO - Poti.**

Shipment conditions(ex works,c.i.f./ fob port / border / destination): **CAUTREX takes full responsibility for the cargo in Poti and supplies to destination.**

Who decides(client / supplier, head office-state person / department-local)? **Client**

Which transport professional were involved(shipping line, railways, trucking company, transport agent / commissioner)? **Shipping line, railways, trucking company**

Who handled customs on the export / the import side?**According the contract.**

Anticipated traffic over the next 12 months(please differentiate as between import and export):

The transportation will increase approximetly till 10000000 tons.

Are you satisfied with the way current shipment are carried out? Which improvements do you expect?

Which value do you put on them ?

1. **Freight Forwarders should work accodingly.**
2. **Technical side:**
 - A) **The impovement of the railway entrance in ports.**
 - B) **The improvement of portlocal railways.**
3. **Reconstruction of Bridges.**
4. **Ferries reconstruction (Baku - Krasnovodsk)**
5. **Procedures of Customs.**
6. **Unified tariff system.**
7. **Comunication system.**
8. **Comunication of railway should be started.**

Which role would you see railways play in the future of Caucasus-Asia ? Under which assumptions?

Comments **They have filial and agencies in: Poti, Tbilisi, Minsk, Baku Armenia, Berlin. In Uzbekistan and Turkmenistan they have partners.**

Project Director: Mr. Jean Louis Romanini, SISIE/Axis-Calberson/SYSTRA, 24-26 Rue du Cotentin, 75015 PARIS, Tel.(33-1)40647372, Fax 43272396. **Tbilisi Office:** Ground Floor, Ministry of Transport, 12 Kazbogi Ave. Tbilisi 380060, Tel:36-32-91, Fax:(1 908)888 9698 ext.148.

- **“Cautrex” LTD, Transportation and Forwarding Society**

Adresses and phones: Head office, Mr. G. Tsomaia,
12, Kazbegi Ave, Tbilisi
Tel/fax: (995-32)291963
Tel: (995-32)364782
Satellite Tel/fax: (0049-5151) 13086 ext. 139,
Tlx: 212243 Agent SU

Poti, Agency of “Cautrex”, Mr. J. Topuria

Tel/fax:(007-293) 2 12 24

Tel:(007-393) 2 21 02

“Kavtrex Poti”, port agent, Tel:2 21 03

Terminal “Cautrex Poti” Mr. J. Topuria

Tel:(007-293) 2 21 04

Forwarder of “Cautrex in Poti port”, Potivneshtans, Mr. Tatarinov

Tel: (007-293) 21224

Tlx; 212173 SVT SU

Baku, Mr. B. Babaev,

Tel: (007-8922)or(0099412) 930268

Batumi, Mr. Dvali

tel: (8-88200) 23222, 21890

Minsk, Mr. Abzianidze

tel: (007-0172) 213483

fax: 212125, 213483

Piraeus, Mr. Akhobadze

tel: (++30.1) 4511274, 4130444

fax: (30.1) 4515 319

Berlin, Mr. Rainer Damish

tel/fax: -(0049-30) 2947587

Erevan, Mr. Sumbatian

tel: (8852)58-9463, 55-2698

tel/fax: -(88539)06878

Established in 1992, is the general agent of “Sea-Land Service Inc” USA in the Transcaucasus. “Cautrex” operates regular intermodal container transportation service lines via Poti port from the Transcaucasian countries to the Black Sea and Mediterranean, linked with transcontinental and European sea lines. It Offers door to door transportations covered by “Sea-Land” Bills of Lading and its insurance. It owns agencies in Poti, Batumi, Baku, Erevan, Minsk, Berlin and Piraeus.

- **GTE “Georgian Trans Expedition LTD”**

Head office: 24 Chikobava, Tbilisi, total number of employees 15

tel: 995-32 959132

fax: 995-32 956369

E-mail: gtel@iberiapac.ge

Branch offices: Poti, total number of employees 122

Moscow, - 9

Strategic partners: Uzvneshtrans, UzmartkazImpex (Uzbekistan),

Ralli Brothers & Corney, Liverpool ,

Clencorc Grain, Rotterdam B.V., Holland.

It is the forwarding company, which serves general cargos like wheat, rice, cotton coming from Middle East countries to port Poti and versus.

Main activities: transportation, transshipment, storage of Uzbek cotton in port of Poti and its delivery worldwide.

Cotton is shipped by railway to their specialized terminals and warehouses in Poti with cotton storage capacity of 12000 t. Now they are involved in realization of the project on construction of new 35 000-40 000 t and reconstruction of the existing berth to transform it into Specialized Cotton Loading Berth with minimum capacity of 300 000 t per year.

- **GTG Transportation Firm Georgian Transport Group**

address: 39a Chavchavadze ave. Tbilisi

tel: 995-32 230860

995-32 231210

fax: 995-32 230585

Its partner is the Holland firm “Ocean Net B.V” They offer cargo transportation from all over the Europe to Georgia, Azerbaijan, Armenia and Russia in both destination; shipment by sea from ports of Europe to Poti and from Poti to European ports; transportation of cargo from Poti to final destination by trucks or railway. They have own garage, European trucks (5).

Questionnaire-shippers

Name of company: **Transport Insurance Company "INSTRA" Ltd.**
Name(s) of interviewee(s): **George (Gia) Tsipuria** Name(s) referred: **George (Gia) Tsipuria**
(General management) **George (Gia) Tsipuria**
(logistics)
(purchasing)
(others)

Address: **12a. Al. Kazbegi Ave. Tbilisi 380060, Georgia**
Tel / Fax: **(99532)223987,364777,385635.**

Other address(head office):

Line(s) of business: **Freight Forwarder.**

Analysis of existing traffic (please differentiate as needed between import and export)

Volume over last 12 months / Average shipment and number of shipments:

Export - 10%, Import - 90%. About 20-25 containers per month. On the ferry about 80 trucks.

Route / mode chosen(Air, Sea, Land, Rail, container?); please state itinerary, transit time and prices for each segment:

Land, Rail. Turkey-Bulgaria—to Germany. Container : from Poti to Rotterdam, Erevan,Baku.

Shipment conditions(ex works,c.i.f./ fob port / border / destination): **c.i.f.**

Who decides(client / supplier, head office-state person / department-local)? **Supplier.**

Which transport professional were involved(shipping line, railways, trucking company, transport agent / commissioner)? **Railways, trucking company.**

Who handled customs on the export / the import side? **Import side.**

Anticipated traffic over the next 12 months(please differentiate as between import and export):

The cargo turnover can increase, only if the priduction in Georgia developes and improves.

Are you satisfied with the way current shipment are carried out? Which improvements do you expect? Which value do you put on them ?

They are not satisfied because of Customs tees for driver untill driving trough Azerbaidjan (\$600-700).

Which role would you see railways play in the future of Caucsus- Central Asia? Under which assumptions?

TRACECA has a reason only in this case if the country would have incomm.

Comments

He don't belive in TRACECA at all.

- **INSTRA LTD**, Transport Insurance Company

Address: 12A, Kazbegi Ave, Tbilisi

Tel/fax: (995-32) 223987, fax: (995-32) 385635

It holds packets of shares of transport company GIT, which disposes a large network of terminals in 10 cities and towns of Georgia. These companies initiated and establishment of Georgian International Road Carriers Association (**GIRCA**), which has become the member of **IRU**.

It realizes international and intercity carriages by road, railway and sea transport, performs forwarding services on a domestic level and abroad, including **CIS** states, East, Central and West Europe. The company owns 33 trucks and operates with 40 additional vehicles for the carriage of 20' and 40' containers and provides the terminal handling of the containers in

port Poti. It is the **FIRST** to begin container groupage service in the Caucasus.

Questionnaire-shippers

Name of company: "INTER-KARAVAN XX" Ltd.

Name(s) of interviewee(s): Konstantin R. Jhgenti Name(s) referred: Konstantin R. Jhgenti

(General management) Konstantin R. Jhgenti

(logistics)

(purchasing)

(others)

Address: 380012, Qveen Tamari ave.15. Tbilisi, Georgia Other address(head office):

Tel / Fax: (8832)941525, (99532)001041, (8832)941526; Home: (8832)224168.

Line(s) of business: Freight Forwarder.

Analysis of existing traffic (please differentiate as needed between import and export)

Volume over last 12 months / Average shipment and number of shipments: **They don't have a big turnover.**

Route / mode chosen(Air, Sea, Land, Rail, container?); please state itinerary, transit time and prices for each segment: **Black Sea - Azerbaidjan - Middle Asia. Armenia. To Russia through European Countries. Sea, Land, container.**

Shipment conditions(ex works, c.i.f./ fob port / border / destination):

Who decides(client / supplier, head office-state person / department-local)? **Client**

Which transport professional were involved(shipping line, railways, trucking company, transport agent / commissioner)? **Shipping line, railways**

Who handled customs on the export / the import side?

According the contract.

Anticipated traffic over the next 12 months(please differentiate as between import and export):

There is no possibility to make a prognoses.

Are you satisfied with the way current shipment are carried out? Which improvements do you expect?

Which value do you put on them ?

The change of the tariff policy and a possibility to fix the cargo movement at the several directions.

Which role would you see railways play in the future of Caucasus- Central Asia? Under which assumptions?

Comments They have affiliate in Batumi , Poti and Ashkhabad. Freight Forwarder can't obtain the information about humanitarian cargoes. That's why they have no possibility to transportation the cargo. There are already several foreign Freight Forwarding companies in Georgia taking control on cargoes. Therefore there have to carry out works in order to give firms equal work-conditions.

Questionnaire-shippers

Name of company: "INTERKOR" Ltd.

Name(s) of interviewee(s): Gia Sidamonidze
(General management) Gia Sidamonidze

Name(s) referred: Gia Sidamonidze

(logistics)
(purchasing)
(others)

Address: Georgia, Tbilisi, Mtkvari st 4/6
Tel / Fax: 989950 / 922220

Other address(head office):

Line(s) of business:

1. Freight Forwarder (Local and international transportation by all kinds of transport).
2. The charter of transport sources.
3. The implementation of custom formalities as well as related to dangerous cargo.

Analysis of existing traffic (please differentiate as needed between import and export)

Volume over last 12 months / Average shipment and number of shipments:

58500 tons oil pepes. 32000 tons metall constuctions, 1000 tons aluminium silicat, 36000 tons bitumen for AIOC(Azer. Inter. Oil. Comp.)

Route / mode chosen(Air, Sea, Land, Rail, container?); please state itinerary, transit time and prices for each segment:

Shipment conditions(ex works,c.i.f./ fob port / border / destination):

Who decides(client / supplier, head office-state person / department-local)?

Which transport professional were involved(shipping line, railways, trucking company, transport agent / commissioner)?

Who handled customs on the export / the import side?

Anticipated traffic over the next 12 months(please differentiate as between import and export):

They have won the tender with English Company "TRANSGLOBAL" Ltd. On 23500 tons oil pipes(starting date - the March).95% - Export. Total expecting 60000 tons cargo.

Are you satisfied with the way current shipment are carried out? Which improvements do you expect?

Which value do you put on them ?

They are not satisfied and don't expect any improvements. The attempts of the Heads of State and Transport Organisations are limited to the establishment of centralized carriage and practically hinders the development of freight forwarding companies.

Which role would you see railways play in the future of Caucasus - Central Asia? Under which assumptions?

The Railway development should become the basic stimulus for the TRACECA activities.

Comments

In the future they want to begin cargo transportation by air and container. They have transport agency in Poti and a representative in Baku.

Questionnaire-shippers

Name of company: "KAVKASTRANSTERMINAL" LTD.

Name(s) of interviewee(s): Bejani Sadunashvili Name(s) referred: Bejani Sadunashvili
(General management) Bejani Sadunashvili
(logistics)
(purchasing)
(others)

Address: 15, Tamar Mepe ave. Tbilisi, Georgia Other address(head office):
Tel / Fax: 941013, 994326 / 941013

Line(s) of business:

Freight Forwarder.

Analysis of existing traffic (please differentiate as needed between import and export)

Volume over last 12 months / Average shipment and number of shipments:

Export-33000Tons, Import-80000Tons.

Route / mode chosen(Air, Sea, Land, Rail, container?); please state itinerary, transit time and prices for each segment:

By the Railway. Poti-Baku, Batumi-Baku, Poti-Erevan, Tbilisi-CIS countries and Central Asian republics.

Shipment conditions(ex works, c.i.f./ fob port / border / destination):

The cargo owner makes orders for the port service or regarding to his (her) wishes all necessary works are carried out by KAVKASTRANSTERMINAL Ltd. (Custom service, etc.).

Who decides(client / supplier, head office-state person / department-local)?

According the contract.

Which transport professional were involved(shipping line, railways, trucking company, transport agent / commissioner)?

Railways.

Who handled customs on the export / the import side?

Anticipated traffic over the next 12 months(please differentiate as between import and export):

In 12 months the turnover will increase either on the export or on the import.

Are you satisfied with the way current shipment are carried out? Which improvements do you expect?

Which value do you put on them ?

The tariff policy is the main problem for the improvement of a cargo movement.

Which role would you see railways play in the future of Caucasus- Central Asia? Under which assumptions?

On the better Railway activity will depend the TRACECA development.

Comments

Project Director: Mr. Jean Louis Romanini, SISIE/Axis-Calberson/SYSTRAS, 24-26 Rue du Cotentin, 75015 PARIS, Tel.(33-1)40647372. Fax 43272396. **Tbilisi Office:** Ground Floor, Ministry of Transport, 12 Kazbogi Ave. Tbilisi 380060. Tel:36-32-91. Fax:(1 908)888 9698 ext.148.

Questionnaire-shippers

Name of company: **JOINT-STOCK COMPANI "LILO"**

Name(s) of interviewee(s): **Aleko Tavartkiladze** Name(s) referred: **Aleko Tavartkiladze**

(General management) **Aleko Tavartkiladze**

(logistics)

(purchasing)

(others)

Address: **40,Shartava st. 380060.Tbilisi,Georgia**

Other address(head office):

Tel: **995 / 32 / 989741, 371391, 383169.**

Fax: **001 / 908 / 8889698 Ext-129**

Line(s) of business: **Exporter (Producing of wine, vodka and juices)**

Analysis of existing traffic (please differentiate as needed between import and export)

Volume over last 12 months / Average shipment and number of shipments: **10% by Railway, other by autotransport..**

Route / mode chosen(Air, Sea, Land, Rail, container?); please state itinerary, transit time and prices for each segment: **Vladikaukasus-Russia, ferry Poti-Odessa,Poti-Rostov. Export at Ykraine. The export activities at Ukraine and Baltik countries.**

Shipment conditions(ex works, c.i.f./ fob port / border / destination): **According the contract**

Who decides(client / supplier. head office-state person / department-local)?

