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Republic of Estonia
Privatization Assessment

Phase I Report

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TABLE OF CONTENTS

I.	Overview	2	
II.	Results of Phase I Visit	3	
	A.	GOE Privatization Strategy	3
	B.	Legal, Regulatory, Fiscal, and Institutional Environment	6
	C.	Public Sector Institutions in the Privatization Process	12
	D.	State Owned Enterprises and Candidate Sectors and Enterprises for Privatization	15
	E.	Key Private Sector Organizations	16
	F.	Appropriate Privatization Methods	19
III.	Proposed Tasks for Phase II	20	
	1.	Foreign Investment Restrictions	20
	2.	Food Sector Privatization Analysis	20
	3.	Design of Voucher and Credit Systems	21
	4.	Privatization Analysis for a State-Owned Industry	23
	5.	Privatization Analysis for a Municipal-Owned Industry	24
	6.	Review of Taxation of Investment Income	25
		Project Management	25
		Schedule	27
Appendixes			
A.	Organizations and Individuals Interviewed		
B.	Legal Documents Relevant to Privatization and the Transition to a Free Market Economy		
C.	Government Institutions and Officials		
D.	Estonian Industrial Enterprises in Baltic States Reference Book		
E.	Enterprises Established With Foreign Participation		
F.	Private Sector Support Organizations		
G.	Estonian Commercial Banks		

I. Overview

This report assesses the status of privatization in the Republic of Estonia and the technical assistance needs of the Government of Estonia (GOE) and private sector in continuing the process of privatization. The information in this report was obtained through an assessment visit to Estonia by a four-person consulting team fielded by the Deloitte & Touche consortium during the period November 4-15, 1991.

As a result of the visit, the project team determined that the GOE has already developed some of the fundamental policy and planning framework for privatization. Although some policy assistance is required, the GOE's greatest and most immediate needs for technical assistance are at the micro-analysis and implementation level to support the privatization process. This assistance would be directed toward specific targets such as providing a clear legal and regulatory environment for business investment, establishing administrative mechanisms to support privatization of assets, devising privatization strategies for specific industries, and assisting municipalities in developing their privatization functions and procedures.

In Section II of this report, we address each of the study items in our original scope of work, describing the status and the technical assistance needs in that area. Section III contains a proposed work plan and schedule for Phase II of the engagement, including terms of reference, labor allocation, proposed staff, and starting and completion dates. Appendix A is a list of officials interviewed during the Phase I visit to Estonia. Additional lists of relevant legal documents, organizations, and individuals are included in Appendixes B through G.

At the end of Phase II, we will prepare and submit a final report that incorporates the findings from both phases of the project and that includes a recommended follow-on privatization strategy for the Republic of Estonia.

II. Results of Phase I Visit

This section describes the GOE's privatization strategy, the legal, fiscal and institutional environment for privatization, key public sectors institutions in the privatization process, state owned enterprises and candidate sectors for early privatization, key private sector organizations, and privatization methods in Estonia. In each topic area, we first describe the current status, followed by the technical assistance needs.

A. *GOE Privatization Strategy*

1. Current Privatization Strategy

Estonia has had some experience with privatization by virtue of having served as an experimental site for restructuring and privatization efforts by the former Soviet Union over the last fifteen years. During the last two years, the GOE has decided to accelerate the transition from an economy based on central planning and state ownership toward one based on free markets and private property. The government is moving cautiously, however, looking to the experience of its Eastern European neighbors to analyze the forms of privatization that have been adopted and the results of the privatization process. Like other Eastern European countries, Estonia is attempting to induce private competition while at the same time creating the prerequisite legal and fiscal structures and institutions. In particular, the GOE wishes to minimize the hardships to the populace that have occurred in other countries, where economic reforms to promote a market-oriented economy have resulted in bankruptcies, unemployment, and large wealth disparities.

Estonians view small and medium-sized businesses as the key to the private sector, much as was the case during the years between World Wars I and II, when Estonia was first independent. These are the sectors that have been the major focus of privatization activity to date.

Several important constraints have impeded the progress of privatization, particularly of the larger enterprises. Chief among these have been the political issues of citizenship and restitution of confiscated and nationalized property, together with the lack of a national currency. In addition, the lack of basic capital and other resources, outdated technology in some industries, and inadequate or insecure distribution channels have retarded the process of privatization and the growth of the private sector.

