



European Union



Information brochure on access to the Customs Union markets (Russia, Kazakhstan, Belarus)



Tajikistan/Kyrgyzstan
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This brochure has been designed to help processors and exporters of nuts, dried fruit and honey, as well as other persons interested in accessing the markets in the Customs Union countries (Russia, Belarus and Kazakhstan) in Tajikistan and Kyrgyzstan.

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Project: Integrated approach to promoting Central Asia small and medium enterprises processing nuts, dried fruit and honey.

The project is implemented in close cooperation with local and international partners who have contributed greatly to the development of fruit and vegetable production and processing sector in the region.



АНТИ – Ассоциация Научно-Технической Интеллектуальной
Таджикистана
www.anti.tj



НАМСБ – Национальная Ассоциация
Малого и Среднего Бизнеса
Республики Таджикистан
www.namsb.tj



АПК
Ассоциация Плодоовощных
Предприятий Кыргызстана
www.afve.org



TES – Центр Кыргызстан
www.tes-centre.org
Training &
Extension System



WIFI – Институт по Экономическому
Содействию при Торговой Палате
Австрии
www.wifi.at

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List of abbreviations

FEA	Foreign Economic Activities
CCD	Cargo Customs Declaration
CCT	Common Customs Tariff of the Customs Union
CCN	Common Commodity Nomenclature of the Customs Union
UNECE	United Nations Economic Commission for Europe
CES	Common Economic Space
CPT	Border Crossing Checkpoint
KTJ	Kazakhstan Temir Joli (Kazakh railroads)
IABP	International Automobile Border-crossing Point
TIR	Transport International Routier (treaty to simplify and harmonize the administrative formalities of international road transport)
VAT	Value Added Tax
TSW	Temporary Storage Warehouse
CCI	Chamber of Commerce and Industry
CU	Customs Union
UCPDC	Uniform Customs and Practice for Documentary Credits
FIATA	International Federation of Freight Forwarders Associations
FCS	Federal Customs Service of the Russian Federation
CMR	International Road Consignment Waybill
USAID	United States Agency for International Development

This publication is intended for exporters of dried fruit, nuts and honey from Tajikistan and Kyrgyzstan to the Customs Union between Russian Federation, Kazakhstan and Belarus. When writing this publication, the author used various materials and articles prepared by international organizations and local consultancy companies. It was discovered that many aspects of exporting dried fruit, nuts and honey have been considered earlier as part of various projects by international organizations – particularly, research on issues related to manufacturing products meeting quality requirements of the importing countries, analysis of the consumption markets in the Russian Federation and Kazakhstan, detailed manuals for exporters have been prepared, describing all major steps required for exporting produce, including licensing, customs handling and transportation procedures. Therefore, the goal of this document was to give useful information without duplicating the work already completed by other similar projects. Considering the small size of the document, which does not allow including detailed information on each of the topics considered, it was decided to give brief clarifications on each topic, with references to more detailed sources of information freely available on the Internet.

In mid-October 2011, the author of this document met a number of processors and exporters of agricultural produce in Khujand to identify a list of issues to be included in the publication. As a result of a dialog with beneficiaries and customers, it was decided to include four topics in this document and information session:

1. Sources of information on prospective clients in the Customs Union countries;
2. Recommendations on financing trade operations by using trade financing instruments;
3. Recommendations on selecting suppliers of freight forwarding services, choosing transportation routes and methods, particularly for small batches of products;
4. Information on current changes in the regulation of foreign trade activities, tax regulation in the Customs Union (Common Economic Space, starting January 1, 2012).



1. Locating clients in Russia and Kazakhstan

Clients for dried fruit, nuts and honey in Russia and Kazakhstan can be located using various information channels.

1.1. Associations

Most confectionery companies in Russia and Kazakhstan that may be interested in buying dried fruit, nuts and honey, are members of industry-specific associations. These associations have contact information for all their members and can become reliable intermediaries between producers of dried fruit, nuts and honey and their industrial customers. Associations have a good understanding of their members' issues and business reputation of each enterprise. Other associations also exist, such as the associations of trading enterprises and markets. While preparing this document, the author had a working meeting with the management of the Union of Manufacturers in Food and Processing Industry of the Republic of Kazakhstan (UMFPIK) and the management of the largest confectionery enterprise in Kazakhstan, JSC "Rahat". UMFPIK invited Tajik processors to take part in industry exhibition "Kazakhstan Food Market – 2012" (April 11-13, 2012). Rahat representative said they find it hard to enter highly competitive markets, such as Russia. Market share and space on the store shelves has to be won in heavy competitive struggle against Russian and Ukrainian manufacturers. Any mistake can significantly reduce the company's market share and push it back by several years. Therefore, high quality of inputs, package that ensures transportation of the product without degradation of its quality and continuous supply are crucial. The company will continue monitoring the development of Tajik suppliers and might consider using inputs from Tajikistan in the future.

Another excellent source of information on production and trading enterprises are the Chambers of Commerce and Industry (CCI) of the respective countries. Many of these have their Web pages with listings of partner companies. This information is readily available to producers and processors of dried fruit, nuts and honey. If a request has to be made through Russian or Kazakh associations, it may be more reasonable to make it on behalf of several companies or an association.

Annex 1 contains a list of the main industry associations of the Customs Union member countries and contact details of the Chambers of Commerce and Industry.

Annex 2 contains contact details of some Russian wholesale companies operating in the dried fruit, nuts and honey segment.

1.2. Industry exhibitions



Industry exhibitions also help establishing contacts both with prospective buyers of the products and with the suppliers of packaging, equipment, providers of freight forwarding services, etc.

In the Russian Federation, many exhibitions are held in Moscow and in large regional centers. In Kazakhstan, almost all exhibitions are conducted in either Almaty or Astana. Information on upcoming events can be obtained from exhibition centers, industry organizations, specialized Web sites dedicated to food products and processing agricultural produce.

Annex 3 contains contact information of the main exhibition centers in Russia, Kazakhstan and Belarus, and Annex 4 has a schedule of food and agriculture exhibitions in the Customs Union countries.

1.3. Web sites, printed media, analytical reports dedicated to processing food products

Annex 5 contains a listing of some trading portals that contain information on markets for food products, including dried fruit, nuts and honey. The trading portals allow the manufacturer to place information on their product, and prospective customers to find suppliers. Detailed information on the consumption of dried fruit, nuts and honey in the Russian Federation has been given in a number of market studies. Some of the research is available on the Internet; other, more detailed studies, can be purchased from their authors.

In addition to marketing research data, which can usually be obtained for a hefty sum, certain information on the market volumes can be obtained from primary sources, such as the customs statistics. For example, the Web site of the Customs Control Committee of the Republic of Kazakhstan contains statistics for import and export of various products by country. *The source data is available at e.customs.kz/wps/portal/customs, in the section Statistics Information.* The site allows obtaining information directly from the customs database. For example, information can be obtained broken down by countries and goods (10 items), separately for import and export. This also includes breakdown by regions of Kazakhstan. In particular, Kazakhstan's customs statistics allows for the first half of 2011 allows getting information on the imports and the share of Tajik produce in the following form (Table 1):

Code	Name of the product and country	Tons	000 USD
0802310000	WALNUTS, NOT SHELLED, FRESH, NOT PEELED OR DRIED	131.8	138.5
	CIS countries	122.0	126.3
	TAJIKISTAN	58.6	38.7
	UZBEKISTAN	63.4	87.5
	Other countries of the world	9.8	12.3
	CHINA	9.8	12.3
0802320000	WALNUTS, SHELLED, FRESH OR DRIED	944.8	1,439.9
	CIS countries	940.7	1,419.9
	TAJIKISTAN	497.0	512.4
	UZBEKISTAN	443.7	907.6
	Other countries of the world	4.1	20.0
	GERMANY	0.9	17.8