Which transport professional were involved(shipping line, railways, trucking company, transport agent / commissioner)?

Who handled customs on the export / the import side? **According the contract**

Anticipated traffic over the next 12 months(please differentiate as between import and export):

Producing capacities in an years:**500000 bottles(alcoholic drinks) and 15000000 units in "Tetra-Pak" parking.**

Are you satisfied with the way current shipment are carried out? Which improvements do you expect?

Which value do you put on them ?

To create the marketing service ,envisaging the bank problems.

Which role would you see railwavs play in the future in Central Asia for you Under which assumptions?

It is necessary to change the tariff policy. It will improve the situation.

Comments

TRACECA: Railways-Inter-state Timetable and Tariff Structure Project TNREG 9501

Questionnaire-shippers

Name of company: **Ltd."LTT"**

Name(s) of interviewee(s): **E.Shakhnazarov**

Name(s) referred: **K.D.Droge**

(General management) **K.D.Droge**

(logistics)

(purchasing)

(others)

Address: **1, Barnova st. Tbilisi, Georgia**

Other address(head office):

Tel / Fax: **986545 / 995675**

Line(s) of business:

Freight Forwarder.

Analysis of existing traffic (please differentiate as needed between import and export)

Volume over last 12 months / Average shipment and number of shipments:

1400 container. Export - 10-15%.

Route / mode chosen(Air, Sea, Land, Rail, container?); please state itinerary, transit time and prices for each segment:

Air, Sea, Land, Rail, container.

Shipment conditions(ex works, c.i.f./ fob port / border / destination):

Ex works, destination.

Who decides(client / supplier, head office-state person / department-local)?

Client / supplier.

Which transport professional were involved(shipping line, railways, trucking company, transport agent / commissioner)?

Shipping line, railways, trucking company, transport agent / commissioner.

Who handled customs on the export / the import side?

Export and import side.

Anticipated traffic over the next 12 months(please differentiate as between import and export):

Transport increase regarding on the railway.

Are you satisfied with the way current shipment are carried out? Which improvements do you expect?

Which value do you put on them ?

Which role would you see railways play in the future of Caucasus- Central Asia? Under which assumptions?

It is necessary for the further development of the Railway to improve the service, decreasing of tariffs on transportation, dynamics, improvement of possibilities of transportation planning.

Comments

The Railway is will be the most important point in the development of TRACECA because of increasing of requirements from clients on Railway transportation from the Poti and Batumi Ports into the Central Asia.

Project Director: Mr.Jean Louis Romanini, SISIE/Axis-Calberson/SYSTRA, 24-26 Rue du Cotentin, 75015 PARIS, Tel.(33-1)40647372, Fax 43272396. **Tbilisi Office:** Ground Floor, Ministry of Transport, 12 Kazbogi Ave. Tbilisi 380060, Tel:36-32-91, Fax:(1 908)888 9698 ext.148.

- **M&M**

address: 1 Barnov str. Tbilisi

tel: 995-32 986545

fax: 995-32 995675

Operates container transportation from Poti to Armenia, Poti- Azerbaijan and vrs., SeaLand. Main cargos are import from Europe.

- and Numerous individuals, who operate independently.

All transport companies and freight forwarding companies operate dominantly under ad hoc contracts.

Inefficient tax system (high rates for the Road fund, improper definition of tax base) prevents their activities and leads to comparative disadvantage compared with the foreign companies. Another problem is the absence of bilateral agreements on transport with the range of countries (Czechia, Slovakia, Austria, Hungary, Italy, Poland).

Questionnaire-shippers

Name of company: "Scorpi" Ltd.

Name(s) of interviewee(s): **David Apkhasava**
(General management) **Nodar Devadze**
(logistics)
(purchasing)
(others)

Name(s) referred: **Devadze**

Address: **Batumi, Chavchavadze st. 90.**
Tel / Fax: **74846**

Other address(head office):

Line(s) of business: **Processing cargo in the ports.**

Analysis of existing traffic (please differentiate as needed between import and export)

Volume over last 12 months / Average shipment and number of shipments:
Processed about 45000t. Transit 95% and import 5%.

Route / mode chosen(Air, Sea, Land, Rail, container?); please state itinerary, transit time and prices for each segment: **Rail. Batumi - Baku , Erevan.**

Shipment conditions(ex works, c.i.f./ fob port / border / destination): **c.i.f.**

Who decides(client / supplier, head office-state person / department-local)? **Client.**

Which transport professional were involved(shipping line, railways, trucking company, transport agent / commissioner)? **Railways.**

Who handled customs on the export / the import side? **"Scorpi"**

Anticipated traffic over the next 12 months(please differentiate as between import and export):
About 100000 t.

Are you satisfied with the way current shipment are carried out? Which improvements do you expect? Which value do you put on them ?

Which role would you see railways play in the future of Caucasus - Central Asia ? for you Under which assumptions? Reconstruction of ports.

Comments

"Scorpi" also is affiliated to "Tranas Georgia"

Questionnaire-shippers

Name of company: "Tariff & Freight Forwarding Policy"

Name(s) of interviewee(s): Mr. Chigogidze.

Name(s) referred: Mr. Chigogidze

(General management) Mr. Chigogidze

(logistics)

(purchasing)

(others)

Address: Tsaritsy Tamara st. 15. 380012, Tbilisi, Georgia. Other address(head office):

Tel / Fax: 951921 / (00995 32) 953663.

Line(s) of business:

1. To fix tariff.

2. Freight Forwarder (The Georgian Railway Organization).

Analysis of existing traffic (please differentiate as needed between import and export)

Volume over last 12 months / Average shipment and number of shipments:

Attached please find the turnover schedule of the policy.

Route / mode chosen (Air, Sea, Land, Rail, container?); please state itinerary, transit time and prices for each segment:

Rail, Sea. Activities in all fields. Charges for the service 3,5 - 10%.

Shipment conditions (ex works, c.i.f./ fob port / border / destination):

Who decides (client / supplier, head office-state person / department-local)?

Client, Department-local

Which transport professional were involved (shipping line, railways, trucking company, transport agent / commissioner)? Railways

Who handled customs on the export / the import side?

Anticipated traffic over the next 12 months (please differentiate as between import and export):

The Logistic implementation will help in the turnover increase.

Are you satisfied with the way current shipment are carried out? Which improvements do you expect?

Which value do you put on them ?

1. To take part in the tender.

2. To obtain an exact information in time.

Which role would you see railways play in the future of Caucasus- Central Asia? Under which assumptions?

The Railway will play the main role in the future of Caucasus-Central Asia corridor.

Comments They create a union. Founders:

1. Ports.

2. Georgian Railway.

3. The Azerbaidjan Railway.

4. The firm "TRANSLAID" from Russian part, the one of the best freight forwarding company (MPS).

There is announced the four expeditors :

1. Turkmenistan Railway.

2. The Uzbekistan expedition (Mr. Bakhaderov).

3. Azerbaidjan - "ASERELI" (Mr. Iaradan Kuliev).

4. Georgian - Tariff & Freight Forwarding Policy (Mr. Chigogidze).

Tariff & Freight Forwarding Policy

N	Name of Cargo	Weight (Tons)	From-To (Route)	Consignee
1	Gazoline	2500	Poti-Armenia	Toro
		2200	Poti - Tbilisi	Toro
2	Rice	450	Batumi-Kutaisi II	Tero
3	Meat	1930	Poti-Azer.-Turkmenistan	Contiword Neth.
4	Gazoline	2725	Poti- Georgia	GlobainPetrolum
		1900	Poti - Armenia	GlobainPetrolum
5	Grain	6600	Batumi-Armenia	Tero
6	Gazoline	100	Zugdidi-Chiatura	Absolut-Consulting
7	Wheat	7000	Batumi -Uzbekistan	Uzbekistan- Temir
8	Fuel/Oil	4770	Poti - Georgia	Technoirs
9	Wiring	306	Poti - Azerbaijan	FMM-Turkey
10	Sugar	2000	Batumi- Armenia	Tero
11	Gazoline	2500	Poti-Armenia	Toro
12	Meat	2520	Poti-Uzbekistan	Contiword Neth.
13	Flour	2000	Batumi - Armenia	Aquaservice
14	Wheat	2500	Kachreti - Azerbajjan	Min. of Defense
15	Flour	2000	Batumi - Azerbaijan	Transferisekavshiri
16	Rice	2105	Batumi - Azerbaijan	Tero
	Sugar	2000	Batumi - Armenia	Tero
17	Meat	340	Poti - Armenia	Dari
18	Diesel	120	Gachiani -Zugdidi	Technoirs
19	Equipment	108	Poti - Turkmenistan	Bora Ltd.
20	Gazoline	230	Gachiani-Lilo	Technoirs
21	Diesel	300	Gachiani - Nimo Tsminda	Technoirs
22	Sugar	1200	Batumi - Armenia	Toro
23	Mineral Waters	320	Borjomi - Moscow	Casting Factory No. 2
24	Flour/Oil	7050	Poti-Kyrgistan	Uzbekuelexpedition
25	Gazoline	3000	Poti - Georgia	Iberia +
26	Sugar	4000	Batumi - Azerbaijan	Tero
27	Wheat	2500	Kachreti - Azerbaijan	Min. of Defence
28	Pipes	1690	Poti - Azerbaijan	Blue Water Shipping

29	Reinforcement	1500	Lilo - Azerbaijan	Global Petroleum
30	Flour	2800	Batumi - Azerbaijan	Transfertsekvashir
31	Sugar	1000	Batumi - Armenia	Tero
32	Rice	1000	Batumi - Uzbekistan	Uzbek Maritime
33	Gazoline	3900	Poti - Georgia	Nikva
34	Bottles	287	Poti - Azerbaijan	Dari
35	Sugar/Chemicals/Equip./ Ferrometals	700	Batumi - Almaty	Tero
36	Meat	3023	Poti - Azer. Turk. - Uzb.	Contiword Neth.
37	Flour	2800	Batumi - Azerbaijan	Transfertsekvashir
38	Sugar	8000	Batumi - Azerbaijan	Tero
39	Wheat	25700	Batumi - Georgia	Tero

Questionnaire-shippers

Name of company: **TRANS GEORGIA & Co. Ltd.**

Name(s) of interviewee(s): **Gia Soselia**

Name(s) referred: **Gia Soselia**

(General management) **Gia Soselia**

(logistics)

(purchasing)

(others)

Address: **9, Khorava st. Tbilisi 380057, Georgia**

Other address(head office):

Tel / Fax: **(995-32)292401, (995-32)294593.**

Line(s) of business: **Freight Forwarder.**

Analysis of existing traffic (please differentiate as needed between import and export)

Volume over last 12 months / Average shipment and number of shipments:

Approximately 10000 ton in month (except the valuable cargoes).

Route / mode chosen(Air, Sea, Land, Rail, container?); please state itinerary, transit time and prices for each segment:

Sea, Land. Batumi - Armenia, Azerbaidjan, Central Asia. Also the cargoes transportation to TRACECA route. Russia and countries of CIS.

Shipment conditions(ex works, c.i.f./ fob port / border / destination):

Export - fob port.

Who decides(client / supplier, head office-state person / department-local)?

Which transport professional were involved(shipping line, railways, trucking company, transport agent / commissioner)?

Shipping line, railways.

Who handled customs on the export / the import side?

According the contract.

Anticipated traffic over the next 12 months(please differentiate as between import and export):

At the present moment they are orders for 40000 tons of mill and flour. There is a order for 60000 ton mill and flour from Armenia.

Are you satisfied with the way current shipment are carried out? Which improvements do you expect?

Which value do you put on them ?

- 1. An improvement of communication systems.**
- 2. Material -Technical basis (infrastructure)**
- 3. Legal base**
- 4. Financial system.**

Which role would you see railways play in the future of Caucasus - Central Asia? Under which assumptions?

TRACECA could play the main rolle in solving railway problems as it would help in the improvement of wagon park an after that it would be possible to see TRACECA advantage compared with other ways and the turnover would increase

Comments

If the joint problems are solved the present relationship with foreign Freight Forwarding firms give us hope that TRACECA' s activity will be successful.

Project Director: Mr. Jean Louis Romanini, SISIE/Axis-Calberson/SYSTRA, 24-26 Rue du Cotentin, 75015 PARIS, Tel.(33-1)40647372, Fax 43272396. **Tbilisi Office:** Ground Floor, Ministry of Transport, 12 Kazbogi Ave. Tbilisi 380060. Tel:36-32-91. Fax:(1 908)888 9698 ext.148.

Questionnaire-shippers

Name of company: **Tsminda Tamar Mépis Ordeni**

Name(s) of interviewee(s): **Chanturia Nodari**

Name(s) referred: **Jorgikia**

(General management) **Jorgikia**

(logistics)

(purchasing)

(others)

Address: **6, Bakradze st.380019, Tbilisi, Georgia.**

Other address(head office):

Tel / Fax: **(8832)967497 / (8832)934797**

Line(s) of business:

Import of oil products

Analysis of existing traffic (please differentiate as needed between import and export)

Volume over last 12 months / Average shipment and number of shipments:

Import -100%; about 45000 t.

Route / mode chosen(Air, Sea, Land, Rail, container?); please state itinerary, transit time and prices for each segment:

Sea and Rail; Baku - Tbilisi - Poti - Tbilisi.

Shipment conditions(ex works, c.i.f./ fob port / border / destination):

According to the contract.

Who decides(client / supplier, head office-state person / department-local)?

Client.

Which transport professional were involved(shipping line, railways, trucking company, transport agent / commissioner)?

Railways.

Who handled customs on the export / the import side?

Import side.

Anticipated traffic over the next 12 months(please differentiate as between import and export):

Import will grow, because in my opinion the demand of oil products will increase.

Are you satisfied with the way current shipment are carried out? Which improvements do you expect?

Which value do you put on them ? There are problems with wagon park.

Which role would you see railways play in the future of Caucasus- Central Asia? Under which assumptions? **Railways will an important role in the development of TRACECA. In Caucasus**

Railways represent the most convenient way of transportation of goods.