The GOE's basic strategy has been to continue with the process of privatizing small businesses, farms and residential property, and to delay the main effort of privatization of larger enterprises until the necessary legal, institutional, financial and monetary structures are in place. In the meantime, the GOE is experimenting with partial privatizations of a few larger enterprises in order to gain direct experience with privatization methods and procedures.

a. Small and Medium Enterprises

Basic laws have been enacted governing the process of privatization of small and medium businesses. Generally, small enterprises have fewer than 100 employees and consist of trade, service and "catering" establishments (restaurants).

Privatization of small enterprises is proceeding in two stages. Under the first stage, auctions have been held using rubles, with bidding limited to specific groups of Estonians (e.g. workers in the enterprise being sold), depending on the property being sold. Approximately 150 small enterprises have been sold at auction in this way, and 100 additional enterprises have been prepared for sale. The second stage will be auctions open to all persons who meet a specified residency requirement, using hard currency, but will also include some free of charge distribution to former owners, use of vouchers, and some credit sales by the state.

For small enterprises, the equipment of the enterprise is typically sold along with the business. Pending resolution of the restitution problem and issuance of a national currency, land and buildings are not being sold, but instead are being leased to the new owner.

The municipalities have been given the responsibility of implementing the privatization process for small enterprises. Proposals are made by the municipal government (including a proposed price), reviewed and passed along by the county (district) government, then confirmed by the Board of State Property. Next the Board values the property and prepares documents, which are then signed by all parties to the transaction.

Of a total of 3000 small enterprises, approximately 2000 will be sold, and the remainder will be held by local governments to serve the needs of the vulnerable population: pensioners, children, disabled persons. These may be privatized later in a second stage and perhaps operated under contract with the state.

Approximately 60% of all Estonian small enterprises are located in Tallinn, including virtually all of the enterprises that have been sold to date.

b. Large Enterprises

Several large enterprises have been selected by the Government for experimental privatization. Approval by the Supreme Council (Parliament) is required for privatization of each large enterprise. The following enterprises have been sold as joint stock companies to their employees:

- . Baltica (ready-to-wear clothing- Tallinn)
- . Voit (lingerie, bathing suits - Tallinn)

Three more are expected to be completed by year-end:

- . Taksi (toll & parking - former taxi operating and maintenance co-operative - Tallinn)
- . Talleks (excavators - Tallinn)
- . A ready to wear clothing factory in Tartu

A list of additional companies is being developed for approval by the Supreme Council.

There is currently a political debate about how to sell the medium and large enterprises. The government wants to sell them at auction, with a small percentage to be distributed through use of vouchers. The major opposition party wants to use a voucher system for all enterprises. Vouchers have been printed and placed in storage, but rules have not yet been developed for their use. The vouchers were issued based on the age of the individual. The average voucher allocation is expected to total approximately 30,000 rubles.

The Government's plan is to sell 3-5 percent of each enterprise at auction, to establish a price for the shares. In the next stage, the GOE would sell 10 percent of the shares to employees of the specific enterprise, and another 10 percent to all Estonian workers interested in buying.

c. Housing

In addition to small enterprises, residential property will be privatized at the district and municipal level. It is anticipated that the voucher system will be used for the first time in selling flats.

d. Agriculture

Privatization of agriculture started in 1988. Four thousand smaller farms, representing approximately 15 percent of agricultural land, have been privatized. The remaining agricultural land is held by more than three hundred large state and collective farms, mostly dairy and beef producers, averaging approximately four thousand hectares each. Each of these large farms employs a wide variety of labor to serve the needs of its workforce as well as produce agricultural output. The GOE recognizes the need to develop a special privatization strategy for large farms that will maintain agricultural employment and the rural support structure, while increasing food production for domestic consumption and export.

e. Role of foreign investment

The GOE has determined that enterprises in sectors of "national interest", such as energy and rail transportation, will not be privatized and will not be open for new private investment. In some sectors, private investment will be allowed, but foreign investment may be restricted to some extent.

The GOE recently failed (narrowly) to win approval by the Supreme Council of a plan to permit up to 20 percent foreign ownership in all joint stock companies (approximately 2000 enterprises). The GOE plans to resubmit a revised plan for approval in the near future.

2. Technical Assistance Needed in Development of Privatization Strategy

The GOE has identified several areas in which technical assistance in development of policy are required. These include:

- development of a privatization strategy for the food production and distribution sector;
- development of privatization and investment promotion strategies for specific large industries.
- development of strategies and support mechanisms for privatization at the municipal level.