	CHINA	3.2	2.2
0802500000	PISTACHIOS, FRESH OR DRIED, SHELLED OR NOT SHELLED, HUSKED OR NOT HUSKED	428.7	797.5
	CIS countries	66.9	79.5
	TAJIKISTAN	66.9	79.5
	Other countries of the world	361.7	718.0
	BELGIUM	0.2	9.8
	IRAN	269.0	524.9
	CHINA	92.4	181.5
	UAE	0.1	1.0
	TURKEY	0.0	0.8
0813100000	APRICOTS, DRIED	7,739.5	5,090.2
	CIS countries	7,720.8	4,941.1
	KYRGYZSTAN	25.1	16.1
	TAJIKISTAN	4,834.8	2,896.1
	UZBEKISTAN	2,861.0	2,028.8
	Other countries of the world	18.7	149.1
	GERMANY	2.7	25.0
	DENMARK	0.0	0.0
	TURKEY	16.0	124.1
0813300000	APPLES, DRIED	511.9	207.0
	CIS countries	511.8	206.4
	KYRGYZSTAN	20.8	15.9
	TAJIKISTAN	434.9	150.9
	UZBEKISTAN	56.1	39.5
	Other countries of the world	0.0	0.6
	GERMANY	0.0	0.6
0813501500	OTHER DRIED FRUIT MIXES, EXCEPT THOSE IN POSITIONS 0801-0806, NOT CONTAINING PRUNES	7,375.7	3,333.2
	CIS countries	6,326.0	3,008.6
	KYRGYZSTAN	160.3	53.9
	TAJIKISTAN	1,560.3	606.3
	UZBEKISTAN	4,605.5	2,348.4
	Other countries of the world	1,049.7	324.6
	GERMANY	1.0	7.9
	CHINA	1,048.7	316.7
0813509100	FRUIT MIXES NOT CONTAINING PRUNES OR FIGS	6,008.9	1,990.6
	CIS countries	6,008.3	1,984.3
	TAJIKISTAN	5,897.2	1,927.7
	UZBEKISTAN	111.0	56.6
	Other countries of the world	0.7	6.3
	GERMANY	0.7	6.3
0813509900	OTHER DRIED FRUIT AND NUT MIXES	1,255.3	424.9
	CIS countries	1,008.9	309.4
	TAJIKISTAN	671.9	137.5
	UZBEKISTAN	337.0	171.9
	Other countries of the world	246.4	115.5
	DENMARK	0.0	0.0

	CHINA	246.2	113.6
	TURKEY	0.2	1.9
0409000000	NATURAL HONEY	43.9	173.3
	CIS countries	29.0	139.4
	KYRGYZSTAN	4.9	13.3
	MOLDOVA	24.1	126.0
	Other countries of the world	14.9	33.9
	AUSTRIA	1.0	1.7
	GERMANY	1.2	14.5
	DENMARK	0.0	0.0
	EGYPT	0.3	1.8
	INDIA	12.1	13.2
	IRELAND	0.3	2.0
	KOREAN REPUBLIC	-	-
	USA	0.0	0.0
	FRANCE	0.0	0.7

This report shows the entire fragment of the table for dried fruit, nuts and honey product range, as the old Web site, from which this data was taken, has been shut down, while the new customs e-portal was not stable as of writing this report. It is interesting that this table can be used to compare average prices of the products imported from different countries, as the data is included in terms of both volume and value. However, it should be kept in mind that the same CCN code may refer to a product of different quality and in different packaging. Great difference in prices of European vs. Tajik, Chinese or Uzbek goods is probably due to the fact that European products are sold as snacks, fully ready for consumption, beautifully packaged and under a reliable brand. Also, customs statistics should be taken with a grain of salt when they refer to goods imported from Central Asian countries.

Unfortunately, Federal Customs Service does not publish detailed statistics on its Web site. They can be purchased from various analytical companies.

2. Financing foreign trade operations

Probably the most risky step in a foreign trade deal is the buyer's payment for the supplier's services. Both parties try to minimize their risks: the supplier wants to be paid in advance, in order to get working capital for its operation, while the buyer, *au contraire*, tries to pay as late as possible – to minimize commercial risks and at the same time to reduce the need for additional working capital to finance its economic activity

Trade financing instruments allow reducing the risks for both parties and provide financing for the international commerce deal. There are several basic instruments most commonly used in foreign trade:

- Documentary letter of credit;
- Documentary remittance;
- Bank guarantee.

2.1. Trade financing – documentary letter of credit

The most common instrument of trade financing is a **Letter of Credit**, or L/C. Its basic principle is using intermediary banks as a guarantee of payment for the goods delivered.

The step-by-step procedure for opening and using the letter of credit is shown in Figure 1; an overview of the procedure and additional information are available from many sources on the Internet, for example, at Eshkata Bank Web site:

1. The two parties sign a purchase agreement, indicating documentary letter of credit as the form of payment (L/C payment method);
2. The importer (buyer) applies to the issuing bank (the bank that opens the letter of credit) to open a letter of credit for an amount equal to the agreed payment for the goods delivered;
3. The issuing bank opens a letter of credit in favor of the seller (exporter), which is sent to the beneficiary's bank (exporter's bank) in the form of a SWIFT message;
4. The exporter's bank (beneficiary's bank) informs the exporter about a letter of credit issued in its favor;
5. The exporter ships the goods, prepares the necessary documents and sends them to the beneficiary's bank to be forwarded to the paying bank;
6. The paying bank checks the documents and, in case they comply with the terms and conditions of the letter of credit, advances payment to the exporter for the amount of documents provided (against actual shipment);
7. The paying bank sends the documents to the importer's bank to be forwarded to the importer.

There are secured and unsecured letters of credit. Opening an unsecured L/C is accompanied with issuing a secured loan. Compared to a credit facility, an unsecured letter of credit is somewhat cheaper, due to a shorter period of usage of funds by the client. However, mostly secured (covered) letters of credit are used in Russia, whereas the issuing bank must transfer the L/C amount (coverage) to the paying bank (at the payer's expense or by providing the payer with a loan) for the entire period the issuing bank's liability remains in effect.

Figure 2. Mechanism of payment using documentary letter of credit

Source: ESKHATA Bank

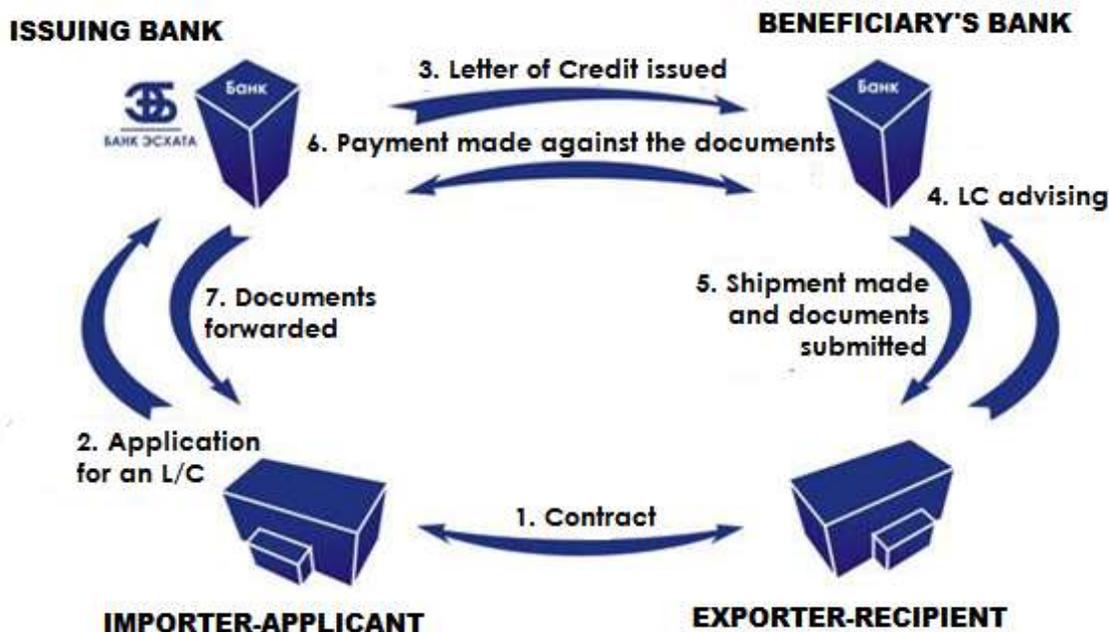
http://www.eskhata.com/index.php?option=com_content&view=article&id=119&Itemid=223

Table 2 shows approximate cost of opening an import L/C for a resident of the Republic of Kazakhstan at Kazkommertsbank. This type of L/C must be opened by the buyer. For an exporter, the opening of such an L/C is a guarantee of the buyer's financial strength. The cost of an export L/C (opened by exporter, not importer) is somewhat lower; besides, the exporter gets money faster when using this type of payment guarantee. In Tajikistan, such letters of credit can be opened by local banks as well as a branch of Kazkommertsbank.