Comments

As in the case of "TRANSGEORGIA", this company seems not to have any problems in obtaining job orders. The have obtained the TACIS credit (this is the only case of TACIS providing this type of credit) for supply of Agricultural enterprises with fuel during the harvesting

Barwil				Consignee
N	Name of Cargo	Weight (tons)	From-To (Route)	
1	Flour	500	Batumi-TBL	
2	Flour	1600	Poti - Azer.-Arm.	
3	Wheat	4000	Poti - TBL	
4	Wheat	4055	Batumi - Armenia	
5	Macaroni, Oil	151	Batumi - Armenia	
6	Flour	240	Poti - Armenia	
7	Flour	840	Vaziani - Azerbajjan	
8	Flour	2894	Batumi - Azer.-Arm.	
9	Flour	312	Poti - Azerbajjan	
10	Flour	1617	Poti - Armenia	
11	Grain	5000	Poti - Georgia	
12	Flour	6295	Poti - Georgia	
13	Wheat	2863	Batumi - TBL	
14	Flour	4379	Poti - Azer. - Armenia	
15	Flour	680	Poti-Armenia	
16	Flour	1650	Batumi - Armenia	
17	Flour, Oil	1455	Batumi - Azerbajjan	
18	Flour	3667	Poti - Azer.-Arm.	
19	Flour	832	Batumi - Poti	
20	Flour	2000	Batumi - Azer.- Armenia	
21	Flour, Sugar	2490	Poti - Azer.-Arm.	

PACE - INTERNATIONAL

N	Name of Cargo	Wieight (Tons)	From - To (Route)	Consignee
1	Wheat	4650	Poti - Armenia	
2	Flour	380	Poti - Armenia	
3	Sugar (Raw)	14000	Batumi - Agara	
4	Flour	380	Poti - Armenia	
5	Sugar (Raw)	1400	Batumi - Agara	
6	Wheat	3000	Poti - Armenia	
7	Wheat	21000	Batumi - Armenia	
8	Wheat	2000	Poti - Armenia	
9	Wheat	1000	Tbilisi - Armenia	
10	Wheat	18900		
11	Wheat	180	Poti- Armenia	

" Kavkaztransterminal "

N	NAME OF CARGO	WEIGHT (TON)	FROM -- WHERE (ROUTE)	FOR WHOM
1	Sugar	2000	Poti - Armenia	
2	Sugar	2400	Batumi - Azerbaijan	
3	Fruit juice	105		
4	Bottle	300	Poti - Lilo	"Pireli ventura"
5	Flour	500	Poti - Armenia	
6	Gazoline	2100	Poti - Lilo	"Ekogeorgia"
7	Fat	174	Poti - Armenia	

" iveria + "

N	NAME OF CARGO	WEIGHT (TON)	FROM -- WHERE (ROUTE)	FOR WHOM
1	Gazoline	4218		
2	Gazoline	2500	Poti - Armenia	
3	Gazoline	1820	Poti - Armenia	
4	Gazoline	3000		
5	Gazoline	4200	Poti - Armenia	
6	Gazoline	2500		
7	Gazoline	2670		
8	Gazoline	3500		
9	Gazoline	2700	Poti - Armenia	
10	Gazoline	2450		
11	Gazoline	6700	Poti - Armenia	

Ltd. " Transgeorgia "

N	NAME OF CARGO	WEIGHT (TON)	FROM --- WHERE (ROUTE)	FOR WHOM
1	Scrap materials	370	Batumi - Azerbaijan	
2	Wheat	1016	Poti - Armenia	
3	Humanitarian cargoes	453		
4	Tangerine	120	Natanebi - Moscow	
5	Tangerine	360	Batumi - Krasnoiarsk	
6	Mineral water	160	Borjomi - Moscow	
7	Mineral water	160	Borjomi - Moscow	

Ltd. " Karlo "

N	NAME OF CARGO	WEIGHT (TON)	FROM --- WHERE (ROUTE)	FOR WHOM
1	Canned chucken	320	Batumi - Tbilisi	
2	Grain	16000	Batumi - Armenia	
3	Coal	5500	Batumi - Armenia - Georgia	" Galaktika "
4	Barytes, Cement	2564	Batumi - Azerbaijan	Raishiping
5	Canned chucken	300	Batumi - Tbilisi	
6	Canned chucken	54	Batumi - Tbilisi	

" INTERKARAVAN - XXI "

N	NAME OF CARGO	WEIGHT (TON)	FROM --- WHERE (ROUTE)	FOR WHOM
1	Timber	720	Tkibuli - Batumi	"Terakota"
2	Wine	106	Telavi - Moscow	Ministry of Internal Affairs
3	Timber	80	Tkibuli - Batumi	
4	Oil products	1000	Dedoplis Tskaro - Armenia	
5	Pipes	95	Rustavi - north Caucasia	
6	Pipes	120	Rustavi - north Caucasia	
7	Pipes	500	Mtskheta - Azerbaijan	

Transport reinsuarance society " Imedi "

N	NAME OF CARGO	WEIGHT (TON)	FROM --- WHERE (ROUTE)	FOR WHOM
1	Ore	378	Borjomi - Russia	
2	Flour	1000	Batumi - Azerbaijan	

" Tero "

N	NAME OF CARGO	WEIGHT (TON)	FROM --- WHERE (ROUTE)	FOR WHOM
1	Sugar, Flour	1960	Batumi - Armenia	
2	Fertilizer	2981	Batumi - Tajikistan	
3	Sugar, Flour	2050	Batumi - Armenia, Kutaisi	

" Tetrans "

N	NAME OF CARGO	WEIGHT (TON)	FROM --- WHERE (ROUTE)	FOR WHOM
1	Sugar	2500	Poti - Armenia	
2	Flour	1000	Poti - Armenia	

LIST OF MAIN GEORGIAN TRANSPORT COMPANIES OPERATING
under TIR system:

- LZP (affiliate of the German firm)- the Head of co. Paata Gvelesiani
5 trucks, Mercedes
- Gimex (affiliate of the Hungarian firm)- the Head of co. Gocha Tsereteli
5 trucks, Mercedes
- Corneel Geerts East (Georgian-Belgian joint venture)- the Head of co.
Vladimir Tkebuchava
2 trucks, Scania, and 7 trailers
- Sovavtopoti, the Head of co. Revaz Lelua.
Soviet trucks

and Numerous individuals(with one truck), who operate independently.

70 % of the cargo is import, mainly (about 60%) second hand goods from Europe.

Unofficial Information

- | | |
|-----------------------------------|---------------------------------|
| 1) The firm acting in the Batumi: | 2) The firm acting in the Poti: |
| a) "Scorpi" | a) "Sopmari" |
| b) "Orionaquaservice" | b) "Poti - vneshtans" |
| c) "Tero" | c) "Poti - expedition" |
| d) "Barwil" | d) "Tetrans" |
| | I) "Barwil" |
-

- 1) "Karlo" - Works on the cargoes of any kind by railway. Main activity from the Poti. (Mr. Shevardnadze's relative)
- 2) "Tero" - Works with the tariff and freight forwarding policy, and in the Batumi port directly itself. In 1996 has processed 60000 tons cargo.
- 3) "Trasphertsekavshiri" - The Ministry of Affairs as a courier. Works on the railway and in the ports "Scorpi" - for them.
- 4) "Peis international" - works with American partners mainly for Armenian. Works either on the railway or in port.
- 5) "Iveria + " - works only for oil products transportation mainly by the railway (Nugzar Shevardnadze).
- 6) "Girca" - works mainly by the road transport. It is the courier of "Instra" and solves organizations problems of both firms. "Instra" makes only transportation.
- 7) GIOC (Georgian International Oil Company) and "Interkor" - These two firms are appeared on the basis of one firm because of participation in tenders using different names.
- 8) "Limani" - Works together with "Tsminda Tamar Mepis Ordeni". They have absolutely same opinions.

MARKET STUDY

KAZAKSTAN



Questionnaire - shippers

Name of company: "Almatex"
 Name(s) of interviewee(s): (general management) OTYNSHEVA SUEILANA
 (logistics) General director
 (purchasing)
 (others)
 Name(s) referred to:
 Address: Almaty, DANCHENCOZ
 Other address (head office):
 tel. / fax: 3272 / 401778

Line(s) of business: wool processing

Analysis of existing traffic (please differentiate as needed between import and export)

Volume over last 12 months / average shipment and number of shipments

3 x 20' cont → SOUTH KOREA

Route / mode chosen (Air, Sea, Land, Rail ; container ?) ; please state itinerary, transit time and prices for each segment :

4 days

Shipment conditions (ex works, c.i.f./fob port/border/destination) :

Who decides (client/supplier, head office - state person / department -, local) ?

Which transport professionals were involved (shipping line, railways, trucking company, transport agent/ commissioner) ?

Who handled customs on the export / the import side? client

Anticipated traffic over the next 12 months (please differentiate as needed between import and export)

5 x 20' / month → ITALY, KOREA

Are you satisfied with the way current shipments are carried out ? Which improvements do you expect ? Which value do you put on them ?

yes

Which role would you see railways play in the future in Central Asia for you ? Under which assumptions ?

tariffs is to be stable and it's one of the most important issues for wool cost.

Comments



TRACECA

Railways Inter-state Tariff and Timetable Structure

Questionnaire - shippers

Name of company: "ASLATOR"

Name(s) of interviewee(s):
 (general management) OTYNSHIEV
 (logistics) MURAT
 (purchasing)
 (others)

Name(s) referred:

Address: Almaty, 50 FURMANOVA Other address (head office):

tel. / fax: 732 / 330883 / 334860

Line(s) of business: wool trading

Analysis of existing traffic (please differentiate as needed between import and export)

Volume over last 12 months / average shipment and number of shipments

3 tracks → Germany, Moscow, Bishkek
 2 containers → India, mainly - airfreight

Route / mode chosen (Air, Sea, Land, Rail; container?); please state itinerary, transit time and prices for each segment:

for this kind of product time is very important. price track to Germany 3-5000 us\$.
 20' cont → India →

Shipment conditions (ex works, c.i.f./fob port/border/destination):

Who decides (client/supplier, head office - state person / department -, local)?

Which transport professionals were involved (shipping line, railways, trucking company, transport agent/commissioner)?
 ITALY
 ABAK

Who handled customs on the export / the import side?

Anticipated traffic over the next 12 months (please differentiate as needed between import and export)

One 20' cont / month = 12 x 20' / year.

Are you satisfied with the way current shipments are carried out? Which improvements do you expect? Which value do you put on them?

NO
 customs procedures are difficult, time - too long

Which role would you see railways play in the future in Central Asia for you? Under which assumptions?

Comments

Main partners are Italian companies which are very interested in TRACECA route and container transportation.
 No, none of TC are willingly ready to provide service. Also northern route tariff is too high. It is increasing in all price at the international market.



Questionnaire - shippers

Name of company : *BURÇ GROUP*

Name(s) of interviewee(s) :
(general management)
(logistics)
(purchasing)
(others)

Name(s) referred :

Address
tel. / fax

Other address (head office) :

Line(s) of business : *Construction of airports, food trading, electronic equipment*

Analysis of existing traffic (please differentiate as needed between import and export)

Volume over last 12 months / average shipment and number of shipments

turkish tracks ~ 10 000 tons

details lack by fax

Route / mode chosen (Air, Sea, Land, Rail ; container ?) ; please state itinerary, transit time and prices for each segment :

*time ~ 10 days
price ~ twice more than 20' container*

Shipment conditions (ex works, c.i.f./fob port/border/destination) :

Who decides (client/supplier, head office - state person / department -, local) ?

Which transport professionals were involved (shipping line, railways, trucking company, transport agent/ commissioner) ?

Who handled customs on the export / the import side ?

Anticipated traffic over the next 12 months (please differentiate as needed between import and export)

10 times more

Are you satisfied with the way current shipments are carried out ? Which improvements do you expect ? Which value do you put on them ?

Which role would you see railways play in the future in Central Asia for you ? Under which assumptions ?

Comments

Turkish companies - main food suppliers in Kazakhstan. They are eager to use TRACECA route and even to invest but TRACECA route have to be through AKTAYU port.



Doug Williams
Project Engineer

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(7-3272) 807860
(7-327) 881-1437 (int-D)

Hyatt Regency Rahal Palace Hotel
Business Centre, 6th floor
Akademik Satpaev Ave., 29/6
Almaty, 480070, Kazakhstan



Questionnaire - shippers

Name of company : *Chevron Munaiigas Inc.*
Name(s) of interviewee(s) : *DOUG WILLIAMS* Name(s) referred :
(general management) *PROJECT ENGINEER*
(logistics) *ALMATY SERVICE STATION PROJECT*
(purchasing)
(others)

Address Other address (head office) :
tel. / fax

Line(s) of business : *PROJECT MANAGEMENT*

Analysis of existing traffic (please differentiate as needed between import and export)

Volume over last 12 months / average shipment and number of shipments *40 Shipments*

Route / mode chosen (Air, Sea, Land, Rail ; container ?) ; please state itinerary, transit time and prices for each segment :
Air (AV124) Rail (6 Containers)
Sea (5 Ships) Land (10 Trucks)

Shipment conditions (ex works, c.i.f./fob port/border/destination) :

Who decides (client/supplier, head office - state person / department -, local) ?

CHEVRON PROJECT MANAGER of SUPPLIER

Which transport professionals were involved (shipping line, railways, trucking company, transport agent/ commissioner) ?

FREIGHT FORWARDER CUSTOMS CLEARANCE AGENT
LOGISTICS COMPANY
SHIPPER

Who handled customs on the export / the import side ? *TERMINAL*
SEALAND

Anticipated traffic over the next 12 months (please differentiate as needed between import and export)

IMPORT 10-20foot Containers

Are you satisfied with the way current shipments are carried out ? Which improvements do you expect ? Which value do you put on them ? *\$1,000,000 / Please lower duty and VAT. Tax.*

Which role would you see railways play in the future in Central Asia for you ? Under which assumptions ?

Comments



TRACECA

Railways Inter-state Tariff and Timetable Structure

Questionnaire - shippers

Name of company : *Ferrossteel*

Name(s) of interviewee(s) :

(general management) *Herr Isak Sade*

(logistics)

(purchasing) *Almaty, Tschairowskogo, 9*

(others)

Name(s) referred :

Address

tel. / fax *32 9342*
33 9306

Other address (head office) :

ESSEN, p.o 45/28 Hokenhollen, 2

Line(s) of business : *metal trading and technology*

Analysis of existing traffic (please differentiate as needed between import and export)

Volume over last 12 months / average shipment and number of shipments

10 containers from Germany (thru Russia,) metal export to
to Russia, Germany

Route / mode chosen (Air, Sea, Land, Rail ; container ?) ; please state itinerary, transit time and prices for each segment :

4-500 us\$ per container

Shipment conditions (ex works, c.i.f./fob port/border/destination) :

Who decides (client/supplier, head office - state person / department -, local) ?

Which transport professionals were involved (shipping line, railways, trucking company, transport agent/ commissioner) ?

Militzer and Munch AG, Globallink,

Who handled customs on the export / the import side ?