B. Legal, Regulatory, Fiscal, and Institutional Environment

1. Current Environment

This section presents a brief overview of the legal, fiscal and institutional context for privatization in Estonia. A list of legal documents relevant to privatization, including tax laws, is presented in Appendix B.

a. Legal and Regulatory Environment

Beginning with the Declaration of Sovereignty in November of 1988, Estonia has set itself an ambitious legislative agenda that includes many enactments intended to promote privatization and transition to a market economy.

Laws and regulations of varying degrees of comprehensiveness have been enacted in such fundamental areas as:

- . property law, leasing and property reform
- . enterprise, joint venture and corporation law
- . banking and foreign currency regulation
- . tax law and professional accountancy
- . foreign investment and related tax concessions.

The Estonian Parliament will soon need to resolve the plan for restitution of property to former owners, the major issue being what proportion of the national assets to return to former owners and their descendants, (rather than selling for needed investment capital or distributing to other potential claimants, such as current and former employees of enterprises). The need to make restitution or give compensation to previous owners for property nationalized or collectivized by the Estonian State since 1940 has been recognized, and a deadline of December 27, 1991 has been set for the filing of claims, although the principles and procedures for the settlement of the restitution claims that are filed have not yet been completed. Also in process is the determination of national citizenship and residency, each of which may have a bearing on eligibility to participate in privatization.

Members of both the executive and the legislative branches of the government recognize that enactments will be desirable in a number of other fields in order to

provide a suitable environment for privatization and transition to a market economy. Some of the more significant areas that have been identified include:

- . commercial law – most likely accomplished through a commercial code -- including provisions for secured lending
- . establishment and regulation of capital markets
- . bankruptcy law and procedures
- . currency reform
- . intellectual property rights
- . competition law.

The laws and regulations that have been promulgated approach privatization at different levels of generality. A number of laws and resolutions have been adopted that address principles of privatization, most notable among them the recent law on the principles of property reform. Similarly, several enactments deal with the principles and preliminary procedures for conversion of state-owned enterprises to more clearly defined forms of ownership.

At a more specific level, a fairly complete law has been enacted relating to the privatization of small enterprises in services, trade and catering. This law, which is limited in scope to enterprises in the named sectors having property of 500,000 rubles or less and not subject to restitution claims, has been the legislative basis for most of the privatization that has been attempted to date in Estonia. The large experimental privatizations have also been carried out on the basis of the procedures set out in this law.

In our interviews, members of the executive and the legislature indicated that progress was urgently necessary in a number of areas where there are as yet no privatization laws, including:

- . privatization of enterprises in other sectors than service, trade and catering;
- . privatization of larger enterprises;

- . the role of foreign investment in privatization (to the extent not addressed in current foreign investment law);
- . identification of enterprises or sectors that should be excluded from the privatization process.

From a regulatory perspective, there appears to be a need for improved information flows in the implementation of privatization laws. For example, the local government officials and enterprise managers with whom we spoke were aware that enterprise valuation is a necessary step, but in some cases were unable to identify the principles and process by which valuation would be carried out or to point to laws or regulations on this subject. To most participants, these principles and procedures appeared to lie solely within the administrative discretion of the relevant government agencies. This need for implementing regulations and procedures in privatization, together with a transparent administrative framework for their application, was frequently identified as an objective of equivalent urgency to the enactment of new privatization legislation.

b. Fiscal Environment

New tax laws were enacted effective January 1, 1991, and the old Soviet tax laws were completely replaced. The new tax system is similar to those of western European countries. The largest tax source is the personal income tax, a progressive tax collected by municipalities through monthly withholding on wages and annual self-assessment on self-employment and other income, and shared with the central government. Other major taxes are collected directly by the central government, and include the company tax, value added (or "turnover") tax, which is shared with municipalities, and excise taxes on alcohol and tobacco products. There is also a social security tax on wages that goes directly into an off-budget state social fund.

Tax rates are generally quite low compared to other Nordic countries and below average for Europe. Government tax revenues are estimated to be 34 percent of GDP, also below average for the region.

<u>TAX</u>	<u>RATES</u>	<u>PERCENT OF CENTRAL GOV'T TAX REVENUES</u>
Personal income tax	16, 24, 33	31
Value added tax	10	26
Corporate income tax	15, 23, 30	24
Excises		19
Social tax (off-budget)	20	

A tax administration department, reporting to the Minister of Finance, is responsible for collection of all central government taxes. The department is organized by tax source at the central government level. At the district level, however, tax administrative functions are combined, using the old Soviet system of one inspector for each group of enterprises, who is responsible for collecting all taxes from those enterprises.