Source: <http://ru.kkb.kz/corporates/page/TariffsDocOperations>

#	Operation	Cost
1	Opening an import L/C	0.2%, min 15,600 Tenge (105\$), max 156,000 Tenge (1050\$)
2	Preliminary advising on import L/C	0 Tenge
3	Executing requests	5,200 Tenge (35\$)
4	Changing L/C conditions (for each round, regardless of the number of changes made)	13,000 Tenge (88\$)
5	Verifying documents	0.2%, min 15,600 Tenge (105\$), max 130,000 Tenge (880\$)
6	Commission for discrepancies in documents (for each document)	6,500 Tenge (44\$)
7	Transfer of funds to make payments under the L/C	0.25%, min 3,900 Tenge (26\$), max 39,000 Tenge (260\$) USD, EUR – 0.30%, min \$40, max \$500; RUR – 0.25% min \$15, max \$300
8	L/C cancellation before its expiry	13,000 Tenge (88\$)
9	Commission for L/C risks	Negotiable

10	Reimbursing costs related to services provided on documentary operations by other banks	At value
11	Preparing a preliminary L/C text based on the contract, for approval by the contract partner	15,600 Tenge (105\$)
12	Postal/courier expenses*	At value
13	Documents handling and preparation for delivery by postal or courier service	3,250 Tenge (22\$)

* 1\$ = 148 Tenge

When working with documentary letters of credit, banks usually do not deal with the goods – just the documents. Payment under L/C is made once the shipment documents are received, such as railroad waybill or international road transportation waybill CMR. Requirements and rules for using shipment documents in documentary letters of credit are listed in the Uniform Customs and Practice for Documentary Credits (UCPDC 600), <http://rosatrans-tlt.ru/pravovye-dokumenty/unifitsirovannye-pravila-i-obychai-dlya-dokumentarnyh-akkreditivov.html>. In accordance with these rules, shipment documents must fully match the L/C conditions. Banks only deal with original documents.

UCPDC rules also stipulate wide usage of documents issued by freight forwarders in case of mixed shipment using more than one mode of transport. In particular, these rules stipulate the acceptance of a reversible FIATA multimodal transport bill of lading and non-reversible FIATA multimodal transport waybill. National freight forwarder associations in Russia and Kazakhstan recently started promoting the use of FIATA documents, and they are accepted by Russian and Kazakh banks as confirmation of shipment.

2.2. Trade financing – documentary remittance

A simpler and cheaper instrument of trade financing is **documentary remittance**. In this case, the bank assumes the role of the seller's agent for international trading transactions, receiving money from the buyer in the buyer's country.

Documentary remittance is an amount withheld by the bank from the buyer's account at a certain moment, against financial and trading, or sometimes just trading documents. The exporter submits shipment documents to the bank, for example: invoice, bill of lading, packing list, certificates of origin and quality, and instructs the bank to forward the documents to the buyer's bank, while authorizing the buyer's bank to release the documents to the buyer only after making payment in favor of the exporter or accepting a bill.

The transaction is made at the request of the exporter, who determines the conditions for remittance and submits documents to the bank, against which the payment must be made. Both banks taking part in the remittance transaction are operating as intermediaries only and are not responsible for failure to pay or accept the documents. Their responsibilities are limited to following the clients' orders – releasing documents after payment or acceptance of a bill.

This form of payment is good for the exporter, as the banks protect his title to the goods until the payment is made against to the documents. The importer receives title to the goods with the set of commercial documents, which he receives after effecting the payment or following other requirements of the documentary remittance. The importer also benefits from this form of payment, as it ensures the payment is made after the goods are actually shipped.

The existing forms of remittance are regulated by the “Uniform remittance rules”, developed by the International Chamber of Commerce (1995 edition).

The seller must know that this form of settlement does not guarantee payment against documents, if the buyer cannot or would not pay; therefore, it is recommended only if the buyer and seller trust each other (source: Rietumu Bank <http://www.rietumu.ru/loans-trade-collection>)

The cost of documentary remittance services at Kazkommertsbank, which has its office in Tajikistan, is shown in *Table 3*.

#	Operation	Cost
1	Advising on import remittance	0.15%, min 3,900 Tenge, max 32,500 Tenge
2	Preparing documents on export remittance (against acceptance or payment)	0.15%, min 3,900 Tenge, max 32,500 Tenge
3	Changing orders on remittance	3,250 Tenge
4	Return of unpaid documents without dispute	3,900 Tenge
5	Executing requests	5,200 Tenge
6	Transfer of funds to make payments under the remittance	0.25%, min 3,900 Tenge, max 39,000 Tenge; USD, EUR – 0.30%, min \$40, max - \$500; RUR – 0.25%, min \$15, max \$300
7	Documents handling and preparation for delivery by postal or courier service	3,250 Tenge

* 1\$ = 148 Tenge

2.3. Trade financing – bank guarantee of payment

Another method of securing a payment on foreign trade contract is a bank guarantee. A bank guarantee is an irrevocable commitment of the Guaranteeing Bank to pay to the beneficiary a certain amount, up to the guarantee total, upon presenting a request for payment in strict compliance with the guarantee conditions. Various forms of bank guarantees exist for various purposes. For foreign trade transactions, a guarantee of payment is used, which is opened by the buyer and the supplier is the beneficiary. The guarantee comes into effect if the buyer has not advanced the payment for the goods delivered according to the contract conditions. Kazkommertsbank’s prices on such services are provided in *Table 4*.

#	Operation	Cost
1	Issuing the guarantee	0.2%, min 15,600 Tenge, max 156,000 Tenge
2	Executing requests	5,200 Tenge
3	Changing conditions of the guarantee (for each round, regardless of the number of changes made)	7,800 Tenge
4	Cancellation of the guarantee before its expiry	
	- <i>cancelling by requesting beneficiary’s consent</i>	13,000 Tenge
	- <i>cancelling by receiving official waiver of responsibility</i>	0 Tenge

	<i>from the beneficiary, without preliminary request or returning original guarantee</i>	
	<i>- cancelling tender guarantee before its expiry</i>	0 Tenge
5	When receiving request for payment from the beneficiary	
	<i>- executing beneficiary's request for payment</i>	0.25%, min 3,900 Tenge, max 39,000 Tenge USD, EUR – 0.30%, min 40\$, max 500\$, RUR – 0.25%, min 15\$, max 300\$
	<i>- verifying documents accompanying the beneficiary's request</i>	0.15%, min 15,600, max 65,000 Tenge
6	Advising:	
	<i>- on a guarantee issued in favor of KKB client, without KKB's financial obligations</i>	0.1%, min 11,700 Tenge, max 78,000 Tenge
	<i>- on changing conditions of a guarantee issued by a foreign bank in favor of local companies, without KKB's financial obligations</i>	6,500 Tenge
	<i>- on notices on a guarantee issued in favor of a KKB client, without KKB's financial obligations</i>	3,250 Tenge
7	Commission for risks related to the guarantee	At the current interest rate
8	Preparing a preliminary text of the guarantee on the basis of the contract, for the beneficiary's approval	15,600 Tenge
9	Documents handling and preparation for delivery by postal or courier service	3,250 Tenge

3. Freight operations

Transporting the produce from Tajikistan is one of the most challenging components of the export process. There are two ways to transport the produce by land to consumers in Russia and Kazakhstan – through Uzbekistan and through Kyrgyzstan. Only transportation by trucks is possible in case of Kyrgyzstan, with the road going through Batken (Gulcha) checkpoint, Batken, Osh, Jalalabad, high-altitude Suu-Samyr valley and two mountain passes at the altitude of more than 3000 m above sea level – Alabel and Tyu-Ashu (with a tunnel). There are two ways from Suu-Samyr valley to Kazakhstan – through Tyu-Ashu tunnel and Bishkek to Almaty, or through Otmek pass (3330 m above sea level) to Talas and Taraz. The road in Kyrgyzstan is mountainous, but relatively new; the quality remains the same all the way to Almaty. Transportation through Kyrgyzstan may be advisable only for deliveries to Almaty. For longer journeys, it is advisable to transport the goods by railroad through Uzbekistan.