Anticipated traffic over the next 12 months (please differentiate as needed between import and export)

equipment delivery for central region of Kazakhstan,
~ 10 containers

Are you satisfied with the way current shipments are carried out ? Which improvements do you expect ? Which value do you put on them ?

Yes.

Which role would you see railways play in the future in Central Asia for you ? Under which assumptions ?

Comments

Security - one of the important problems.



TRACECA

Railways Inter-state Tariff and Timetable Structure

Questionnaire - shippers

Name of company: GALAXYM (TURKEY)

Name(s) of interviewee(s): Name(s) referred: JAMIL-BEY

(general management) LOXMAN CHELYSHKAN

(logistics) General director

(purchasing)

(others)

Address UST-KAMENOGORSK
tel. / fax 267988

Other address (head office): ALMATY, GOBOL, 161
400863, 400821

Line(s) of business: food, construction materials trading

Analysis of existing traffic (please differentiate as needed between import and export)

Volume over last 12 months / average shipment and number of shipments

5-8 20' / month

Route / mode chosen (Air, Sea, Land, Rail; container?); please state itinerary, transit time and prices for each segment:

turkish tracks to Almaty ~ 5000 US\$
from Almaty to ~~UST-KAMENOGORSK~~ UST-KAMENOGORSK - local tracks.

Shipment conditions (ex works, c.i.f./fob port/border/destination):

Who decides (client/supplier, head office - state person / department -, local)?

Which transport professionals were involved (shipping line, railways, trucking company, transport agent/ commissioner)?

Who handled customs on the export / the import side? client

Anticipated traffic over the next 12 months (please differentiate as needed between import and export)

the same

Are you satisfied with the way current shipments are carried out? Which improvements do you expect? Which value do you put on them?

yes

Which role would you see railways play in the future in Central Asia for you? Under which assumptions?

Comments

TRACECA could be interesting route for wagon transportation to place of destination.



TRACECA
Railways Inter-state Tariff and Timetable Structure

ITOCHU

CHAKENOV
BAOURJAN KOZHAHMETOVICH
ITOCHU Corporation
Almaty Office
Deputy Project Coordinator

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Questionnaire - shippers

Name of company : *ITOCHU*

Name(s) of interviewee(s) :
(general management)
(logistics)
(purchasing)
(others)

Name(s) referred :

Address
tel. / fax

Other address (head office) :

Line(s) of business : *technological projects, construction of
mainly in Central Kazakhstan, metal production
plants*

Analysis of existing traffic (please differentiate as needed between import and export)

Volume over last 12 months / average shipment and number of shipments

~ 10000 tons in 20' containers - equipment

Route / mode chosen (Air, Sea, Land, Rail ; container ?) ; please state itinerary, transit time and prices for each segment :

*Germany - Almaty (through Russia) 4-5000 US\$
per 20' cont.*

Shipment conditions (ex works, c.i.f./fob port/border/destination) :

Who decides (client/supplier, head office - state person / department -, local) ?

Which transport professionals were involved (shipping line, railways, trucking company, transport agent/ commissioner) ?

Who handled customs on the export / the import side ? *client*

Anticipated traffic over the next 12 months (please differentiate as needed between import and export)

company secret

Are you satisfied with the way current shipments are carried out ? Which improvements do you expect ? Which value do you put on them ?

No. Tariff has to be decreased

Which role would you see railways play in the future in Central Asia for you ? Under which assumptions ?

speed and information

Comments *transit time and prices are different
and depend on state - contractor (US, Germany,
Japan, England).*



TRACECA
Railways Inter-state Tariff and Timetable Structure



REPUBLIC OF KAZAKHSTAN
FOREIGN TRADE COMPANY

Sapar M. GAISIN
Senior Manager

FOREIGN TRADE COMPANY

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telex: 251105 "SELEN SU" 612-202 "SELEN SU"
X400: C:USSR.A SOVMAIL.O KAZPACK.UN ALAKME

Questionnaire - shippers

Name of company: *KAMETEC*
Name(s) of interviewee(s):
(general management)
(logistics)
(purchasing)
(others)

Name(s) referred:

Address
tel. / fax

Other address (head office):

Line(s) of business: *metals trading (PB and An)
import of equipment (WEST-KAMENOGORSK
mainly)*

Analysis of existing traffic (please differentiate as needed between import and export)

Volume over last 12 months / average shipment and number of shipments
90000-100000 tn (An + PB)

Route / mode chosen (Air, Sea, Land, Rail; container?); please state itinerary, transit time and prices for each segment:
*in wagons, 20-30 days to WEST (through Russia)
~ 4000-5000 US \$ / wagon*

Shipment conditions (ex works, c.i.f./fob port/border/destination):

Who decides (client/supplier, head office - state person / department -, local)?
accordingly the contract terms

Which transport professionals were involved (shipping line, railways, trucking company, transport agent/commissioner)?

Who handled customs on the export / the import side?

Anticipated traffic over the next 12 months (please differentiate as needed between import and export)

~ 200000 tn (An + PB)

Are you satisfied with the way current shipments are carried out? Which improvements do you expect? Which value do you put on them?
yes

Which role would you see railways play in the future in Central Asia for you? Under which assumptions?

main - security and tariffs.

Comments



TRACECA

Railways Inter-state Tariff and Timetable Structure

Financial - INDUSTRIAL ASSOCIATION "KAZAKHSTAN"

Questionnaire - shippers

Name of company: *KAZAKH-ALA - holding company*
 Name(s) of interviewee(s): *Alexandr Mashkevich* Name(s) referred to:
 (general management) *President*
 (logistics)
 (purchasing)
 (others) *Samaty*
 Address *Kunaev, 56* Other address (head office):
 tel. / fax *602600*

Line(s) of business: *Management of privatization metal plants*

Analysis of existing traffic (please differentiate as needed between import and export)

Volume over last 12 months / average shipment and number of shipments
average volume of pure metals ~ 10000 t

Route / mode chosen (Air, Sea, Land, Rail ; container ?) ; please state itinerary, transit time and prices for each segment:
wagons to Germany Russia CHINA
prices are certain by KAZ. RW (KAZINTERFRAKHT)
Shipment conditions (ex works, c.i.f./fob port/border/destination) : *accordingly the route!*

Who decides (client/supplier, head office - state person / department -, local) ?

Which transport professionals were involved (shipping line, railways, trucking company, transport agent/ commissioner) ? *KAZINTERFRAKHT*

Who handled customs on the export / the import side ? *client*

Anticipated traffic over the next 12 months (please differentiate as needed between import and export)

Are you satisfied with the way current shipments are carried out ? Which improvements do you expect ? Which value do you put on them ?
yes

Which role would you see railways play in the future in Central Asia for you ? Under which assumptions ?

Comments *TRACECA - DANGEROUS region if you can convince client to use this route - way not.*



Manager -
Indian company ?

Questionnaire - shippers

Name of company : *KARMET (Karaganda metallurgical plant)*
 Name(s) of interviewee(s) : *Representative office in Almaty* Name(s) referred : *head office - Temielay*
 (general management)
 (logistics)
 (purchasing)
 (others)
 Address *Almaty, Abay 155* Other address (head office) :
 tel. / fax *509407*

Line(s) of business : *metal trading and production.*

Analysis of existing traffic (please differentiate as needed between import and export)

Volume over last 12 months / average shipment and number of shipments
~ 5000 ± / year

Route / mode chosen (Air, Sea, Land, Rail ; container ?) ; please state itinerary, transit time and prices for each segment :
Astana - IRAN, wagons, ~ 10 days
prices - did not want to answer.
Shipment conditions (ex works, c.i.f./fob port/border/destination) :

Who decides (client/supplier, head office - state person / department -, local) ?

Which transport professionals were involved (shipping line, railways, trucking company, transport agent/ commissioner) ?
KAZINIERFRAKHI

Who handled customs on the export / the import side ?

Anticipated traffic over the next 12 months (please differentiate as needed between import and export)
would be decreased

Are you satisfied with the way current shipments are carried out ? Which improvements do you expect ? Which value do you put on them ?
—

Which role would you see railways play in the future in Central Asia for you ? Under which assumptions ?
—

Comments *Detailed information should be provided from head office. But main decision maker - Foreign Manager.*



TRACECA
Railways Inter-state Tariff and Timetable Structure



International Freight Company.

Mecab Gelashvili
FINANCIAL DIRECTOR

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SUITE 45/46 ALMAY KAZAKHSTAN
TEL: (377) 398 80; FAX: (377) 422 445

EMAIL:
victor@itskitt.almaty.k.

Questionnaire - shippers

Name of company: *RITI*
Name(s) of interviewee(s):
(general management)
(logistics)
(purchasing)
(others)

Name(s) referred:

Address
tel. / fax

Other address (head office):

Line(s) of business: *freight (air) transportation now.*

Analysis of existing traffic (please differentiate as needed between import and export)

Volume over last 12 months / average shipment and number of shipments

*only for DHL - 30 ± / year
from EUROPE - 20000 ± / year*

Route / mode chosen (Air, Sea, Land, Rail; container?); please state itinerary, transit time and prices for each segment: *Russia - RIGA ~ 6 US \$ / ton in wayon ~ 20 days*

Shipment conditions (ex works, c.i.f./fob port/border/destination):

Who decides (client/supplier, head office - state person / department -, local)?

Which transport professionals were involved (shipping line, railways, trucking company, transport agent/commissioner)?

Who handled customs on the export / the import side? *client*

Anticipated traffic over the next 12 months (please differentiate as needed between import and export)

the same

Are you satisfied with the way current shipments are carried out? Which improvements do you expect? Which value do you put on them?

Which role would you see railways play in the future in Central Asia for you? Under which assumptions?

Comments *TRACECA is to be good solution for this company. they have already checked the facilities of ports.*



TRACECA
Railways Inter-state Tariff and Timetable Structure



Orlov Alexander Wladimirowitsch
KLÖCKNER
Orlov Alexander Wladimirowitsch

Dipl. Ing. *631207*
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Telex: 251232 PTB SL
abonent 68

Questionnaire - shippers

Name of company : *KLÖCKNER*
Name(s) of interviewee(s) :
(general management)
(logistics)
(purchasing)
(others)

Name(s) referred :

Address
tel. / fax

Other address (head office) :

Line(s) of business : *textile, metals processing*

Analysis of existing traffic (please differentiate as needed between import and export)

Volume over last 12 months / average shipment and number of shipments

570 tons of pipes and electrodes

Route / mode chosen (Air, Sea, Land, Rail ; container ?) ; please state itinerary, transit time and prices for each segment :

Germany - Russia - Kazakhstan
4000 US\$ / wagon

Shipment conditions (ex works, c.i.f./fob port/border/destination) :

Who decides (client/supplier, head office - state person / department -, local) ?

Which transport professionals were involved (shipping line, railways, trucking company, transport agent/ commissioner) ?

NAKULTRANS
↑ (They didn't confirm this price)

Who handled customs on the export / the import side ? *client*

Anticipated traffic over the next 12 months (please differentiate as needed between import and export)

didn't answer

Are you satisfied with the way current shipments are carried out ? Which improvements do you expect ? Which value do you put on them ?

yes

Which role would you see railways play in the future in Central Asia for you ? Under which assumptions ?

Comments

TRACECA - useless route, unsafe, unpredictable



TRACECA

Railways Inter-state Tariff and Timetable Structure

NIKOLAI KABAKOV

Foreign Economic Relations Department

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Teletype 139178 Volga
Telex 251390 PTB SU
Telefax: (3232) 47-1407

Questionnaire - shippers

Name of company: *LEAD AND ZINC COMBINAT*

Name(s) of interviewee(s):
(general management)
(logistics)
(purchasing)
(others)
Name(s) referred to:

Address
tel. / fax
Other address (head office):

Line(s) of business: *TRADING and production of metals*

Analysis of existing traffic (please differentiate as needed between import and export)

Volume over last 12 months / average shipment and number of shipments
80000 tn / year + 80000 PB / year

Route / mode chosen (Air, Sea, Land, Rail; container?); please state itinerary, transit time and prices for each segment: *in wagons to NOVOROSSIVSK TURKEY, ITALY, NAKHODKA*
By state all the time. PRICES are changed to the WEST direction through Russia - 6000 US\$, 7. (73 US\$/ton)

Shipment conditions (ex works, c.i.f./fob port/border/destination):
Who decides (client/supplier, head office - state person / department -, local)?
In Almaty

Which transport professionals were involved (shipping line, railways, trucking company, transport agent/ commissioner)?
LAZINTERFRACHT

Who handled customs on the export / the import side?

Anticipated traffic over the next 12 months (please differentiate as needed between import and export)

The same

Are you satisfied with the way current shipments are carried out? Which improvements do you expect? Which value do you put on them?
We are waiting for AKTAY port reconstruction.

Which role would you see railways play in the future in Central Asia for you? Under which assumptions?

Comments



TRACECA
Railways Inter-state Tariff and Timetable Structure

Абилов
Руслан Дунесович
Генеральный директор

Республика Казахстан, 480021,
г. Алматы, ул. Кармысова, 76

тел.: (3272) 61 19 74
факс: (3272) 60 15 54

Questionnaire - shippers

Name of company: *МАКАТАЙ*

Name(s) of interviewee(s):
(general management)
(logistics)
(purchasing)
(others)

Name(s) referred:

Address
tel. / fax

Other address (head office):

Line(s) of business: *metals trading*
scrap of steel and nonferrous metals

Analysis of existing traffic (please differentiate as needed between import and export)

Volume over last 12 months / average shipment and number of shipments

Route / mode chosen (Air, Sea, Land, Rail; container?); please state itinerary, transit time and prices for each segment:
~ 96000 t/month in wagons to CHINA
time is not important, price ~ 1,5-2000 / wag.?

Shipment conditions (ex works, c.i.f./fob port/border/destination):

Who decides (client/supplier, head office - state person / department -, local)?

Which transport professionals were involved (shipping line, railways, trucking company, transport agent/commissioner)?
KAZINTERFRAKHT

Who handled customs on the export / the import side?

Anticipated traffic over the next 12 months (please differentiate as needed between import and export)

30000 t → EUROPE
40000 t → TURKEY

Are you satisfied with the way current shipments are carried out? Which improvements do you expect? Which value do you put on them?

yes

Which role would you see railways play in the future in Central Asia for you? Under which assumptions?

service is to be cheaper

Comments



TRACECA
Railways Inter-state Tariff and Timetable Structure



Liliana Gamozkaja
General Manager

Nakutrans (GmbH)
Kunaev-Straße 18
480016 Almaty, Kazakhstan
Tel.: (327-2) 33 63 51, 50 61 89
Fax: (327-2) 50 61 88

Questionnaire - shippers

Name of company : *NAKUTRANS*
Name(s) of interviewee(s) :
(general management)
(logistics)
(purchasing)
(others)

Name(s) referred :

Address
tel. / fax

Other address (head office) :

Line(s) of business : *transportation*

Analysis of existing traffic (please differentiate as needed between import and export)

Volume over last 12 months / average shipment and number of shipments
import - food, equipment

Route / mode chosen (Air, Sea, Land, Rail ; container ?) ; please state itinerary, transit time and prices for each segment :

Wagon from Germany ~ 8000 DM
Export - metals, raw materials, cotton

Shipment conditions (ex works, c.i.f./fob port/border/destination) :

Who decides (*customer* ~~client~~ supplier, head office - state person / department -, local) ?