The value added tax is a full, multi-stage VAT on goods and services extending to the retail level, with exemption of very small retailers, and with credits for tax paid at previous levels. Administration of the VAT is being developed on the European model. The Government of Sweden is providing assistance in establishing the administrative structure for the VAT.

The system of taxation of individual income and company profits appears to be based on both the American and European systems. Although some basic rules such as depreciation schedules have been established, a full set of special accounting rules for income taxation have yet to be established. Policy and administrative structure for the taxation of investment income are still under development, especially in the area of capital flows and financial transactions.

c. Institutional Environment

Policy is developed by the executive and legislative branches of government. The institutions for privatization are at a developing stage; individuals currently play the most important roles in determining the privatization policies in Estonia. Close personal relationships have led to a generally smooth working relationship between the executive and legislative branches. While the legislative and executive branches agree on the idea of privatization, there is opposition in the Parliament to some of the privatization policies of the executive branch. Parliament and the Government have varying opinions on how privatization should be regulated and implemented.

Legislative drafting is an interactive process between the executive and legislative branches. The process of privatization policy-making begins with the executive branch, which drafts laws and sends them to Parliament. A Parliamentary Commission consisting of Parliamentary members, government representatives, and independent persons reviews the draft law and reworks it with the aim of building consensus in the Parliament. There are consultations with the executive branch as to amendments or changes in the law. The revised draft is submitted to Parliament for a vote.

Implementation of privatization occurs at both the national level and the municipal level. At the national level there are several government ministries which have roles in the privatization process. Each of these key public sector privatization institutions is described below in Section II.C.

At the municipal level there is a cumbersome approval procedure for companies to be privatized, even small firms. Town and district councils propose specific enterprises to be privatized. The Department of State Property (also known as the State Property Board) reviews the list of enterprises, often with input from government ministries. Final approval for the sale of state enterprises is made by the State Property Council, which consists of two representatives from Parliament, the Vice-Chairman of Tallinn Town Council, the Director of the Institute of Economic Development, the Vice Minister of Economics, a representative of the Estonian National Bank, and the Director of the State Property Board.

The municipalities are ill-prepared to carry out the implementation of privatization plans. There has been little guidance or instruction from the central government on establishing uniform procedures for implementing privatization. The GOE has not implemented regulations on the role of the municipalities other than stating that a thrust of privatization in 1992 will be decentralization (that is, that part of the privatization will be implemented by municipalities).

The City of Tallinn has been the most active municipality in privatization to date. It has hired ten trade counselors to assist small enterprises in the process of privatization. The other municipalities and districts are just beginning to establish institutional structures and procedure for privatization.

Although the legal issues in property restitution have been a major obstacle to the privatization process, the mechanics of property registration are not anticipated to be a major constraint. Each district has a complete manual property register. The Tallinn district is in the process of computerizing its property records.

2. Technical Assistance Needed in Development of Legislation and Regulations

Representatives of several government agencies and parliamentary bodies emphasized the need for technical assistance in the drafting and implementation of further legislation, regulations and procedures relating to the privatization process, particularly in the following areas:

- . medium and large enterprises
- . enterprises in strategic or sensitive sectors
- . municipal government level.

Additional legal technical assistance requirements were articulated in areas that are prerequisite to or concomitant with the privatization process, such as development of:

- . legal structures and techniques for credit and other financial resources for privatizing entities;
- . legal and regulatory structures for capital markets in securities of privatized entities, potentially including markets or mutual funds for the contemplated National Investment Debentures and other privatization- and restitution-related securities;
- . administrative law and procedure;
- . a commercial code, insolvency laws and procedures, competition and intellectual property laws, and other areas related to the transition to a market economy.

Governmental and parliamentary entities suggesting that they appropriately could receive such assistance included:

- . Department of State Property
- . Ministry of Economics
- . Ministry of Industry and Energy
- . Department for Foreign Economic Relations

. Parliamentary Commission on Budget and Economics

It was also suggested that the Ministry of Justice would likely assume a greater role in the drafting of commercial legislation, including privatization.

Similar technical assistance needs were expressed at the county and municipal government levels, especially in view of the stated objective of decentralization of privatization.