The mountainous road through Kyrgyzstan is good for deliveries made in summer. Starting September, high-altitude parts between Alabel and Tyu-Ashu passes (Suu-Samyr valley) get covered with snow. The road is cleaned regularly, but on windy days snowdrift can cover the road again very quickly. Sometimes, the road is closed for days. The condition of the road, corner angles and slope steepness allow freight by semi trucks. The author saw and photographed a few such trucks, including those with Uzbek license plates. Currently some parts of the road between Kyzyl-Bel checkpoint and Osh are being repaired or rebuilt. The road between Osh and Almaty is in a relatively good condition (for this region).

Figure 3. Car routes for transporting goods for Sughd Region through Kyrgyzstan (green line) and Uzbekistan (blue line).

Source: Author, based on TRACECA corridor map (www.traceca-org.org)



Transportation through Kyrgyzstan is performed through International Automobile Border-crossing Point (IABP) Batken (Gulcha) – Kyzylbel and IABP Karasu – Aktilek at the border between Kyrgyzstan and the Customs Union (Kazakhstan). An alternative route is via IABP Korday-Akjol, 200 km away from Almaty. From Kaarasu or Korday checkpoints, transportation is possible through Chu to Astana and further, to Russian cities in Siberia.

Transportation by road via Uzbekistan goes over flat terrain, through Fotehobod-Oybek IABP and Yallama-Konysbaev IABP. Both checkpoints are hard for shipments to cross.

*Figure 4. Transportation via Tyu-Ashu pass (April 22, 2011; altitude over 3000 m)
Source: Author*



*Figure 5. Transportation via Alabel pass (September 2009, altitude 2600 m)
Source: Author*



3.1. Locating freight forwarding service providers

There are a number of freight forwarding companies capable of organizing transportation by truck, railroad or by combination of the two. Good sources of information on these companies are associations of freight forwarders and international road carriers. Associations have their own Web sites with listings of the association members.

Lists of international road carriers can be found through associations listed in Table 5, and freight forwarders – through freight forwarders’ associations (Table 6).

Table 5. Associations of International Road Carriers

Source: Author

Association of international carriers	Contacts
АВВАТ – Ассоциация Международных Автомобильных Перевозчиков Республики Таджикистан	www.telecom.tj/abbat +992 47 441 30 07 abbat@tojikiston.com abbat@khujandi.com
АСМАП – Ассоциация Международных Автомобильных Перевозчиков Российской Федерации	www.asmap.ru
КазАТО – Ассоциация Международных Автомобильных Перевозчиков Республики Казахстан	http://www.kazato.kz/ru/list-of-carriers
БАМАП - Ассоциация Международных Автомобильных Перевозчиков Беларуси	www.bairc.org/activities/about/chlen_b/
КыргызАСМАП – Ассоциация Международных Автомобильных Перевозчиков Кыргызской Республики	Бишкек, ул. Исанова 4б knrb@mail.ru +996 312 31 55 65
AIRCUZ – Association of International Road Carriers of Uzbekistan	www.aircuz.uz

All international carriers operate using TIR Carnets. TIR is a system of customs guarantees that allows carriers to transport goods through transit countries without paying customs duties or deposits for the transit goods. According to the International TIR Convention, customs authorities must only inspect the vehicle, and if the customs seals are not broken, make a respective mark in the TIR carnet and let the vehicle go in transit through the country. In practice, however, authorities in the CIS countries often use Paragraph 5.2: “To prevent abuse, customs officials can inspect the goods in exceptional cases, particularly if violations are suspected”.

Most thorough inspections happen on the Tajik-Uzbek border, where goods are inspected regularly, rather than in exceptional cases, as shown by a USAID project on liberalization of trade and customs reform. Inspections are also performed on other borders in the region, but in much smaller numbers. That research was presented to associations of international road carriers of Central Asian countries, UNECE and International Road and Transport Union, but none of the parties guarantees an improvement in the process of crossing Uzbek border any time soon.

Overall, transportation by road is a faster and more flexible mode of transport, but at the same time significantly more expensive than railroad transportation. When moving large volumes of goods, it should be kept in mind that one railroad carriage has the same capacity as three trucks – about 60 tons vs. 20 tons in a truck. However, if a small volume needs to be moved to a short distance, then the difference in the freight cost is less significant and transportation by truck may be justified.

The request for transportation can be prepared in a free form; the prospective carrier needs to be provided as much information as possible on the product and shipment. An example request is provided below:

Dear Sirs,

Please provide a quotation on transporting the following goods:

Product:	dried apricots (FEACN code 08183100000)
Packaging:	cardboard boxes, dimensions: ?? x ?? x ?? cm, 5 kg each
Number of pieces:	at least 4,000
Total weight:	at least 20,000 kg (up to the full truck load)
Special freight conditions:	none
Additional conditions:	loading/unloading done by the client
Departure point:	Asht, Sughd Region, Tajikistan
Destination:	1. Almaty, Kazakhstan 2. Chelyabinsk, Russian Federation

Please provide two quotations:

1. Transit via Uzbekistan
2. Transit via Kgn

With best regards,

Name, Position

Organization

Contact phones, e-mail

When choosing a carrier, several factors need to be considered in addition to the prices. A reliable carrier is usually not the cheapest. When purchasing freight forwarding services, you need to find out as much as possible about the forwarder and its services. If goods are to cross more than one border, the carrier most likely will have access to transportation using TIR carnets. Therefore, information on the carrier can be obtained from the respective association. Some carriers or forwarders can indeed bid below the market. This happens if the carrier has just completed a delivery to Tajikistan and is looking for a shipment on the way back. Due to the disproportion between imports and exports in the Central Asian countries (imports exceed exports by far), there is no guarantee that the carrier will find goods to be transported on the return journey. So, when shipping goods to these countries, all carriers quote the price covering both delivery cost and the cost of the truck's empty run on the way back. In this case, the driver has two options – return home empty or stay a while to earn additional money. Some freight forwarders resell this service, and its cost would largely depend on the buyer's negotiation skills and ability to get a better tariff. When shipping goods to Russia via Russian carriers, or to Kazakhstan via Kazakh carriers, no transit permit is required. In all other cases the carrier must obtain the said permit from third countries.

3.2. Changes in railroad fleet (private fleet) and container transportation

Railroad is the preferred mode of transportation for producers of non-perishable agricultural produce shipping their goods to long distances. However, in the recent years there have been restrictions on supply of carriages. Some clients have to wait for a long time. Exporters from Kazakhstan have particularly faced this problem last autumn. The initial suggestion that this is a temporary problem related to harvesting a large crop of grain proved wrong. The carriages did not appear even after grain was harvested or left in the field.

A more realistic reason for the shortage of railroad fleet, according to railroad experts, is the privatization of railroad fleet at Russian Railroads (RZD) and Kazakh Rail Roads (KTJ). Privatization of railroad fleet in Kazakhstan started earlier than in Russia, and private fleet accounts for about half of all carriages. In Russia, the process started later, and the ongoing privatization of the railroad fleet is likely to have a lasting effect on the carriage availability.