Which transport professionals were involved (shipping line, railways, trucking company, transport agent/ commissioner) ?

Who handled customs on the export / the import side ? *customer*

Anticipated traffic over the next 12 months (please differentiate as needed between import and export)

Are you satisfied with the way current shipments are carried out ? Which improvements do you expect ? Which value do you put on them ? *yes*

Which role would you see railways play in the future in Central Asia for you ? Under which assumptions ?

Comments



TRACECA

Railways Inter-state Tariff and Timetable Structure

AVRAMENCO OLEG

NEWCO TRADING AG

Representative office "NEWCO TRADING AG", Switzerland
in Kazakhstan
Suite 203 korpus 2
111 Gogol Street
480004 Almaty/Kazakhstan
Telefon (3272) 32-44-65, Fax (3272) 32-18-63

Questionnaire - shippers

Name of company : *NEWCO TRADING AG*⁴
Name(s) of interviewee(s) :
(general management)
(logistics)
(purchasing)
(others)
Name(s) referred :
Address
tel. / fax
Other address (head office) :

Line(s) of business : *metals trading* (KARAGANDA, SEMIPALATINSK, PETROPAULOVSK)
ferrous, non-ferrous metals

Analysis of existing traffic (please differentiate as needed between import and export)

Volume over last 12 months / average shipment and number of shipments

Route / mode chosen (Air, Sea, Land, Rail ; container ?) ; please state itinerary, transit time and prices for each segment :
5-7000 tons in wagons to: NOVOROSSISK, RIGA, TALLIN, CHOP, CHINH. ~ 45000 us\$/wagon to WEST

Shipment conditions (ex works, c.i.f./fob port/border/destination) :

Who decides (client/supplier, head office - state person / department -, local) ?

Which transport professionals were involved (shipping line, railways, trucking company, transport agent/ commissioner) ?
KAZINTERFRAKHT, INTERTRANS

Who handled customs on the export / the import side ? *client*

Anticipated traffic over the next 12 months (please differentiate as needed between import and export)
10-14000 tons

Are you satisfied with the way current shipments are carried out ? Which improvements do you expect ? Which value do you put on them ?

Which role would you see railways play in the future in Central Asia for you ? Under which assumptions ?

Comments *they are not so much interested in TRACECA main: security and tariff.*



TRACECA

Railways Inter-state Tariff and Timetable Structure

Questionnaire - shippers

Name of company : *NEWTECH - JV US - ISRAEL*

Name(s) of interviewee(s) : _____ Name(s) referred : _____

(general management) *MARKULBEKOV*

(logistics) *ERIC*

(purchasing) *DIRECTOR*

(others)

Address *Hotel "DOSTYK", 2252* Other address (head office) :

tel. / fax *636217*

Line(s) of business : *TELECOM EQUIPMENT*

Analysis of existing traffic (please differentiate as needed between import and export)

Volume over last 12 months / average shipment and number of shipments

2 x 20' cont. from Europe

Route / mode chosen (Air, Sea, Land, Rail ; container ?) ; please state itinerary, transit time and prices for each segment :

~ 15-20 days, 4-5000 US\$/cont.

Shipment conditions (ex works, c.i.f./fob port/border/destination) :

Who decides (client/supplier, head office - state person / department -, local) ?

Which transport professionals were involved (shipping line, railways, trucking company, transport agent/ commissioner) ?

Who handled customs on the export / the import side ?

Anticipated traffic over the next 12 months (please differentiate as needed between import and export)

probably the same

Are you satisfied with the way current shipments are carried out ? Which improvements do you expect ? Which value do you put on them ?

yes

Which role would you see railways play in the future in Central Asia for you ? Under which assumptions ?

Comments

They are not interested in TRACECA



TRACECA
Railways Inter-state Tariff and Timetable Structure



ASET BAIKENOV
GENERAL MANAGER - KAZAKSTAN

16666 NORTHCHASE, SUITE 475,
HOUSTON, TEXAS 77060
TELEPHONE: (713) 872-8800
FAX: (713) 872-8897

KAZAKSTAN, ALMATY 480002
ZHIBEK ZHOLY 60, SUITE 1
TELEPHONE: (3272) 33 85 58
FAX: (3272) 33 56 75

Questionnaire - shippers

Name of company : *PEPE (US)*
Name(s) of interviewee(s) :
(general management)
(logistics)
(purchasing)
(others)
Name(s) referred :
Address
tel. / fax
Other address (head office) :

Line(s) of business : *engineering and equipment trading.*

Analysis of existing traffic (please differentiate as needed between import and export)

Volume over last 12 months / average shipment and number of shipments

~ 2-20' / cont / month

Route / mode chosen (Air, Sea, Land, Rail; container ?) ; please state itinerary, transit time and prices for each segment :

Shipment conditions (ex works, c.i.f./fob port/border/destination) : *depends on contract terms.*

Who decides (client/supplier, head office - state person / department -, local) ?

Which transport professionals were involved (shipping line, railways, trucking company, transport agent/ commissioner) ?

SEA LAND

Who handled customs on the export / the import side ?

Anticipated traffic over the next 12 months (please differentiate as needed between import and export)

It depends on the contract's terms

Are you satisfied with the way current shipments are carried out ? Which improvements do you expect ? Which value do you put on them ?

yes

Which role would you see railways play in the future in Central Asia for you ? Under which assumptions ?

Comments

TRACECA could be used under conditions of AKTAY port.

Names Kefferen in England



RACECA
airways Inter-state Tariff and Timetable Structure

Mrs JAWN SAMUELS
Mrs LESLEY GRAHAM

Rothmans of Pull Mall Internat.
OXFORD RD

AYLESBURY

BUCKS

HP21 8SZ

ENGLAND

Questionnaire - shippers

Name of company: *Rothmans of Pull Mall*
Name(s) of interviewee(s):
general management) *Mike Cockcroft* Name(s) refer:
logistics)
purchasing)
others)
Address *Almaty, 155 Abay* Other address
tel. / fax

TEL NO
44 1296 335000

Line(s) of business: *tabacco trading*

Analysis of existing traffic (please differentiate as needed between import and export)

Volume over last 12 months / average shipment and number of shipments
~ 800 20' containers

Route / mode chosen (Air, Sea, Land, Rail ; container ?) ; please state itinerary, transit time and prices for each segment : *traffie from England, Baltic ports*

Shipment conditions (ex works, c.i.f./fob port/border/destination) :

Who decides (client/supplier, head office - state person / department -, local) ?

Which transport professionals were involved (shipping line, railways, trucking company, transport agent/ commissioner) ?

Who handled customs on the export / the import side ?

Anticipated traffic over the next 12 months (please differentiate as needed between import and export)

Are you satisfied with the way current shipments are carried out ? Which improvements do you expect ? Which value do you put on them ?

Which role would you see railways play in the future in Central Asia for you ? Under which assumptions ?

Comments *It is necessary to contact
ith head office in England to
ceive detailed information
n general they are interested
TRACECA to avoid Russia
con...*



Rothmans of Pull Mall (International) Limited

MIKE COCKCROFT
DIVISIONAL MANAGER
CENTRAL AND EASTERN EUROPE



of copper combinats:
AO "JESKAZGHANTSVEIME"
AO "BAKHASHMET"
GOC "JESKENTSKY"

Questionnaire - shippers

Name of company: *SAMSUNG*

Name(s) of interviewee(s):
(general management) *BAKHODIR*
(logistic) *Sales Managers*
(purchasing)
(others)

Name(s) referred:

Address *Almaty Dostyk, 85*
tel. / fax *Business Center*
692802

Other address (head office):

Line(s) of business: *Metal trading*

Analysis of existing traffic (please differentiate as needed between import and export)

Volume over last 12 months / average shipment and number of shipments
300000 tonnes / year

Route / mode chosen (Air, Sea, Land, Rail; container?); please state itinerary, transit time and prices for each segment:
KAZAKHSTAN - NAKHODKA

Shipment conditions (ex works, c.i.f./fob port/border/destination):

Who decides (client/supplier, head office - state person / department -, local)?

Which transport professionals were involved (shipping line, railways, trucking company, transport agent/commissioner)?
TRANSRAIL

Who handled customs on the export / the import side? *client*

Anticipated traffic over the next 12 months (please differentiate as needed between import and export)

the same

Are you satisfied with the way current shipments are carried out? Which improvements do you expect? Which value do you put on them?

Which role would you see railways play in the future in Central Asia for you? Under which assumptions?

Comments *They are looking for transportation company (short list) to transport metals to KOREA and JAPAN important - tariff*

It was promised - time would be sent to TASHKENT from head office



TRACECA
Railways Inter-state Tariff and Timetable Structure

SEA-LAND

Си-Лэнд Сервис Интерэйшнл, Лтд.
Проспект Достуи, 85
Казахский Бизнес Центр, #407
48002 Алматы
Казахстан

Шемі Фич
Региональнй менеджер
Казахстан / Кыргызстан
Тел: 7 (3272) 61-55-44, 39-25-31
Факс: 7 (3272) 63-51-66

Questionnaire - shippers

Name of company : *Sea-Land Service International Ltd.*
Name(s) of interviewee(s) : *Irina Davletbakieva* Name(s) referred :
(general management)
(logistics)
(purchasing)
(others)

Address (Tashkent) : *85 Prospekt Dostykb* Other address (head office) :
tel. / fax *480021 Almaty, KZ*
(3242) 63-55-44, 6925-31 / 63-59-66

Line(s) of business : *Transportation Company*

Analysis of existing traffic (please differentiate as needed between import and export)

Volume over last 12 months / average shipment and number of shipments

export 1996: 42 TEU
import 1996: 1118 TEU

Route / mode chosen (Air, Sea, Land, Rail ; container ?) ; please state itinerary, transit time and prices for each segment : *Transit time for Almaty ↔ Rotterdam = 23 days (estimate)*
Rail freight Rotterdam → Almaty = \$4650 per 20' container

Shipment conditions (ex works, c.i.f./fob port/border/destination) : *all of them*

Who decides (client/supplier, head office - state person / department -, local) ? *decide by all departments of SL structure u clients. (= sealed routes?)*

Which transport professionals were involved (shipping line, railways, trucking company, transport agent/commissioner) ? *all of them, instead of commissioner*

Who handled customs on the export / the import side ? *Customs brokers*

Anticipated traffic over the next 12 months (please differentiate as needed between import and export)
see second point

Are you satisfied with the way current shipments are carried out ? Which improvements do you expect ? Which value do you put on them ? *We are satisfied and tariff policy is decided by head office.*

Which role would you see railways play in the future in Central Asia for you ? Under which assumptions ?

Comments *import - food*
export - metals, raw materials

Moldovia - Kazakhstan - problems.



Andrey E. MALINSKY
Business Development Manager

Shell International Petroleum Co. Ltd

Office 7-8, 155, Abaya Av.
Almaty, 480009, Republic of Kazakstan
Tel./fax: (3272) 506358, 506359, 509304

Questionnaire - shippers

Name of company: *Shell International Petroleum Co. Ltd.*
Name(s) of interviewee(s): *Andrey Malinsky* Name(s) referred to:
(general management)
(logistics) *Business development Manager*
(purchasing)
(others)
Address (Tashkent): *Almaty Abaya, 155* Other address (head office):
tel. / fax *3272/506358, 506359*

Line(s) of business: *trading of lubricants*

Analysis of existing traffic (please differentiate as needed between import and export)

Volume over last 12 months / average shipment and number of shipments
1200 tons

Route / mode chosen (Air, Sea, Land, Rail ; container ?) ; please state itinerary, transit time and prices for each segment:
Belgium (warehouse) - Russia - Kazakstan
England - Russia - Kazakstan 4 weeks

Shipment conditions (ex works, c.i.f./fob port/border/destination):

4,500
us\$/con

Who decides (client/supplier, head office - state person / department -, local) ?

Which transport professionals were involved (shipping line, railways, trucking company, transport agent/commissioner) ? *GORDIEN*

Who handled customs on the export / the import side ? *client*

Anticipated traffic over the next 12 months (please differentiate as needed between import and export)

2-30 2-3000 tons

Are you satisfied with the way current shipments are carried out ? Which improvements do you expect ? Which value do you put on them ? *a lot of problems Belorussia transit customs procedures.*

Which role would you see railways play in the future in Central Asia for you ? Under which assumptions ?

TRACECA - would be used after proper information.

Comments



TRACECA
Railways Inter-state Tariff and Timetable Structure

Stan COLE
Resident Manager

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480091, Almaty
Republic of Kazakhstan

Tel.: (3272) 322-936
Fax: (3272) 323-551
Sat. fax: (327) 581-1501

E-mail: leopr@kazmail.osdc.kz

Questionnaire - shippers

Name of company : *Stepnoi Leopard, Ltd*
Name(s) of interviewee(s) : *Stan Cole*
(general management)
(logistics)
(purchasing) *Resident manager*
(others)

Name(s) referred :

Address (*Almaty*)
tel. / fax *86, Gogol str*

Other address (head office) :

tel. 322936, fax 323559.

Line(s) of business : *oil (testing programmes and production, Umek, Tengiz)*

Analysis of existing traffic (please differentiate as needed between import and export)

Volume over last 12 months / average shipment and number of shipments
just started business (blank per week)

Route / mode chosen (Air, Sea, Land, Rail ; container ?) ; please state itinerary, transit time and prices for each segment : *Semenov - Novosibirsk*

Shipment conditions (ex works, c.i.f./fob port/border/destination) :

Who decides (client/supplier, head office - state person / department -, local) ?

Which transport professionals were involved (shipping line, railways, trucking company, transport agent/commissioner) ?

Who handled customs on the export / the import side ?

Anticipated traffic over the next 12 months (please differentiate as needed between import and export)
in 1-2 years 2 trucks per day.

Are you satisfied with the way current shipments are carried out ? Which improvements do you expect ? Which value do you put on them ?
100

Which role would you see railways play in the future in Central Asia for you ? Under which assumptions ?
at several to state programme for oil transportation.