C. Public Sector Institutions in the Privatization Process

1. Current Roles of Key Institutions and Individuals

The Government of Estonia (executive branch) has taken the leading role in the privatization process. The executive branch consists of a Council of Ministers headed by the prime minister, elected by the Parliament. A privatization council within the government has been responsible for formulating the high-level privatization policy. Its members include the following key players, as well as other institutional representatives:

- . E. Saavisar, Prime Minister
- . M. Pilv, Director-General of Department of Foreign Economic Relations
- . J. Leimann, Minister of Economics
- . E. Terk, Deputy Minister of Economics

The main government body responsible for implementing privatization is the Ministry of Economics. This ministry has been responsible for initiating the policy formulation process for specific issues, which are then considered in the privatization council.

In October 1990, the Department of State Property, an independent executive agency, was established to oversee the privatization process. The two major responsibilities of the Department of State Property are property restitution and implementation of privatization. The Department of State Property is preparing a list of people who are eligible for property restitution which will be submitted by March 1, 1992 to the Parliament for approval. A legal deadline of December 27, 1991 has been enacted for the previous owners of property to file claims for restitution. In addition to general oversight of the privatization process, the role of the Department of State Property in privatization is to review and obtain approval for enterprises to be

privatized and supervise their valuation.

Another significant player in the privatization process is the Department of Foreign Economic Relations (established in March 1990), which tracks and promotes foreign investment.

The Ministry of Industry and Energy, also a key institutional player in privatization, was formed in early 1991 to develop general industrial policy. It has two branches (industry and energy) and a total of 40 employees. Its role in privatization is to assist industries in:

- . changing their form of ownership to state stock companies, including preparation of documentation;
- . converting production of former defense plants to production for domestic needs;
- . providing representatives to assist in valuation of enterprises to be privatized.

All other government ministries are involved to some extent in the privatization process, although most are involved in only a peripheral manner. Specific ministries assist in the privatization of industrial sectors and enterprises for which they have line responsibility. Their primary activity related to privatization is in the development of lists of enterprises to be privatized.

Unlike in other countries, the Finance Ministry has taken only a limited role in the privatization process, specifically in creating a two-tiered banking system, including privatizing the commercial banking system.

A list of government institutions and high officials is presented in Appendix C.

2. Institutional Technical Assistance Needs

Technical assistance to government institutions in privatization is required at both the national and local levels. At the national level, in addition to assistance in drafting laws and regulations and designing budget and taxation systems (discussed above in Section II.B), several important needs exist:

- . in the implementation of the privatization process, the State Property Board has a need for legal and financial specialists to develop legislation and regulations, property valuation methods and systems, a credit system for sale of shares, the voucher system, and a communication strategy for advertising investment opportunities, as well as to assist in selecting consultants and brokers for specific sales;
- . in the Ministry of Industry and Energy, and in line ministries, assistance is required in training personnel to provide assistance to medium and large firms undergoing privatization; specifically, managers need training in Western technology, marketing, and preparation of documentation for bank finance; assistance is also required in converting military plants to civilian production, especially in the electronic and electrical industries;
- . the Ministry of Foreign Economic Relations needs technical assistance in developing strategies for attracting foreign investment and opening foreign markets to Estonian products; also advice on how much foreign investment to permit, and in what industries (based on practices in other countries);
- . Parliamentary committees and commissions need help in preparing budgets and analyzing fiscal proposals.

The Ministry of Finance has identified a number of areas in which technical assistance will be required. These include consultation in the following areas:

- . advice with respect to division of budget responsibility between national and local budgets, and the private sector;
- . tax policy assistance in taxation of personal income, direct investment, stock transactions, bank deposits; development of tax laws; development of a strategy for minimizing tax evasion; expansion of the Estonian-U.S. tax treaty;
- . development of an income tax administration system (individual and company) based on self-assessment principles;
- . computerization of tax collection, including identification of hardware and software needs, development of tax processing systems, and training of programmers;

- . computerization of the Estonian budget system.

At the district and municipal levels, governmental institutions require assistance in the following areas:

- . training of counselors to provide assistance to small retail enterprises;
- . drafting of business regulations, model rental contracts, procurement procedures;
- . establishing the economic planning function at the district and municipal levels, including training of staff and designing means of inclusion of public participation;
- . establishing local tax collection and administration functions, including training of staff;
- . developing the public relations function for attracting foreign investors;
- . establishing municipal level banking functions, including training of staff;
- . training staff in techniques for screening of foreign businessmen who submit proposals.

D. State Owned Enterprises and Candidate Sectors and Enterprises for Privatization

1. Existing SOEs

There are approximately 300 large, state-owned industrial enterprises in Estonia, employing more than 200,000 persons. There are also approximately 2000 cooperatives, employing approximately 40,000 persons.