This will be affected by two factors – clients (carriers and freight forwarders) not willing to pay more for private carriages, and new fleet owners willing to earn more from their acquisition. The producers must understand how the new situation will impact their business and prepare contingency plans. It is likely that before things change for better and the railroad reforms start yielding positive results, the situation will deteriorate significantly. There is information that, e.g., KTJ is no longer providing its carriages for export shipments, and therefore an exporter or their freight forwarder must find and contract a private fleet owner.

Considering that exporters of dried fruit and honey from Tajikistan need only a small number of carriages, and the shipment speed does not affect the price of the deal and commercial profits very much, we can hope that the problem with the fleet does not affect their export deliveries. Nevertheless, contingency plans need to be considered, such as using container shipment using returnable containers. The volume of container freight in Tajikistan is not comparable to Kazakhstan and Russia. Containers and fitting platforms for their shipment arrive to Tajikistan with imported goods delivered in containers. Given the problems with railroad carriages for export destinations, exporters from Russia and Kazakhstan can start shipping more goods in containers, rather than carriages, which can tip the balance of container and carriage supply in Tajikistan.

To obtain more detailed and up-to-date information on railroad transportation, the following information and contacts can be used (Table 6).

Table 6. Sources of railroad-related information:

Source: Author

Sources (associations and companies)	
Russian Railroads	http://press.rzd.ru
Kazakh Railroads (KTJ)	www.railways.kz/ru/
Freight forwarders' Association of Russia	www.far-aerf.ru
Association of national freight forwarders of Kazakhstan (ANEK), Association of carriage owners (KazAPO)	www.kffanek.kz
Belarus Association of Freight Forwarders and Logistics	http://www.baifby.com/
Uzbekistan International Freight Forwarders' Association	www.uifa.uz/welcome-rus.html
"Expert" magazine	http://expert.ru/expert/2011/44/nikto-

	voprosyi-ne-reshaet/
Transportall (Internet resource)	http://transportall.ru/
Railway Transport (Internet resource)	http://railwaytransport.ru

3.3. Temporary storage and consignment warehouses

Transportation is only one part of the delivery process. After transportation is completed, goods pass customs clearance in the destination country. Customs legislation of the Customs Union is set up in such a way that customs clearance on imported goods must be performed by the recipient – a resident of the Customs Union, or his customs broker. International companies selling their goods in Russia and Kazakhstan frequently register their own legal entities in the country of import or find a local partner (dealer or distributor), through which they register the imported goods and then sell them in the Customs Union countries. Customs clearance must be preceded by a sales deal.

Until customs clearance, imported goods are placed in special temporary storage warehouses (TSW), operated by companies meeting certain requirements of the customs authorities in terms of absence of customs violations and availability of storage facilities suited for TSW operations.

A list of temporary storage warehouses in Kazakhstan can be found at the Web site of the Customs Control Committee under the Ministry of Finance <http://e.customs.kz/wps/portal/customs/>, section for FEA participants. A database of TSW facilities in the Russian Federation is available at <http://www.tks.ru/db/svx>, <http://www.tamognia.ru/customs/depot/>

The procedure currently used by entrepreneurs in Sughd Region to deliver dried fruit, nuts and honey to the markets in Russia and Kazakhstan assumes that the client is responsible for customs clearance, and once the goods are released, places them in his warehouse. If the producers decide on importing the goods themselves and selling off a warehouse in Russia or Kazakhstan, this raises the issue of storing the produce after customs clearance (through a partner – CU resident). Storing the goods at TSW after customs clearance is very expensive. The goods must be moved to free storage facilities, from where they can be delivered to local clients.

Figure 6. Industrial and Logistics Center DAMU (Almaty) provides full range of storage services in customs and free warehouses

Source: Author



The seller can rent a warehouse and handle the goods from there. In this case, the seller's costs include warehouse rent and staffing. Another, more flexible, form of storing the goods is consignment storage. In this case, the seller only pays for storage, product movement and release from the warehouse. There are no strict requirements to storage duration and no need to hire warehouse personnel.

In case of consignment storage, the client signs an agreement with the warehouse. When passing the goods into the storage, the warehouse issues a storage receipt (for example, act on receiving material assets in storage) or storage certificate (it is required if the owner of the goods is taking a loan in a bank, and the goods are used as collateral).

Further information on warehouses and related issues can be found at the following Web sites:

<http://sklad.idainet.ru> , <http://skladno.ru> ,
<http://www.skladportal.ru>
<http://www.lobanov-logist.ru/index.php?newsid=2836>
<http://logist.ru/forum/YaBB.cgi?board=sklad>

4. Customs Union and Common Economic Space

In the recent years, Russia, Kazakhstan and Belarus have significantly harmonized their customs legislation, which allowed them to become a part of a common economic space, removing customs control on their internal borders. Currently (end of 2011), goods produced within the Customs Union countries can be moved across the border without customs declarations. The goods must still have phytosanitary and veterinary certificates, but nobody is checking them at the border.

Goods imported to the Customs Union states from third countries and passing customs clearance in one of the CU countries, can further be moved between the Customs Union countries without opening a customs declaration. However, to confirm the status of CU goods, they must be accompanied by a copy of the CCD that was used to release it into free circulation within the Customs Union.

Russia, Kazakhstan and Belarus have different VAT rates – 18% in Russia, 12% in Kazakhstan and 20% in Belarus. For goods shipped to CU countries from China and Central Asian states (via Kazakhstan) this means an opportunity to perform customs clearance at a lower VAT rate. In this case, there must be a contract for delivery to a resident of Kazakhstan (legal entity or an individual), the delivery process must be interrupted and imported goods have to be cleared through the customs. Only after this, the goods can be sold and delivered to Russia or Belarus. In other words, this means an additional intermediary in the delivery chain, who will receive and resell the goods cleared in Kazakhstan. From 2012 to 2015, Russia, Kazakhstan and Belarus will enter the phase of so-called Common Economic Space. The laws on technical regulation have almost been unified, as well as a number of other laws. VAT unification is not expected any time soon, and since VAT is the CU/CES countries' second largest revenue item, after the customs duties, its unification is likely to be a lengthy and painful process.

Currently the customs legislation of all three Customs Union countries is based on the Common Tax Code of the Customs Union. A Customs Union Common Commodity Nomenclature for Foreign Economic Activity (CU CCN FEA) is used for classification of products. The Customs Code, Commodity Nomenclature and tariffs are available at the Customs Union Web site, www.tsouz.ru:

- Customs Code - <http://www.tsouz.ru/Docs/kodeks/Pages/default.aspx>
- FEA CCN and CCT - <http://www.tsouz.ru/db/ettr/tnved/Pages/default.aspx>

Imports of agricultural produce to the Customs Union market is regulated by a set of non-tariff restrictions, such as veterinary and phytosanitary requirements, requirements for compliance of the produce. All goods produced by countries that are not members of the Customs Union must have the required certificates.

As per the legislation of the Russian Federation, Kazakhstan and Belarus, exporters of dried fruit, nuts and honey to these countries must obtain the following authorization documents:

Authorization documents	Dried fruit	Honey	Nuts
Import permit	No	Yes (Ministry of Agriculture Decree #1 of January 9, 2008)	No
Phytosanitary certificate	Yes	No	Yes
Veterinary certificate	No	Yes	No
Certificate of compliance (mandatory)	Yes	Yes	Yes

When selling goods to the Customs Union countries, the exporter must remember that the safety and quality of the exporter's product is guaranteed by their government; in other words, there is a system of guarantees between the governments of the exporter's country and the importer's country. Even if the exporter has obtained HACCP or ISO certificates, this does not guarantee their products access to the Customs Union markets, if the CU countries decide not to accept certain certificates issued in the country of export. An example of such restriction was the ban on import of dried fruit from Tajikistan to Russia in May-June 2010. Therefore, it is crucial that both government bodies and entrepreneurs' associations are extremely thorough about the quality inspection and certification of export-oriented products. A failure in the quality inspection system may result in even the best companies with the best products losing access to the Customs Union markets, as according to Article 3.2 of the Regulation on the procedure of performing phytosanitary quarantine control (oversight) at the customs borders of the Customs Union (approved by decision of the Customs Union Commission #318 of June 18, 2010), a phytosanitary certificate has to be issued by the country of origin. Import Quarantine Permit (IQP) for import of products subject to quarantine control is no longer required since mid-2011.