Comments



TRACECA
Railways Inter-state Tariff and Timetable Structure

ТОО "Стинг" официальный дилер фирмы GoldStar

ЛОМАНОВ
Андрей
Михайлович

студия ЛОМАН

Республика Казахстан
г. Усть-Каменогорск

☎ (3232) 85-08-00

Questionnaire - shippers

Name of company : *STING*
Name(s) of interviewee(s) : *ЛОМАНОВ* Name(s) referred :
(general management) *АНДРЕЙ МИХАЙЛОВИЧ*
(logistics)
(purchasing)
(others)

Address Other address (head office) :
tel. / fax

Line(s) of business: *Beare appliances electronic equipment*

Analysis of existing traffic (please differentiate as needed between import and export)

Volume over last 12 months / average shipment and number of shipments
2-20' cont / month

Route / mode chosen (Air, Sea, Land, Rail ; container ?) ; please state itinerary, transit time and prices for each segment : *from KOREA*

Shipment conditions (ex works, c.i.f./fob port/border/destination) :

Who decides (client/supplier, head office - state person / department -, local) ?

Which transport professionals were involved (shipping line, railways, trucking company, transport agent/ commissioner) ?

Who handled customs on the export / the import side ? *client*

Anticipated traffic over the next 12 months (please differentiate as needed between import and export)

the same

Are you satisfied with the way current shipments are carried out ? Which improvements do you expect ? Which value do you put on them ?

yes

Which role would you see railways play in the future in Central Asia for you ? Under which assumptions ?

Comments



TENGIZCHEVROIL

Robert Williams

Manager
Federal Relations

Hyatt Regency Rahat Palace
Office Tower, 5th floor
Akademik Satpaev Ave., 29/6
Almaty, 480070, Kazakhstan
Phone: (7-3272) 507861
Fax: (7-327) 581-1430/31 (int-l)
(7-3272) 507860
(7-327) 581-1437 (int-l)

Questionnaire - shippers

Name of company : TENGIZCHEVROIL

Name(s) of interviewee(s) : _____ Name(s) referred : _____
(general management)
(logistics)
(purchasing)
(others)

Address (Tashkent) : _____ Other address (head office) : _____
tel. / fax

Line(s) of business : Petroleum - crude / products / LPG

Analysis of existing traffic (please differentiate as needed between import and export)

Volume over last 12 months / average shipment and number of shipments
~ 3 mbt/year. only TEST shipments

Route / mode chosen (Air, Sea, Land, Rail ; container ?) ; please state itinerary, transit time and prices for each segment :
~ 1/3 of traffic volume

Shipment conditions (ex works, c.i.f./fob port/border/destination) :
TENGIZ → AKTYU → BAKU → BCTUMI → disti

Who decides (client/supplier, head office - state person / department -, local) ?
only in TEST Petrol to exports route

Which transport professionals were involved (shipping line, railways, trucking company, transport agent/ commissioner) ?

Who handled customs on the export / the import side ? agent in BAKU

Anticipated traffic over the next 12 months (please differentiate as needed between import and export)

IF ALL CONDITIONS ARE SUCCESSFUL COULD SHIP 100,000 TONS/MONTH

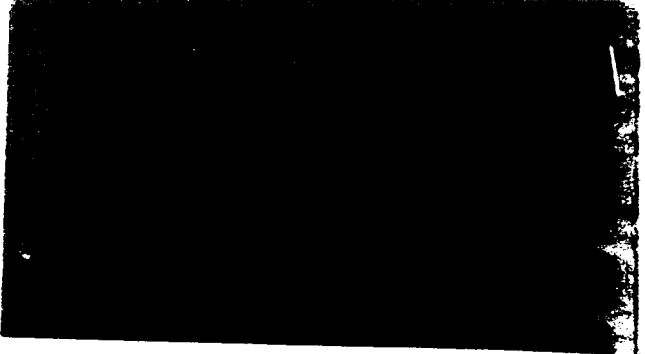
Are you satisfied with the way current shipments are carried out ? Which improvements do you expect ? Which value do you put on them ?
AT present we are still evaluating the route

Which role would you see railways play in the future in Central Asia for you ? Under which assumptions ?

CRITICAL UNTIL PIPE LINES ARE IN PLACE + OPERATING.
RAIL WILL ALWAYS BE USED FOR LPG
AND POSSIBLE SULFUR

Comments

3 mbt/year.
Transport. routes : Finland, US, EUROPE,



Questionnaire - shippers

Name of company : *"TITAN" association*
 Name(s) of interviewee(s) : *BOOS OLEG* Name(s) referred
 (general management) *DEPUTY OF GENERAL DIRECTOR*
 (logistics)
 (purchasing)
 (others)
 Address Other address (head office) :
 tel. / fax

Line(s) of business : *metals trading and production*

Analysis of existing traffic (please differentiate as needed between import and export)

Volume over last 12 months / average shipment and number of shipments
1-2 wagons/week

Route / mode chosen (Air, Sea, Land, Rail ; container ?) ; please state itinerary, transit time and prices for each segment : *to RUSSIA (KEMEROVO)*

Shipment conditions (ex works, c.i.f./fob port/border/destination) :

Who decides (client/supplier, head office - state person / department -, local) ?

Which transport professionals were involved (shipping line, railways, trucking company, transport agent/ commissioner) ? *KAZINTERFRAKHT*

Who handled customs on the export / the import side ? *client*

Anticipated traffic over the next 12 months (please differentiate as needed between import and export)

the same

Are you satisfied with the way current shipments are carried out ? Which improvements do you expect ? Which value do you put on them ? *yes*

Which role would you see railways play in the future in Central Asia for you ? Under which assumptions ?

Comments *they are not interested in TRACECA*



TRACECA
Railways Inter-state Tariff and Timetable Structure

Forwarding, Projects, Heavy Lift Transport



UNITRANS
INTERNATIONAL

Republic of Kazakhstan
Gogolya 86, Suite 34
480091, Almaty

Head Office.

ERTYS KHOUSSAÏNOV

Representative
in the Republic of Kazakhstan

Tel.: +7 3272 39-33-65
Tel./Fax: +7 3272 32-48-89

London (UK) Tel.: 44 171 4394556
Fax: 44 171 4393889

Questionnaire - shippers

Name of company : *UNITRANS*

Name(s) of interviewee(s) :
(general management)
(logistics)
(purchasing)
(others)

Name(s) referred :

Address
tel. / fax

Other address (head office) :

Line(s) of business : *transportation (tracks)*

Analysis of existing traffic (please differentiate as needed between import and export)

Volume over last 12 months / average shipment and number of shipments

9-10 40' / month

Route / mode chosen (Air, Sea, Land, Rail ; container ?) ; please state itinerary, transit time and prices for each segment :

Ref to price-list

Shipment conditions (ex works, c.i.f./fob port/border/destination) :

Who decides (client/supplier, head office - state person / department -, local) ?

Which transport professionals were involved (shipping line, railways, trucking company, transport agent/commissioner) ?

Who handled customs on the export / the import side ? *client*

Anticipated traffic over the next 12 months (please differentiate as needed between import and export)

*~ 90 20' cont. to ITALY / month
~ 10-20 40' from DUBAY*

Are you satisfied with the way current shipments are carried out ? Which improvements do you expect ? Which value do you put on them ?

yes

Which role would you see railways play in the future in Central Asia for you ? Under which assumptions ?

Comments *head office is interested in TRACECA
Route for RW transportation.*

MARKET STUDY
UZBEKISTAN



TRACECA

Railways Inter-state Tariff and Timetable Structure

Questionnaire - shippers

Name of company : Aakie USA Inc.

Name(s) of interviewee(s) : Surbir Kapoor
(general management)
(logistics)
(purchasing)
(others)

Name(s) referred :

Address (Tashkent) : 42 Kharklar Dostligi Street,
Office # 107-108, Tashkent, Uzbekistan

Other address (head office) :

tel. / fax 76-32-03

Line(s) of business :

import of food and electronics

Analysis of existing traffic (please differentiate as needed between import and export)

import from Asia (Hong-Kong, India) and Europe (Germany, Holland)

Volume over last 12 months / average shipment and number of shipments
\$1,200,000

Route / mode chosen (Air, Sea, Land, Rail ; container ?) ; please state itinerary, transit time and prices for each segment :

Deliveries are done only by trucks. Railways are never used.

40 ft. containers come from Asia (via port Banderabas) - \$3500 per container. It takes 6 - 8 weeks to deliver from Asia.

20 ft containers come from Europe - \$5000 per container.

Shipment conditions (ex works, c.i.f./fob port/border/destination) :

c.i.f. Tashkent

Who decides (client/supplier, head office - state person / department -, local) ?

Which transport professionals were involved (shipping line, railways, trucking company, transport agent/ commissioner) ?

"Patrick", Iran transport company

Who handled customs on the export / the import side ?

Company itself

Anticipated traffic over the next 12 months (please differentiate as needed between import and export)

Unknown

Are you satisfied with the way current shipments are carried out ? Which improvements do you expect ? Which value do you put on them ?

Not satisfied in terms of time. 2 weeks would be suitable.

Which role would you see railways play in the future in Central Asia for you ? Under which assumptions ?

Not sure that railway will play a big role for the company in future, because there is a present corridor they use now.

Comments:

Company would use railway if price and time correspond to their needs.



TRACECA

Railways Inter-state Tariff and Timetable Structure

Questionnaire - shippers

Name of company : Atwood Richards Tashkent

Name(s) of interviewee(s) : Joseph Fakhouri

(general management)

(logistics)

(purchasing)

(others)

Name(s) referred :

Mr. Palle Pulsen

tel: 43 4355 55

Denmark

Address (Tashkent) : 3/5 Parkent Street

Tashkent 700007, Uzbekistan

tel. / fax 67-05-24, 30-56-78 / 67-08-64

Other address (head office) :

Line(s) of business :

import of consumer products (food, clothes e.t.c.)

Analysis of existing traffic (please differentiate as needed between import and export)

import from all over Europe

Volume over last 12 months / average shipment and number of shipments

28 containers (40 ft);

6 trucks (only from Greece)

Route / mode chosen (Air, Sea, Land, Rail ;container ?); please state itinerary, transit time and prices for each segment :

Europe (France, port Le Havne), Russia (port Arkhangelsk), train to Kazakhstan, Uzbekistan

\$4000 - 4600 per container, \$10000 - 12000 per truck

4 weeks is usual time to deliver

Shipment conditions (ex works, c.i.f./fob port/border/destination) :

c.i.f. Tashkent

Who decides (client/supplier, head office - state person / department -, local) ?

Supplier, based on ART's input

Which transport professionals were involved (shipping line, railways, trucking company, transport agent/ commissioner) ?

Transport company "Pulson" (Denmark)

Who handled customs on the export / the import side ?

Company itself

Anticipated traffic over the next 12 months (please differentiate as needed between import and export)

Waiting for settlement of hard currency conversion.

Are you satisfied with the way current shipments are carried out ? Which improvements do you expect ? Which value do you put on them ?

No. Long time to deliver. Sometimes delays. Not reliable through Russia (insecure)

Which role would you see railways play in the future in Central Asia for you ? Under which assumptions ?

Atwood considers the railway to be the most important type of transportation.

Comments: Interviewee is looking forward to seeing the Traseca project in life. If it works he will completely reject all other routes and switch to the southern way.



TRACECA

Railways Inter-state Tariff and Timetable Structure

Questionnaire - shippers

Name of company :Badri`s global Co., Ltd

Name(s) of interviewee(s) : Abdul Basyr, Mukhekbol
(general management)

(logistics)

(purchasing)

(others)

Name(s) referred :

Address (Tashkent) : Navoie street, 30
700129, Uzbekistan

Other address (head office) :

tel. / fax 44-30-38, 44-37--15 / 40-65-25

Line(s) of business :

import of food-stuff

Analysis of existing traffic (please differentiate as needed between import and export)

import

Volume over last 12 months / average shipment and number of shipments

\$ 2,500,000

Route / mode chosen (Air, Sea, Land, Rail ; container ?) ; please state itinerary, transit time and prices for each segment :

By railways from Europe, through Belorusia (Brest), Russia, Kazakhstan, Uzbekistan, Tashkent, Shumilovo

It takes one month to deliver.

\$ 5000 per container

Shipment conditions (ex works, c.i.f./fob port/border/destination) :

c.i.f. Tashkent

Who decides (client/supplier, head office - state person / department -, local) ?

Supplier

Which transport professionals were involved (shipping line, railways, trucking company, transport agent/ commissioner) ?

M&M

Who handled customs on the export / the import side ?

Company itself

Anticipated traffic over the next 12 months (please differentiate as needed between import and export)

It depends on the current and future business climate.

Are you satisfied with the way current shipments are carried out ? Which improvements do you expect ? Which value do you put on them ?

No. Security of cargo, delays are expected to be improved.

Which role would you see railways play in the future in Central Asia for you ? Under which assumptions ?

Big role, because it is the most optimal way to deliver for the company.

Comments: There was an interest shown in the project. It could a good opportunity for the company if it is appropriate in terms of price.



TRACECA

Railways Inter-state Tariff and Timetable Structure

Questionnaire - shippers

Name of company : BASF

Name(s) of interviewee(s) : Jorn Hoyer
(general management)
(logistics)
(purchasing)
(others)

Name(s) referred :

"Uzlegimpex" trade company
for "Uzlegprom";
Ministry of Chemical Industry,
Ministry of Agriculture

Address (Tashkent) : Beethoven street, 3
tel. / fax: 54-83-31, 54-57-89 / 55- 13- 81

Other address (head office) :

Line(s) of business :

consultancy, co-ordination activity between local enterprises and BASF (Germany)

Analysis of existing traffic (please differentiate as needed between import and export)

Volume over last 12 months / average shipment and number of shipments

500 - 600 t

Route / mode chosen (Air, Sea, Land, Rail ; container ?) ; please state itinerary, transit time and prices for each segment :

railway through Brest by wagon. It takes between 25 - 40 days to deliver. Prices are unknown.

Shipment conditions (ex works, c.i.f./fob port/border/destination) :

Who decides (client/supplier, head office - state person / department -, local) ?

Which transport professionals were involved (shipping line, railways, trucking company, transport agent/ commissioner) ?

German railways

Who handled customs on the export / the import side ?

Anticipated traffic over the next 12 months (please differentiate as needed between import and export)

Unknown. It depends on the future situation.

Are you satisfied with the way current shipments are carried out ? Which improvements do you expect ? Which value do you put on them ?

Quite satisfied.

Which role would you see railways play in the future in Central Asia for you ? Under which assumptions ?

Railways would play a big role under assumption of tanks availability for carrying liquids. Local, so called cisterns are of a terrible conditions.