The most important industries in terms of production and employment are (in approximate order) machinery and engineering; textiles, clothing and leather; food products; forestry; chemical products; building materials; and energy. The GOE intends to privatize at least a portion of all of these industries, with the exception of energy.

A partial list of industrial enterprises, excerpted from the Baltic States Reference Book, is presented in Appendix D.

2. Candidate Sectors and Enterprises for Early Privatization

A list of approximately 30 candidate medium and large enterprises for early privatization has been developed by the Ministry of Economics and the Department of State Property and submitted to the Parliament.

The Ministry of Economics has also prepared a list of 26 enterprises to be sold for hard currency and open to bidding by foreign investors. The Supreme Council is expected to approve a final list of firms within several weeks.

Pending Parliamentary approval decisions, these lists are considered confidential by the Government and were not made available to our project team.

E. Key Private Sector Organizations

1. Overview of the Private Sector

a. Privately Owned Enterprises

Industries that are privately owned fall into two categories, small businesses which have been recently privatized and foreign joint ventures. The small businesses which have been and are proposed to be privatized are almost exclusively in the sectors of trade and services, primarily including retail shops, beauty salons, and restaurants. There are virtually no privately-owned manufacturing firms.

Estonia has approximately 20,000 registered small businesses, most of which were established during the last year (although how many are currently operating is unclear). These companies produce 10% of the national product. To date, around 150 small businesses have been fully privatized (that is, the company is owned by private interests which have purchased the equipment; building and land are rented from the municipality or state authorities). Most of the small businesses are entering into a special category of privatization wherein a shell company is formed by private interests, which rent the assets from state authorities.

The major constraints faced by small businesses are lack of raw materials, insufficient credit, the slow pace of the privatization process as the municipalities lack authority and regulations for implementation, little knowledge on how to operate a business in a market economy, lack of information and contacts, and lack of premises in which to operate.

There are about 1,100 foreign joint ventures and 200 representatives of foreign companies. The largest foreign investors (by number and amount of investment) are Sweden, Finland, the United States and Germany. The United States has 45 joint ventures. A count of enterprises established with foreign participation in Estonia, by country of foreign investor, is presented in Appendix E.

The Ministry of Economics oversees small business. It is responsible for preparing norms and legal acts for small business, as well as supervising and regulating small businesses.

b. Business Associations

Estonia has several private sector organizations. A list of private sector business support organizations is presented in Appendix F.

The two main organizations are the Chamber of Commerce and Industry and the Small Business Association. The Chamber of Commerce and Industry (CCI) was established in 1925. The annexation of Estonia by the Soviet Union interrupted the CCI's activities for nearly fifty years.

In 1989 greater economic freedom prompted the restoration of an independent Estonian CCI. The revitalization of the CCI was prompted by the new economic situation - the emergence of new private companies and the beginning of denationalization. Regional CCI offices have begun to be established; for example, an office was organized in Tartu on May 22, 1991.

The Small Business Association (EVA) was established in 1988 and has a broad range of activities including a commercial bank, an insurance company, training programs, information, and advocacy. It is the strongest entrepreneurial association in Estonia.

Several other organizations are at the fledgling stage, including the Association of Private Small Enterprises and the Association of International Entrepreneurs.

c. Banking/financial system

Estonia is in the process of taking full control over its monetary and banking systems from the Soviet Union. The banking system is not completely two-tiered as the National Bank of Estonia (Central Bank) is also a commercial bank.

Estonia has approximately 20 commercial banks with the ability to engage in loans, deposits and trade financing. Only three commercial banks in addition to the National Bank of Estonia can engage in foreign exchange transactions. All of the commercial banks are majority-owned by the government or by state-owned enterprises. To date, commercial banks have had a minor role in financing the privatization process. A list of commercial banks is presented in Appendix G

The National Bank of Estonia has little control over spiralling inflation, which is determined by exogenous events in the former Soviet Union, because Estonia currently uses the ruble as its currency. Given nationalist aspirations and the collapse of the ruble, Estonia plans to introduce its own currency so that it can control inflation and proceed with the sale of state assets. The question is how and when to introduce a new currency while guaranteeing convertibility and stability as well as safeguarding trade links with former Soviet republics.

d. Professional services sector

Legal, accounting, management consultancy and other service institutions are not able to participate in or advance privatization, because of a lack of knowledge and experience in the operation of a market economy. There are currently several small accounting firms, which mostly are performing bookkeeping functions and auditing state enterprises. There is generally no experience with international accounting as a financial control tool, tax preparation assistance, or valuation. Estonians lawyers also lack commercial training and international experience critical for participation in the privatization process.