Large retail chains and industrial enterprises see high risk of import restrictions for Tajik products as a serious constraint. Indeed, any temporary interruption in the delivery of goods or inputs for an industrial enterprise can mean delay or even failure to supply its product.

The latest information on phytosanitary and veterinary control and technical regulation in the Customs Union countries is presented in Annex 6. The main sources of information are the Custom Union Commission Web site (www.tsouz.ru) and independent information source (www.customsunion.ru).

Annexes 7 and 8 contain sample phytosanitary and veterinary certificates used and recognized in the Customs Union countries.

Annex 1. Contact information of CCI, associations and unions of entrepreneurs in CU engaged in production and packaging of food products, which can use dried fruit, nuts and honey as inputs

Name of Association	Contact information
Chamber of Commerce and Industry of the Russian Federation	6 Ilyinka St., Moscow +7 (495) 620-00-09 tpprf@tpprf.ru http://www.tpprf.ru/ru/members/communities/
Association of confectionery industry enterprises "ASCOND"	Vitaly V. Tarassov, Executive Director 18 1 st Tverskoy-Yamskoy by-street, Moscow +7 (495) 250-19-39 ascond@ascond.ru , support@ascond.ru , http://www.ascond.ru/index.php
Association of Retail Trading Enterprises (ACORT)	28 Middle Kalitnikovskaya St., Bldg.4, Moscow +7 (495) 662-84-82 http://www.acort.ru/contacts/sup - hotline for suppliers http://www.acort.ru/about/members/
Association of wholesale and retail markets	26 Usachev St., Moscow 119048 +7(495) 912-19-18, +7(495) 912-79-39 mfo@aorr.ru http://www.aorr.ru/ru/aorr-membership.html
National Union of Dairy Producers	Ayrat N. Khayrullin, President 10 Likhov by-street, Moscow 127051 +7 (495) 650-45-26, 650-35-40 info@souzmoloko.ru http://www.souzmoloko.ru/uchastniki/
Association of Food Ingredient Producers	20 1 st Schipkovsky by-street, office 209, Moscow 115093 +7 (499) 787-72-06, +7 (985) 411-20-49 spipi@sppiunion.ru , sppiunion@mtu-net.ru , dvoenosova_p@mail.ru http://www.sppiunion.ru
Association of Russian Department Stores	43 Internatsionalnaya St., Omsk 644099 +7 (3812) 25 1535, факс: +7 (3812) 25 6272
Association of Packaging and Processing Equipment "PAKMASH"	Moscow State University of Food Production 11 Volokolamskoe Hwy, Moscow +7 (499) 158-72-37, +7-916-332-93-92; packmash@bk.ru http://www.pakmash.ru/member.html
CCI of the Republic of Kazakhstan	5 Al Farabi St., "Nurly Tau" Business Center, Bldg. 1A, Office 503, Almaty 050059 +7 (727) 277-78-45, 277-78-30 info@cci.kz http://www.cci.kz/index.php/ru/partnership/list-partners
Atameken Union (Association of Associations)	29 Syganak Ave., 8 th Floor, "Euro Center" Business Center, Astana +7 (7172) 51 70 01, +7 (7172) 51-70-20 chamber_atameken@mail.ru http://www.atameken-kz.com/?lng=rus&m=article&cid=80

KAZNEX (State Corporation for Support of Exports)	<p>25 Syganak Ave., "Ansar" Business Center, 2nd floor, Astana +7 7172 79 93 93, info@kazninvest.kz</p> <p>111 Gogol St., 5th floor, Offices 502, 505, Almaty +7 727 259 06 90, http://www.kaznex.kz/contacts/</p>
Union of Manufacturers in Food and Processing Industry of the Republic of Kazakhstan (UMFPIK)	<p>Anatoly V. Popelushko, President Nina S. Bezrukova, Vice President 10 Nusulbekov St., Almaty, Kazakhstan +7 727 397 64 94, +7 727 386 24 72; info@spppk.kz, spppk@spppk.kz www.spppk.kz</p>
Dairy Union of Kazakhstan	<p>30B Satpaev St., Almaty +7 (727) 333-44-93 soyuz_msk@mail.ru</p>
Association of Trade Enterprises of Kazakhstan	<p>37 Zheltoksan St., Office 321, Almaty +7 (727) 279-29-78 zhibeka@bk.ru</p> <p>26 Botaly St., Block A, 9th Floor, office 97, Astana +7 (7172) 94-00-97, +7 705 842 18 86 kzmarket08@rambler.ru www.opensauda.kz</p>
Chamber of Commerce and Industry of the Republic of Belarus	<p>11 Kommunisticheskaya St., Minsk +375 17 290-72-49 mbox@cci.by www.cci.by/ru/BusinesInfo/Partners/CCIPartners.aspx www.cci.by/ru/DataBase/Inquiry.asp?Filter=1</p>
Minsk Capital Union of Entrepreneurs and Employers	<p>Vladimir N. Karyagin, Chairman 11 Serafimovich St., Office 104, Minsk +375 17 298-24-38 souz@allminsk.biz http://allminsk.biz/</p>

Annex 2. Contact information of Russian wholesale companies in the segment of dried fruit, nuts and honey

Company	Contact information
NaturFoods Wholesale and retail	http://www.naturfoods.ru/ info@naturfoods.ru +7 (495) 780-75-88 1 Stupinsky Dr., Mosco 117546 Ilkhomjon I. Tajibaev, General Director
Good Food Wholesale and retail	http://www.good-food.ru nuts@good-food.ru +7 (495) 981-56-56 5/15 Gamsonovsky by-street, Bldg.3, Moscow 115191 Igor Baranov, President Bulat P. Orazbekov, General Director
Rosso-M Wholesale and retail	http://www.rosso-m.ru companyrosso-m@mtu-net.ru +7 495 660-53-85 16 Kolkhoznaya St., Office 13, Pavlovskoye, Domodedovsky district, Moscow region, 142030 Vladimir I. Modelevsky, General Director
Caravan-Product Processing Wholesale and retail	http://www.caravannuts.com + 7 (495) 972-12-93 – factory 91A Rakhmanovo Vlg., Pavlovo-Posadsky District, Moscow region 142500 Igor V. Krylov, Commercial Director
Sabrina Foods Queen (Link West LLC) Wholesale	http://www.sabrina-fq.ru sabrina@sabrina-fq.ru +7 495 632-02-46 1 Stupinsky Dr., Office 217, Moscow 117546 Timur M. Nabiev, General Director
Andesha Trading (Shokoh Bonab Co. Representative)	http://www.andesha.ru andesha@mail.ru +7 (495) 508-67-51; 508-67-52. Shipilovsky Dr., Moscow 115551 (next to “Orekhovo” subway station) Goya Shakh Mokhammad, General Director
Eurooreh Wholesale	http://www.euroorex.ru 1365424@mail.ru +7 (495) 326-13-61, +7 (499) 550-02-30, +7 (903) 723-03-79 Alie A. Saidova, General Director
Zard Wholesale	http://www.zard-group.ru zard.s@mail.ru +7 (812) 329-35-61 63 Nepokorenyh Ave., Bldg.7, St. Petersburg 195067 Suhrob R. Sarmusokov, General Director