Comments: The interviewee has not showed an interest in a project. The railway will be used for their future shipments in Uzbekistan. Tanks for liquid carriage are of a greater interest shown by the interviewee rather than a project in a whole.



TRACECA

Railways Inter-state Tariff and Timetable Structure

Questionnaire - shippers

Name of company :Bristol - Myers Squibb International

Name(s) of interviewee(s) : Javdat Muradhodzayev

Name(s) referred :

(general management)

(logistics)

(purchasing)

(others)

Address (Tashkent) : 98, Uzbekistan Avenue

Other address (head office) :

tel. / fax: 45-75-26, 45-90-84, 45-14-42 / 40-62-62

Line(s) of business :

import of medicines, medical equipment

Analysis of existing traffic (please differentiate as needed between import and export)

import

Volume over last 12 months / average shipment and number of shipments

60 t of medicines ("UPSA"), 120 t of medical equipment

Route / mode chosen (Air, Sea, Land, Rail ; container ?) ; please state itinerary, transit time and prices for each segment :

Air, sea, land, rail; usually it takes one month to deliver by truck or by railway

Shipment conditions (ex works, c.i.f./fob port/border/destination) :

c.i.f. Tashkent

Who decides (client/supplier, head office - state person / department -, local) ?

Supplier

Which transport professionals were involved (shipping line, railways, trucking company, transport agent/ commissioner) ?

French transport company "Axel", "Lufthansa"(air)

Who handled customs on the export / the import side ?

local partner, "Dzurabek" company

Anticipated traffic over the next 12 months (please differentiate as needed between import and export)

Import will be doubled next year

Are you satisfied with the way current shipments are carried out ? Which improvements do you expect ? Which value do you put on them ?

No. It takes too long to deliver. Improvements in terms of time.

Which role would you see railways play in the future in Central Asia for you ? Under which assumptions ?

The use of railway is much desirable. In their opinion, it would be excellent for the company if prices and delivery time are appropriate.

Comments: The idea of the Traceca project is very much welcomed. The interviewee showed his deep interest in the project.



TRACECA

Railways Inter-state Tariff and Timetable Structure

Questionnaire - shippers

Name of company : Cargil Enterprises Inc.,

Name(s) of interviewee(s) :

Roustam Ergashev, James E.Beard, Richard H. Pollard Name(s) referred :

(general management)

(logistics)

(purchasing)

(others)

Address (Tashkent) : Izmailov UL.6. Apt 9.

700052, Uzbekistan

tel. / fax (3712)34-09-56 / 89-15-51

Other address (head office) :

Line(s) of business :

cotton purchasing

Analysis of existing traffic (please differentiate as needed between import and export)

export

Volume over last 12 months / average shipment and number of shipments

50000 t

Route / mode chosen (Air, Sea, Land, Rail ; container ?) ; please state itinerary, transit time and prices for each segment :

rail, Kazakhstan, Russia, Ukrain (port Ilyitchevsk)

Shipment conditions (ex works, c.i.f./fob port/border/destination) :

fob port Ilyitchevsk or Kherson

Who decides (client/supplier, head office - state person / department -, local) ?

Which transport professionals were involved (shipping line, railways, trucking company, transport agent/ commissioner) ?

Uzvneshtrans

Who handled customs on the export / the import side ?

Anticipated traffic over the next 12 months (please differentiate as needed between import and export)

Are you satisfied with the way current shipments are carried out ? Which improvements do you expect ? Which value do you put on them ?

No. Improvements in time terms would be desirable. It takes 6 weeks to deliver shipment instead of 10 or 12 days as it is promised by the railways.

Which role would you see railways play in the future in Central Asia for you ? Under which assumptions ?

Cargill will be working only with the railway in future. They are quite satisfied with the current state of their business.

Comments: The interviewees were reluctant to answer. They showed their criticism toward the project, though the transport corridor Tashkent - Black Sea would be of a great opportunity to avoid many problems in transportation.



TRACECA

Railways Inter-state Tariff and Timetable Structure

Questionnaire - shippers

Name of company : DIHT Representative of German Economy

Name(s) of interviewee(s) : Mr. Eftihar
(general management)
(logistics)
(purchasing)
(others)

Name(s) referred : "Shosh - trans" company,
subdivision of the railways.
(Tchernyshov - the head)

Address (Tashkent) : Uzbekistan,

Murtazayeva, 6
tel. / fax 34-16-24

Other address (head office) :

Line(s) of business :

information gathering for German companies

Analysis of existing traffic (please differentiate as needed between import and export)

Volume over last 12 months / average shipment and number of shipments

Route / mode chosen (Air, Sea, Land, Rail ; container ?) ; please state itinerary, transit time and prices for each segment :

Shipment conditions (ex works, c.i.f./fob port/border/destination) :

Who decides (client/supplier, head office - state person / department -, local) ?

Which transport professionals were involved (shipping line, railways, trucking company, transport agent/ commissioner) ?

Who handled customs on the export / the import side ?

Anticipated traffic over the next 12 months (please differentiate as needed between import and export)

Are you satisfied with the way current shipments are carried out ? Which improvements do you expect ? Which value do you put on them ?

Which role would you see railways play in the future in Central Asia for you ? Under which assumptions ?

The role of the railways is quite pessimistic due to their huge bureaucracy.

Comments Activity of German companies are gradually reducing owing to the local conditions (lack of hard currency conversion, strict import policy). It is unlikely that German firms will use the railways in future as they are now. Most of the firms use trucks.



TRACECA

Railways Inter-state Tariff and Timetable Structure

Questionnaire - shippers

Name of company : Lohnro

Name(s) of interviewee(s) : Rashidov I. Sh.

Name(s) referred :

(general management)

(logistics)

(purchasing)

(others)

Address (Tashkent) : Uzbekistan,
38, 2nd Proyezd Kalinin-Mavzuk St.
tel. / fax 48-36-41 / 48-36-31

Other address (head office) :

Line(s) of business :

project of gold extraction plant construction

Analysis of existing traffic (please differentiate as needed between import and export)

mining equipment import

Volume over last 12 months / average shipment and number of shipments

14 trucks in 1996;

Route / mode chosen (Air, Sea, Land, Rail ; container ?) ; please state itinerary, transit time and prices for each segment :

air; port Riga (Latvia) or any Baltic port or port Hanki (Finland), Russia, Kazakhstan, Uzbekistan;

Shipment conditions (ex works, c.i.f./fob port/border/destination) :

ex works

Who decides (client/supplier, head office - state person / department -, local) ?

head office Lohnro

Which transport professionals were involved (shipping line, railways, trucking company, transport agent/ commissioner) ?

Sea Land, Eurogate, Uzvneshttrans, Bafour & Williamson

Who handled customs on the export / the import side ?

Anticipated traffic over the next 12 months (please differentiate as needed between import and export)

The import of equipment will increase due to construction commence.

Are you satisfied with the way current shipments are carried out ? Which improvements do you expect ? Which value do you put on them ?

Quite satisfied.

Which role would you see railways play in the future in Central Asia for you ? Under which assumptions ?

All the equipment will be delivered by the railway. The role seems to be important for Lohnro in future.

Comments: Lohnro is one of the big companies who operates in Uzbekistan. The company is involved in a large construction work. Big amount of equipment will be supplied next year by the railways. Their concrete plans which are being developed now will be known by the end of January, 1997 and presented by Lohnro representative Mr. Rashidov I. Sh.



TRACECA

Railways Inter-state Tariff and Timetable Structure

Questionnaire - shippers

Name of company : Lonrho

Name(s) of interviewee(s) : Mr Karimov (brother of president)

Name(s) referred :

(general management)

(logistics)

(purchasing)

(others)

Address (Tashkent) :

Other address (head office) :

tel. / fax

Line(s) of business :

used to carry out trading in metals and other commodities

now only involved in selling and installation of mining and chemical processing equipment ; printing line for central bank ; JV (43%) for production of gold ; occasionally trading in cotton

Analysis of existing traffic (please differentiate as needed between import and export)

Volume over last 12 months / average shipment and number of shipments

14 trucks, limited air freight, excepted for mine samples (several tons each !) shipment by the truckload, 30KT cotton by the train load (2000T)

Route / mode chosen (Air, Sea, Land, Rail ; container ?) ; please state itinerary, transit time and prices for each segment :

Air for urgent matters (incl. printing presses for central bank, and samples for mines shipped to South Africa), carried out by HY

Rail through to Baltic states, especially Finland (Hanko, SF, as agent)

Shipment conditions (ex works, c.i.f./fob port/border/destination) :

usually cif destination, or fob border client ; cotton fob Riga

Who decides (client/supplier, head office - state person / department -, local) ?

They decide

Which transport professionals were involved (shipping line, railways, trucking company, transport agent/ commissioner) ?

usually get quotes from everybody

Balfour & Williamson, procurement company

agent in Finland (Hanko), to oversee port operations and transshipment to the railways

in the future, Matrix (US) will handle all shipments as agent

Who handled customs on the export / the import side ?

Internal ; will be delegated to Matrix

Anticipated traffic over the next 12 months (please differentiate as needed between import and export)

no comment

Are you satisfied with the way current shipments are carried out ? Which improvements do you expect ? Which value do you put on them ?

Which role would you see railways play in the future in Central Asia for you ? Under which assumptions ?



TRACECA

Railways Inter-state Tariff and Timetable Structure

Comments

1995 closed trading, now only project work, but for limited cotton trading.

air freight, cost borne by Uzbek only for printing equipment

delivery to Stansted, HY takes care of it

mining equipment : RR & trucks, sometimes HY for high value & samples

RR through baltic ... Hanko SF, agent there

Balfour & Williamson ... take care of shipments, ... they are procurement company

decision made in Uz or in London

JV in Central Asia (gold production) 43% (57% government)

construction of the plant for subcontractors

Davy for plant (subcontractors)

APCM contract ... Lonrho is in control of expenditures eqpt, purchase, constuction & managemt

Matrix as forwarding agent, takes care of delivery, agent o Davy & Lonrho, Lonrho decides

opening office n Tashkent, good experience ion control project in Kirgizia

airfreight only for urgent matters

Matrix has a lot of experience in Central Asia (2 years)

satisfied with RR ?

Lonrho involved in cotton purchasing 2000T : 50-60 per wagon 30K per year ; agent in Riga ... Uz VneshTrans fob Riga

RR necessary for everything, .e.g. from South Africa

pioneer camp delivered by truck from Turkey

1996 14 truckloads no RR

1997 will be trucks, drilling equipment

trucks to be assembled in Uz

several thousand tons, probably

chemicals, explosives from Tadjikistan, from ICI

internal dealing with customs, will be delegated to Matrix

used Illichiovsk for cotton

mining through Baltic sea

sea land, Eurogate, UzVneshTrans, quote door to door

terms of delivery 2 months

sample is 15 tons

sometimes 1 to 2 tons



TRACECA

Railways Inter-state Tariff and Timetable Structure

Questionnaire - shippers

Name of company : Matador - T

Name(s) of interviewee(s) : Pazilov Mahkam Karimovitch Name(s) referred :

(general management)

(logistics)

(purchasing)

(others)

Address (Tashkent) : Buyk Turan, 41,
700000, Uzbekistan

Other address (head office) :

tel. / fax 33-75-03 33-50-35 / 33-50-35

Line(s) of business :

import of tyres and electric lighters from Slovakia

Analysis of existing traffic (please differentiate as needed between import and export)

import

Volume over last 12 months / average shipment and number of shipments

100 containers (20 ft)

Route / mode chosen (Air, Sea, Land, Rail ; container ?); please state itinerary, transit time and prices for each segment:

Railway from Slovakia through Chop or Brest, Russia, Kazakhstan to Uzbekistan, Tashkent Shumilovo - 2.

It takes about from 17 days (best case) up to 1 month to deliver.

It costs 2800 - 3000 \$ for 1 container .

6000 \$ for 1 truck (electric lighters) which holds 3 containers

Shipment conditions (ex works, c.i.f./fob port/border/destination) :

c.i.f. Tashkent

Who decides (client/supplier, head office - state person / department -, local) ?

Local

Which transport professionals were involved (shipping line, railways, trucking company, transport agent/ commissioner) ?

"Transrail". It get paid by plant for the transportation.

Further usage of containers upon arrival at the station are unknown. They are left with the railway.

Who handled customs on the export / the import side ?

Tashkent office representative.

The usage of other company (like "Shoshtrans") for custom procedures is too expensive.

It charges 100 soum per 1sq. m. a day for keeping the shipment in the railway station.

The railway charge 3500 soum for the first day, 6500 soum for the second day.

The new customs rate for handling the shipment is 1% plus certificate of origination. This certificate should correspond to the Gosstandart authorization (State Standard).

Anticipated traffic over the next 12 months (please differentiate as needed between import and export)

About 100 containers

Are you satisfied with the way current shipments are carried out ? Which improvements do you expect ? Which value do you put on them ?

Not really. Improvements are expected in terms of prices (cheaper) and time (faster deliveries).



TRACECA

Railways Inter-state Tariff and Timetable Structure

Which role would you see railways play in the future in Central Asia for you ? Under which assumptions ?

The railways will play a big role for "Matador - T"'s deliveries in Uzbekistan under assumptions of a good cargo handling (time, reliability)

Comments: Matador's manager willingly replied and was glad to present any information concerning their business activity in Uzbekistan. The project presentation has made a good impression and the prospects of further cooperation were talked about. There is a great interest in the project railway.



TRACECA

Railways Inter-state Tariff and Timetable Structure

Questionnaire - shippers

Name of company : Procter and Gamble

Name(s) of interviewee(s) :

(general management)

(logistics) Vladimir Khan

(purchasing)

(others)

Name(s) referred : Germot Shubert (Homs)

Address (Tashkent) :

26, Buyuk Turon (700000)

tel. / fax 406798

Other address (head office) :

Line(s) of business :

cosmetics, soap, detergent, ...

detergent from Turkey, rest from all over Europe, incl. C&EE

Analysis of existing traffic (please differentiate as needed between import and export)

Volume over last 12 months / average shipment and number of shipments

Yearly shipments are about MSUs (P&G's « multiple statistical units ») 800, translating into 2-300 truckloads every year.

Route / mode chosen (Air, Sea, Land, Rail ; container ?) ; please state itinerary, transit time and prices for each segment :

At this time, road only (from Turkey through Iran, from Europe through Russia and Kazakhstan). Some test are being carried out, as it is P&G's perception that the future lies with the railways.

Shipment conditions (ex works, c.i.f./fob port/border/destination) :

Delivery to third party bonded warehouse in Tashkent.

Who decides (client/supplier, head office - state person / department -, local) ?

Head office in Homs (FRG)

Which transport professionals were involved (shipping line, railways, trucking company, transport agent/ commissioner) ?