2. Private Sector Technical Assistance Needs

In order to create a favorable environment for a viable private sector, the GOE should take the following general actions:

- . enact further legislation that governs and supports the establishment of a market economy;
- . eliminate unnecessary business license requirements and other restrictions, except where they can be justified as fulfilling a specific need or function in a market economy (i.e. make it easy for the private sector to be established and operate);
- . develop a modern banking system (efficient central bank, two-tier banking system, supervised private commercial banking system).

In support of these objectives, assistance could be furnished to the GOE as described in previous sections. In addition, medium to large enterprises need direct assistance in a number of areas including:

- . accessing foreign markets;
- . management training (how to set up and operate a business, including financial management, marketing, exporting, transportation and logistics for products);
- . training for support of private sector professionals, such as lawyers, accountants;
- . foreign and domestic contacts for raw materials and markets;
- . foreign languages;
- . international laws.

F. Appropriate Privatization Methods

1. Current Methods

To date, for reasons explained above, only a few medium and large enterprises have been privatized, and generally only partially. In the majority of cases, a joint stock corporation has been formed by employees for the purpose of carrying on business. Land, buildings, equipment, and goodwill are typically leased to this company by the State under a time-limited agreement varying from one to 10 years. Approximately 50 large enterprises have been rented in this fashion.

These are acknowledged partial measures, and the favored methods for full privatization have not yet been decided.

2. Technical Assistance Needed in Developing Appropriate Privatization Methods

The GOE needs assistance in developing privatization methods consistent with the national objectives for privatization of each sector or industry. Once general parameters have been set in the political process for important aspects such as free distribution of assets, use of vouchers, and limits on foreign investment, administrative decisions will need to be taken as to how to implement privatization to maximize achievement of the legislated objectives.

III. Proposed Tasks for Phase II

We propose to conduct the following six tasks during Phase II of the project. All of the proposed services were identified as needed by officials interviewed during the Phase I visit, either in the form described, or as separate items, which we then combined into integrated tasks.

We are also proposing to conduct a two-day in-country conference on March 19 and 20, to report the results of our analyses and explore future directions for privatization and commercialization in Estonia.

1. Foreign Investment Restrictions

Sponsor: Department of Foreign Economic Relations

Starting Date: December 16, 1991

Completion Date: December 31, 1991

The Parliament will soon designate industries considered vital to national security to be owned and operated by the state, or privately owned but restricted to limited foreign investment. To assist in this designation, the contractor will survey the foreign investment restrictions of other countries, particularly countries that have achieved substantial economic progress in recent years, to determine how Estonia can be open for investment while maintaining control over vital resources and critical industries.

Deliverable(s): Report

Labor Allocation (Days): Financial Planner - 10
Economist - 10

Proposed Staff: Richard Wolfe*
James Folino

2. Food Sector Privatization Analysis

Sponsor: Ministry of Agriculture

Starting Date: December 16, 1991

Completion Date: March 20, 1992

The Estonian government wishes to privatize the approximately 300 very large state and collective farms, mostly dairy and beef producing, in order to satisfy local needs, and maximize exports in exchange for hard currency and raw materials. A fully privatized food production sector will require a network of modern, efficient, profit-seeking food processing and distribution enterprises, covering the entire value added chain from production to retail sales.

The contractor will analyze current Estonian food processing, storage, distribution, retail sales, and export promotion enterprises infrastructure, applying the dairy industry as a model and prototype. The contractor will recommend modernized food industry strategies, emphasizing commercialization, marketing, and export promotion strategies; and deliver specific recommendations for implementation of export-oriented dairy industry privatization, modernization and commercialization.

Deliverable(s): Report, to include:

- . a survey of the existing dairy industry, including processing and distribution;
- . analysis of specialty product diversification possibilities;
- . design of a business management, operations, and export promotion training and technical assistance program;
- . recommended structures appropriate to privatization.

Labor Allocation (Days): Financial Planner - 20
Economists - 30

Proposed Staff: Michael Claudon*
Ivar Raig
Donald Humpal

3. Design of Voucher and Credit Systems

Sponsor: Department of State Property

Starting Date: January 6, 1992

Completion Date: March 6, 1992

As the GOE privatizes economic activity, it will have to address the issue of equitable distribution of existing state assets. Due to the lack of financial resources among Estonians, the GOE has determined that a voucher system and a system of credit sales are needed to accomplish the purchase of divested enterprises in a manageable and fair process, providing broad, even access to ownership for the entire population. A credit system has the additional advantage of raising capital, over the long term, for the state.