Annex 3. Addresses of exhibitions and related Internet resources

Exhibition center name	Contact information
Expocenter	14 Krasnopresnenskaya Embankment, Moscow 123100 Phone: +7 (499) 795-37-99, 795-39-46 (voice mail) Fax: +7 (495) 605-72-10 centr@expocentr.ru http://www.expocentr.ru/ru/contacts
Crocus Expo	Trade and Exhibition Center, Bldg.2 (International Exhibition Center "Crocus Expo") "Myakinino" subway station + 7 (495) 727-2626 service@crocusnet.ru http://www.crocus-expo.ru/exhibition/?year=2012
Russian Exhibition Center (VVC)	119 Mir Ave., GAO VVC, Moscow +7 (495) 544-34-00 info@vvcentre.ru http://www.vvcentre.ru/contacts/
Russian Exhibition and Fair Union	Sergey P. Alexeev, President 103 Bolshoy Ave., Vasilyevsky Ostrov, St. Petersburg 199106 lenexpo@mail.lenexpo.ru +7 (812) 321-2605, 321-2630, 321-2652 f Ludmila S. Smorodova, Director 13 Sovnarkomovskaya St., Office 225, GSP-1080, Nijny Novgorod 603950 +7 (831-2) 77-5680, 77-5695 f uef@kis.ru , uefinf@kis.ru www.uefexpo.ru/
Yekaterinburg Expo	+7 (343) 215 79 98 info@ekaterinburgexpo.ru http://www.ekaterinburgexpo.ru
Atakent – Expo	Almaty, Kazakhstan www.atakentexpo.kz +7 727 258 2535 – Almaty office +7 7172 50 73 30 – Astana office power@atakentexpo.kz
Expolife	www.expolife.ru
Minsk Expo	65 Timiryazev St., Minsk +375 (17) 226-90-84, 226-91-35,226-98-30 minskepo@telecom.by , minskepo@solo.by http://minskepo.com
Food Exhibitions	www.contract.ru/expo/prod.shtml
Food Industry Enterprises Portal Foodmag.ru	www.foodmag.ru/exhibition

Annex 4. Calendar of food and agricultural exhibitions

Name of the exhibition	Dates and venue	Contact information
Interfood Novosibirsk Sibir Packaging Sibir Logistics	November 29 – December 2 2011 Novosibirsk Annual exhibition	ITE Sibir Fair 220/10 Krasny Ave., Novosibirsk 630049 Telephone: +7 (383) 363-00-63; Fax: +7 (383) 220-97-47 makarova@sibfair.ru zabelinskaya@sibfair.ru
Russian Honey Exhibition	January 21 – February 5, 2012 Crocus Expo, Moscow “Myakinino” subway station	Nikolay Abakumov +7 (918) 557-6243 yarmarka-meda.com
Prod-expo 19th international exhibition	February 13-17, 2012 Moscow, Expocenter 14 Krasnopresnenskaya Embankment	Expocenter CJSC + 7 (495) 255-28-86, 255-29-71 www.prod-expo.ru
Food ingredients, additives and spices 15th International Exhibition in Moscow	March 13-16, 2012 VVC, Moscow, Pavilion 75	ITE Moscow +7 (495) 935 7350 +7 (495) 788 5585 ingredients@ite-expo.ru www.ingred.ru
Food products, drinks	March 13-16, 2012 Tyumen	OJSC “Tyumen Fair” +7 (3452) 48-53-53 http://expo72.ru/vistavki/press/2012/03/13/97/
Agro 2012	March 21-23, 2012 Orenburg	31 Vostochnaya St., Orenburg +7 (3532) 99-69-39, 99-69-40 uralexpo@yandex.ru , uralexpo@esoo.ru www.uralexpo.ru
Food industry. Modern Bread-baking	March 21-24, 2012 19 Aviatorov St., Krasnoyarsk, “Sibir” International Expo Center	CJSC “Krasnoyarsk Fair” +7 (391) 22-88-407, 22-88-586, 22- 88-605, 22-88-610, (391) 22-88-611 product@krasfair.ru www.krasfair.ru/rus/info-2012/index.shtml?food/info
Interfood 16th international exhibition	April 3-5, 2012 St. Petersburg, Lenexpo	RESTEC Elena A. Lunina foodind@restec.ru +7 (812) 320-8093, 303-8869 www.restec.ru/exhibitions/featured/interfood/index.ru.html
Food Industry 2012	April 3-6, 2012 Minsk, Minskexpo	Alla S. Drujinina +375 17 226-95-04, 226-91-33 belproduct@telecom.by http://minskexpo.com/r_calendar2012_35
Kazakhstan Food Market – 2012 AgroTech – 2012 Tare. Packaging. Equipment – 2012	April 11-13, 2012 42 Timiryazev St., Almaty “Atakent” exhibition center, Pavilion 9	Zhanna Erdenova UMFPIK spppk@mail.ru , spppk@spppk.kz , expo@spppk.kz , info@spppk.kz
Golden Bee. International Fair & Exhibition Myakinino Fair	April 12-15, 2012 Crocus Expo, Moscow “Myakinino” subway station	Mir-Expo 8 (499) 618-0565, 8 (499) 618-3683, 8 (499) 618-3688 info@mirexpo.ru http://www.mirexpo.ru/exhibitions/plan.shtml

Bakery – Pasta – Intersweets – 2012	April 24-27, 2012 VVC, Moscow	“Expohleb” LLC Phone: +7(495) 755-5035, 755-5038 Fax: +7 (495) 755-6769, 974-0061
Food World – 2012	April 25-28, 2012 Nijny Novgorod	“Nijny Novgorod Fair” CJSC Tatyana V. Safronova +7 (8312) 277-56-67 , sofronova@yarmarka.ru +7 (8312) 77-55-85, 77-55-95, 77-54-89, 77-55-93 http://www.yarmarka.ru/exhibitions/index.phtml?3736
KAZANHALAL	May 19-21, 2012 Kazan	Nail Khamitov kazanhalal@linova.ru IBFD Foundation www.kazanhalal.ru
BelAgro	June 5-10, 2012	Anna V. Krupenko +375 17 226 91 33 belagro@telecom.by http://belagro.minskexpo.com
Modern Bakery – 2012 18th international exhibition Snack and chocolate sections available	June 13-15, 2012 Moscow Expocenter	OWC-RUS Phone: +7-495-9670 461 Fax: +7-495-9670 462 Email: mb@owc-rus.ru http://www.modernbakery-moscow.com/1-1-Home.html
World Food 21st international exhibition	September 17-20, 2012 Moscow Expocenter	ITE LLC Moscow Phone: +7 (495) 935 7350 worldfood@ite-expo.ru http://www.world-food.ru/
Volgaprodexpo	October 24-26, 2012 Kazan	8 Orenburg Road, Kazan Phone +7 (843) 570-51-11 d4@expokazan.ru http://www.volgaprodexpo.ru
Prodexpo	November 13-16, 2012 Belexpo	(+375 17) 334 00 42 prodexpo@belexpo.by
ProdUral. Packaging	November 13-16, 2012 Ufa, Bashexpo	146/2 Mendeleev St., Ufa +7 (347) 256-51-80, 256-58-21, 256-58-23, 256-51-86, 256-23-25 info@bashexpo.ru http://www.bashexpo.ru/articles_detail.php?ID=125

Annex 5. Some trade analytical portals and marketing research on dried fruit, nuts and honey

Name of the Internet resource, printed media, marketing study	Resource address
Food Internet Portal	www.foodsmarket.info
Food Industry Magazine	www.foodprom.ru/rus/main.php?page=first
Tare and packaging magazine	www.magpack.ru/win/soderj.html
Web site for food importers	foodimport.ru
Portal on dried fruit	www.suxofrukti.ru
News of the fruit and vegetable market	www.fruitnews.ru/tags/upakovka
Confectionery products. Technology	www.candytech.ru
Moscow packaging company	www.fasovka.ru/
Portal for managers and representatives of wholesale food products companies	foodmarkets.ru
Foodmag.ru	www.foodmag.ru/catalog/18/
RusFoods trading system	www.rusfoods.ru
Food information and reference portal	www.foodbaza.ru
Marketing research. Market for dried fruit, berries and nuts. September 2011	Year 2011 www.indexbox.ru - authors www.indexbox.ru/sale_reports/?research_id=398 – content and demo version Price: 39,900 rubles
Analysis of imports to Russia: dried fruit, hazelnut, almonds and cashew, 2009-2010	Year 2011 http://www.asmarketing.ru/novosti/analiz-importnyih-postavok-v-rossiyu-suhofruktov-funduka-mindalya-i-keshyu-2009-2010-gg.html Link to the study and contacts of the research company
Brief overview of the Moscow market for dried fruit	Year 2010 http://lis-mag.ru/moscow_market_dried_fruits Only text of the article, without table, is available for free
Russian market for nuts and dried fruit fillings	http://www.candytech.ru/articles.php?c=19&n=16&a=259&l=0
Analysis of the market for honey in Russia in 2006-2010, forecast for 2011-2015	Year 2011 www.businessstat.ru Price: 30,000 rubles