Heckler, truckers

Who handled customs on the export / the import side ?

Heckler, incl. bonded warehouse

Anticipated traffic over the next 12 months (please differentiate as needed between import and export)

increasing

Are you satisfied with the way current shipments are carried out ? Which improvements do you expect ? Which value do you put on them ?

no, will test railways routes

Which role would you see railways play in the future in Central Asia for you ? Under which assumptions ?

increasing, if we can get them under control

Comments



TRACECA

Railways Inter-state Tariff and Timetable Structure

detergents from Istanbul

other from Worms, later from each plan

report to P&G Germany, C&E Europe : manager is Germot Shubert Eschborn

truck only

test shipments by rail from Turkey and Europe

805/ year MSU 1 truck = 1,2 MSU Germany 5

detergents 32 pallets

Heckler custom agent including bonded warehouse

only rep office

1/11/96 custom duties ; before free (only declaration)

pb with demurrage when truck arrive : can unload immediately, other pb with customer clearance

own bonded warehouse if possible

1 month from Turkey thru Iran 2 to Three weeks from Europe

Iranian charges for Turkish trucks ; Iranian trucks cheaper ; winter is more expensive for Turkish (demand for fruit)

10KDM from Europe for 12 m 20T ; cheaper from Turkey



TRACECA

Railways Inter-state Tariff and Timetable Structure

Questionnaire - shippers

Name of company : PVC

Name(s) of interviewee(s) : Farkhad Azimov,
Bakhodyr Rizayev

(general management)

(logistics)

(purchasing)

(others)

Name(s) referred : "Trans Turkiston" company
Abdukhamidov Abduvakhob

Address (Tashkent) : 40, Rashidov street, 700000

Other address (head office): Friesland and Dairy Tools,
Pieter Stuyvesntweg, 1, P.O. Box 226, 8901 MA
Leenwarden, Holland. 3158999111.

tel. / fax: 39-45-36 / 39-16-82

line(s) of business :

food-stuff import

Analysis of existing traffic (please differentiate as needed between import and export)

import

Volume over last 12 months / average shipment and number of shipments:

300 containers;

about \$2,500,000

Route / mode chosen (Air, Sea, Land, Rail ; container ?); please, state itinerary, transit time and prices for each segment:

Railway from Germany, Holland through Brest, Belarus, Russia, Kazakhstan, Uzbekistan, Tashkent, Shumilovo station.

2 weeks to deliver.

\$4000 per container.

Shipment conditions (ex works, c.i.f./fob port/border/destination):

c.i.f. Tashkent

Who decides (client/supplier, head office - state person / department -, local) ?

Supplier, info based on the PVC input.

Which transport professionals were involved (shipping line, railways, trucking company, transport agent/ commissioner) ?

"TransTurkiston"

Who handled customs on the export / the import side ?

Company itself

Anticipated traffic over the next 12 months (please differentiate as needed between import and export)

Unknown.

Are you satisfied with the way current shipments are carried out ? Which improvements do you expect ? Which value do you put on them ?

Yes.

Which role would you see railways play in the future in Central Asia for you ? Under which assumptions ?

The company had a bad experience of using port Peterburg (Russia). There was a long delay of their cargo. That is why the railways only will be used by the company.

Comments: The company tried to use the port Peterburg (Russia). The demurrage time there was about 3 months. Only after additional payment (bribe) their cargo has been released. Never again used any port. It seems to be very unreliable.

The company is ready to use Traseca Corridor only if it is cheaper.



TRACECA

Railways Inter-state Tariff and Timetable Structure

Questionnaire - shippers

Name of company : Roz trading

Name(s) of interviewee(s) : Murat

(general management)

(logistics)

(purchasing)

(others)

Name(s) referred :

Address (Tashkent) : 1 Samarkand street

700012, Uzbekistan

Other address (head office) :

tel. / fax 39-48-68, 78-17-47, 30-82-61 / 39-10-09, 40-64-64

Line(s) of business : import of consumer goods (detergents, cigarettes, chewing-gums, sugar, flour, rice, oil, coffee, chocolate, baby food, milk, noodles)

Analysis of existing traffic (please differentiate as needed between import and export)

import from Europe (Germany, Switzerland, Turkey, Poland, Holland, England, Denmark, Ukraine, Hungary, Egypt, France, Pakistan)

Volume over last 12 months / average shipment and number of shipments

Approximate volume for 1 month

10 containers with cigarettes from Belgium (Phillip Morris)

10-14 containers with chewing - gums from Germany (Wrigley)

100 trucks with detergents soaps shampoos from Germany, Turkey, Poland (P&G)

150 waggons with sugar, flour, rice, oil from Holland, England, Denmark, Ukraine, Hungary, Egypt, France

10 waggons with coffee, chocolate from Switzerland (Nestle)

50 trucks with noodles, baby food, milk from Pakistan

15 - 20 trucks with tea from India

Route / mode chosen (Air, Sea, Land, Rail ; container ?) ; please state itinerary, transit time and prices for each segment :

port Klaipeda (Latvia), Russia, Kazakhstan, Tashkent, Shumilovo;

port Odessa, Ukraine, Russia, Kazakhstan, Uzbekistan

price range from 7150 DM to 14500DM per container

Shipment conditions (ex works, c.i.f./fob port/border/destination) :

c.i.f. Tashkent

Who decides (client/supplier, head office - state person / department -, local) ?

Supplier and local office together

Which transport professionals were involved (shipping line, railways, trucking company, transport agent/ commissioner) ?

Shosh trance, Tranc rail, Villy Bed, Unitrance

Who handled customs on the export / the import side ?

the company representatives; sometimes Shosh trance

Anticipated traffic over the next 12 months (please differentiate as needed between import and export)

difficult to foresee; at least volumes will stay within same range indicated above

Are you satisfied with the way current shipments are carried out ? Which improvements do you expect ? Which value do you put on them ?

Not at all in terms of time



TRACECA

Railways Inter-state Tariff and Timetable Structure

Which role would you see railways play in the future in Central Asia for you ? Under which assumptions ?
The railway will be used by company in future for the deliveries

Comments

Roz trading deals with big volumes of consumer goods supply in Uzbekistan from Europe and Asia, which are expected to increase. Roz trading is a potential user of the corridor.



TRACECA

Railways Inter-state Tariff and Timetable Structure

Questionnaire - shippers

Name of company : Saeed & Sons USA Inc.

Name(s) of interviewee(s) : Mouhammad Saeed
(general management)
(logistics)
(purchasing)
(others)

Name(s) referred :

Address (Tashkent) : Navoi street, 30, 2nd floor,
room 48

Other address (head office) :

tel. / fax 44-12-88

Line(s) of business :

import of food-stuff (oil, sugar, rice)

Analysis of existing traffic (please differentiate as needed between import and export)

import

Volume over last 12 months / average shipment and number of shipments

50 t of rice from Pakistan, 2 containers of oil from Europe,
in 1995 it was 380 t of sugar (Europe)

Route / mode chosen (Air, Sea, Land, Rail ; container ?) ; please state itinerary, transit time and prices for each segment :

Europe, Baltic port or Saint-Peterburg, Russia, Kazakhstan
trucks from Pakistan

Shipment conditions (ex works, c.i.f./fob port/border/destination) :

c.i.f. Tashkent

Who decides (client/supplier, head office - state person / department -, local) ?

head office, Tashkent

Which transport professionals were involved (shipping line, railways, trucking company, transport agent/ commissioner) ?

Who handled customs on the export / the import side ?

Company itself

Anticipated traffic over the next 12 months (please differentiate as needed between import and export)

Unknown, it depends on the situation in the next year

Are you satisfied with the way current shipments are carried out ? Which improvements do you expect ? Which value do you put on them ?

No. Improvements expected are security, faster delivery.

Which role would you see railways play in the future in Central Asia for you ? Under which assumptions ?

The railway will be used all the time by the company for doing business here.

Comments

In terms of time, prices and security the company are quite optimistic about new transport corridor.
There is a big interest in the railway from Ukrain.



TRACECA

Railways Inter-state Tariff and Timetable Structure

Questionnaire - shippers

Name of company :Supreme International Corp.

Name(s) of interviewee(s) :Mike Musrafa

(general management)

(logistics)

(purchasing)

(others)

Name(s) referred :

Address (Tashkent) : 7 Pushkin street,

700000, Uzbekistan, 6th floor

tel. / fax 36-70-46 / 35-87-82

Other address (head office) :

Line(s) of business :

import of food-stuff

Analysis of existing traffic (please differentiate as needed between import and export)

import from Germany, Holland

Volume over last 12 months / average shipment and number of shipments

30 containers and 25 waggons

Route / mode chosen (Air, Sea, Land, Rail ; container ?) ; please state itinerary, transit time and prices for each segment :

from Europe by sea to port Riga, by railway through Russia, Kazakhstan, to Uzbekistan .

It takes 1 month to deliver. \$4000 for 1 container

Shipment conditions (ex works, c.i.f./fob port/border/destination) :

c.i.f. Tashkent

Who decides (client/supplier, head office - state person / department -, local) ?

Suppliers.

Which transport professionals were involved (shipping line, railways, trucking company, transport agent/ commissioner) ?

no information

Who handled customs on the export / the import side ?

Company itself. Customs procedures happen smoothly, without any troubles.

Anticipated traffic over the next 12 months (please differentiate as needed between import and export)

Import will be doubled or even tripled

Are you satisfied with the way current shipments are carried out ? Which improvements do you expect ? Which value do you put on them ?

Quite satisfied

Which role would you see railways play in the future in Central Asia for you ? Under which assumptions ?

The goods will be supplied by railway. The volumes will be increased.

Comments The company showed an interest in a project in terms of prices. If appropriate prices they are ready to switch for the corridor.



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Railways Inter-state Tariff and Timetable Structure

Questionnaire - shippers

Name of company : Texaco

Name(s) of interviewee(s) : Jorge Alonso
(general management)
(logistics)
(purchasing)
(others)

Name(s) referred :

Address (Tashkent) : 41, Buyuk Turon Street

700000, Uzbekistan
tel. / fax: 45-57-48 / 39-13-12

Other address (head office) :

Line(s) of business : import of raw materials for manufacturing of raw materials,

export of lubricants

Analysis of existing traffic (please differentiate as needed between import and export)

import, export

Volume over last 12 months / average shipment and number of shipments

Route / mode chosen (Air, Sea, Land, Rail ; container ?) ; please state itinerary, transit time and prices for each segment :

railway

Shipment conditions (ex works, c.i.f./fob port/border/destination) :

Who decides (client/supplier, head office - state person / department -, local) ?

Which transport professionals were involved (shipping line, railways, trucking company, transport agent/ commissioner) ?

Who handled customs on the export / the import side ?

Anticipated traffic over the next 12 months (please differentiate as needed between import and export)

Are you satisfied with the way current shipments are carried out ? Which improvements do you expect ? Which value do you put on them ?

Which role would you see railways play in the future in Central Asia for you ? Under which assumptions ?

Only railway will be used.

Comments: the detailed information of their project will be presented in January or February.

Big interest in the project.



TRACECA

Railways Inter-state Tariff and Timetable Structure

Questionnaire - shippers

Name of company : Yah-ha

Name(s) of interviewee(s) :Kurban Ruzehaji

(general management)

(logistics)

(purchasing)

(others)

Name(s) referred :

Address (Tashkent) : 7 Abdulla Kadyri street,
700000 Uzbekistan

tel. / fax 41-13-34 / 41 -75-14

Other address (head office) :

Line(s) of business :

import of food - stuff (flour, oil, sugar). Company operates since July 1996.

Analysis of existing traffic (please differentiate as needed between import and export)

import

Volume over last 12 months / average shipment and number of shipments

only 2 shipments this year (for 1000000 soums)

Route / mode chosen (Air, Sea, Land, Rail ; container ?) ; please state itinerary, transit time and prices for each segment :

railway from Kazakhstan to Tashkent - tovarnaya; \$2000 for 1 waggon and \$3000 for 1 container from Europe

Shipment conditions (ex works, c.i.f./fob port/border/destination) :

c.i.f. Tashkent

Who decides (client/supplier, head office - state person / department -, local) ?

Company

Which transport professionals were involved (shipping line, railways, trucking company, transport agent/ commissioner) ?

no information

Who handled customs on the export / the import side ?

hired customs agent

Anticipated traffic over the next 12 months (please differentiate as needed between import and export)

import will be increased

Are you satisfied with the way current shipments are carried out ? Which improvements do you expect ? Which value do you put on them ?

Absolutely no. Improvements in time terms

Which role would you see railways play in the future in Central Asia for you ? Under which assumptions ?

The company will be using railway for the supply of products in the future under any assumptions.

Comments The corridor seems to be excellent opportunity for future business activity in Uzbekistan.



TRACECA

Railways Inter-state Tariff and Timetable Structure

Questionnaire - shippers

Name of company : Yaqubian international
Name(s) of interviewee(s) :Samoilova Irina
(general management)
(logistics)
(purchasing)
(others)

Name(s) referred : Zahir Yaqubi

Address (Tashkent) : 174, Dargomizhski street,
700170, Uzbekistan
tel. / fax: 67-62-10, 68-59-25 / 40-61-96

Other address (head office) : YITCO company,head office
(516) 777-8273
(516) 777-8276

Line(s) of business:

import of food-stuff (oil, sugar), audio, video electronics. All in all the range of import was 800 types of units.

Analysis of existing traffic (please differentiate as needed between import and export)

import from Saudi Arabia (electronics), from Germany and Holland (food-stuff)

Volume over last 12 months / average shipment and number of shipments:
\$ 1,000,000

Route / mode chosen (Air, Sea, Land, Rail ; container ?); please state itinerary, transit time and prices for each segment:
By sea from Europe to port Archangelsk (Russia), by rail to Uzbekistan, Tashkent, Salar station.
1 month to deliver.

Shipment conditions (ex works, c.i.f./fob port/border/destination) :
c.i.f. Tashkent

Who decides (client/supplier, head office - state person / department -, local) ?
NY office

Which transport professionals were involved (shipping line, railways, trucking company, transport agent/
commissioner) ?
"TransAsia" transport company.

Who handled customs on the export / the import side ?
The company itself.

Anticipated traffic over the next 12 months (please differentiate as needed between import and export):

The current shipment are stopped for the time being due to the lack of hard currency conversion.

Are you satisfied with the way current shipments are carried out ? Which improvements do you expect ? Which value do you put on them ?

Yes.

Which role would you see railways play in the future in Central Asia for you ? Under which assumptions ?

Comments: The interviewee seemed to be reluctant and showed unwillingness to answer questions. The company has difficult times and a lot to take care of rather than to present complete and full information.