Annex 6. Database of legislation in the area of non-tariff regulation in the Customs Union countries

Resources, laws, regulations	Links
TECHNICAL REGULATION	www.customsunion.ru/view/161/1.html www.tsouz.ru/db/techregulation/techbars/Pages/default.aspx
Regulation on the imports procedure of goods (products) subject to mandatory evaluation (confirmation) of compliance, to the customs territory of the Customs Union	www.customsunion.ru/info/3294.html
Common list of products subject to mandatory evaluation (confirmation) of compliance	www.customsunion.ru/info/3289.html www.customsunion.ru/info/3290.html
Common forms of certificates of compliance and declarations of compliance	www.customsunion.ru/info/3291.html
PLANT QUARANTINE	www.customsunion.ru/view/164/1.html www.tsouz.ru/db/techregulation/fitosan/Pages/default.aspx
List of products subject to quarantine (quarantined products, materials, goods)	www.customsunion.ru/info/3350.html
Regulation on the procedure of quarantine phytosanitary control (oversight) at the customs border of the Customs Union (movement within the Customs Union borders)	www.customsunion.ru/info/3352.html
Regulation on the procedure of quarantine phytosanitary control (oversight) at the customs border of the Customs Union (import and export)	www.customsunion.ru/info/3351.html
Authorized bodies of the Customs Union member states	www.customsunion.ru/info/3349.html
Information on phytosanitary requirements to quarantined products imported to the Russian Federation	www.customsunion.ru/info/3359.html
Phytosanitary requirements to quarantined products imported to the Republic of Kazakhstan	www.customsunion.ru/info/3354.html www.customsunion.ru/info/3355.html www.customsunion.ru/info/3356.html www.customsunion.ru/info/3357.html www.customsunion.ru/info/3358.html
Phytosanitary requirements to quarantined products imported to the Republic of Belarus	www.customsunion.ru/info/3353.html
VETERINARY MEASURES	www.customsunion.ru/view/163/1.html www.tsouz.ru/db/techregulation/vetmeri/Pages/default.aspx
Common veterinary (sanitary) requirements presented to goods subject to veterinary control (oversight)	www.customsunion.ru/info/3303.html www.customsunion.ru/info/3304.html www.customsunion.ru/info/3305.html
Authorized bodies of the Customs Union authorized bodies in the area of veterinary and sanitary control (oversight)	www.customsunion.ru/info/3302.html
Common list of goods subject to veterinary control (oversight)	www.customsunion.ru/info/3306.html

Regulation on the Common procedure of veterinary control at the customs border of the Customs Union and in the customs territory of the Customs Union	www.customsunion.ru/info/3308.html
Common forms of veterinary certificates	www.customsunion.ru/info/3311.html
SANITARY MEASURES	www.customsunion.ru/view/162/1.html www.tsouz.ru/db/techregulation/sanmeri/Pages/default.aspx
Common list of goods subject to sanitary epidemiological control (oversight) at the customs border and customs territory of the Customs Union	www.customsunion.ru/info/3297.html
Authorized bodies of the Customs Union member states in the area of applying sanitary measures	www.customsunion.ru/info/3296.html
Common sanitary epidemiological and hygienic requirements to goods subject to sanitary epidemiological control (oversight)	www.customsunion.ru/info/3298.html
Common form of the document confirming safety of goods (products)	www.customsunion.ru/info/3299.html

Annex 7. International phytosanitary certificate form

<p style="text-align: center;">Герб России</p> <p>Министерство сельского хозяйства и продовольствия России Ministry of agriculture of Russian Federation Государственная инспекция по карантину растений State Plant Quarantine Inspection</p>	<p style="text-align: center;">ФИТОСАНИТАРНЫЙ СЕРТИФИКАТ PHYTOSANITARY CERTIFICATE</p> <p>№968 _____ Организации по защите и карантину растений (страна) _____ To Plant Protection Organizations of (country)</p>
<p>ОПИСАНИЕ ГРУЗА THE DESCRIPTION OF CONSIGNEMENT</p>	
Экспортер и его адрес Name and address of exporter	_____
Получатель и его адрес Declared name and address of consignee	_____
Количество мест и описание грузов Number and description of packages	_____
Маркировка (отличительные знаки) Distinguishing marks	_____
Место происхождения Place of an origin	_____
Способ транспортировки Declared means of conveyance	_____
Пункт ввоза Declared point of entry	_____
Наименование продукции и ее количество Name of produce and quantity declared	_____
Ботаническое название растений Botanical name of plants	_____
<p>Настоящим удостоверяется, что растения и растительная продукция, описанные выше, были обследованы в соответствии с существующими методиками и правилами и признаны свободными от карантинных и других причиняющих вред вредителей и что они отвечают фитосанитарным требованиям страны-импортера.</p> <p>This is to certify that the plants or plants products described above, have been inspected to appropriate procedures and are considered to be free from other injurious pests, and that they considered to conform with the current phytosanitary regulations of the importing country.</p>	
<p>ОБЕЗВРАЖИВАНИЕ Desinfestation and/or disinfectio treatment</p>	
Дата Date	Способ обработки Treatment
_____	_____
Химикат и его концентрация Chemical (active ingredient)	_____
Экспозиция и температура Duration and temperature	_____
Дополнительная информация Additional information	

<p>ДОПОЛНИТЕЛЬНАЯ ДЕКЛАРАЦИЯ THE ADDITIONAL DECLARATION</p>	
Штамп организации Stamp of organization	Место выдачи Place of issue
_____	_____
<p>Фамилия государственного инспектора Name of authorized inspector</p>	
_____	_____
Дата Date	Подпись Signature
_____	_____

Annex 8. Standard form of veterinary certificate of the Customs Union countries (Form 2, for food inputs and products of animal origin)

CUSTOMS UNION

(name of the authorized body
in charge of veterinary services of the Customs Union member state)

VOUCHER TO VETERINARY CERTIFICATE <*>

Series XX N XX - XXXXXXXX of " __ " _____ 20____

I, the undersigned, have issued this veterinary certificate # _____

(recipient - name of the legal entity or individual)

To certify that _____
(name of the product)

in the quantity of _____
(items, pcs, kg) (packaging) (marking)

Produced by _____
(name, address of the company)

(production date)

Has passed veterinary sanitary examination in full/was produced from inputs passing veterinary sanitary examination (delete as appropriate)

and has been deemed suitable for: _____
(sale without restrictions, with restrictions)

- indicate reasons)

(or processing according to veterinary sanitary examination rules)

Departing from _____
(address and location of the product)

And shipping to _____
(mode of transportation, route, shipment conditions)

To _____ under _____
(recipient's name and address) (name, # and issue date of the consignment document)

The product has been subjected to additional laboratory tests _____

(lab name, examination # and results of examination)

SPECIAL MARKS _____
(comment on epizootic status of the location, etc.)

Meets the common veterinary requirements
Vehicle has been cleaned and disinfected.
The certificate is presented for control and handed to the recipient.

Marks on inspection when loading.

Veterinary certificate received by _____ Veterinary certificate issued by _____
(signature and position) (signature and position)

 (last name, initials)

 (last name, initials)

Marks on veterinary sanitary inspection when loading.

Date and name of the loading location where veterinary inspection was performed	Products, inputs examined		Signature of the official performing inspection and seal
	Items (pcs)	Weight (kg)	