This task has two components, design of a voucher system, and design of a credit system for distribution of assets. The two task components will be conducted in parallel to capture efficiencies in the interviewing process and design of supporting legal and administrative elements. In both cases, the objective of the task is to accomplish the preliminary design of the system, surface and begin to address all important design issues, and lay out an action plan for completion of the system, including requirements analyses for development of legal and administrative structures, tax treatment, computer tracking systems, and financial support mechanisms. Experience gained from systems designed for Hungary, Poland, and the Czech and Slovak Federal Republic will be applied to the extent applicable to the Estonian situation.

a. Voucher System

Vouchers have been issued to all adults in Estonia and are currently being centrally stored until the political decisions have been made as to what assets will be purchased with vouchers. The voucher system must be carefully designed and administered to maintain the credibility and momentum of the privatization process and to ensure widespread participation.

The contractor will examine and describe the key issues in voucher system design, including what assets they can be used to purchase, procedures for determining the market prices of shares in state assets, use and exchange of vouchers (e.g. will they be traded?), method of distribution, legal and regulatory environment, and means of informing the public. The contractor will prepare a

report that describes each of the major issues and assesses the feasibility of the system, outlines the legal, financial, and administrative structures that will be required to support the system, and presents an action plan for completing development of the system.

b. Credit System

Crucial elements in the equitable distribution of assets will be the mechanism and institution(s) utilized to issue and provide access to credit. To assist in the establishment of an appropriate credit sales process, the contractor will recommend the design of credit paper, issued to a purchaser and held by the GOE, a financial institution, or a to-be-established intermediary; guidelines for its usage; issuance and credit terms; and repayment mechanisms. The contractor will prepare a report that describes each of the major issues and assesses the feasibility of the system, outlines the legal, financial, and administrative structures that will be required to support the system, and presents an action plan for completing development of the system.

Deliverable(s): Voucher system report and action plan
Credit system report and action plan

Labor Allocation (Days): Financial Planner - 30
Legal Specialist - 28
Economist - 10
Capital Markets Specialist - 19

Proposed Staff: Richard Wolfe* (manager of voucher system)
Christopher Ryder* (manager of credit system)
Gail Buyske
Ann Nisenson

4. Privatization Analysis for a State-Owned Industry

Sponsors: Ministry of Economics/Department of Foreign
Economic Relations

Starting Date: January 6, 1992

Completion Date:: March 20, 1992

The contractor will survey existing state-owned enterprises in one industry (e.g. electrical and electronic) that will be privatized and commercialized at the state level. The industry to be analyzed will be identified by the GOE. For each enterprise studied, the contractor will analyze comparative advantage, financial position, operations, and marketing prospects, with a particular focus on export opportunities. The contractor will recommend a privatization strategy for the industry, including identification of specific needs to prepare for privatization and proposal of workable solutions. The analysis will include a method for valuation of assets, a legal/commercial restructuring proposal, an export and investment promotion strategy, and an action plan for completing privatization of the industry, including governmental legislative, fiscal, and administrative actions required to support the conversion of state assets and operation of the new legal entities. The contractor will identify potential joint venture projects and partners; prepare a model, European-style, private offering prospectus describing the financial condition, products, operations, and prospects of the enterprises, to be provided to investors as an aid in investment promotion and negotiations; and design a strategy for promoting joint ventures in this industry.

Deliverable(s):	Report and action plan Prospectus
Labor Allocation (Days):	Financial Planners - 40 Legal Specialist - 19 Economist - 15 Capital Markets Specialist - 18
Proposed Staff:	John Brown* Richard Wolfe Christopher Ryder Jenik Radon Kenneth Angell

5. Privatization Analysis for a Municipal - Owned Industry

Sponsors:	Ministry of Economics/Department of Foreign Economic Relations
Starting Date:	February 10, 1992
Completion Date:	March 20, 1992

Deliverable(s): Report

Labor Allocation (Days): Financial Planner - 20

Proposed Staff: Emil Sunley*

Project Management

To include planning and coordination of country visits, preparation of final report, and planning and administration of a two-day in-country conference on the results of the project privatization activities and future directions for privatization in Estonia.

Labor Allocation (Days): Financial Planner - 19
 Legal Specialist - 2
 Economist - 4
 Capital Markets Specialist - 1

Summary of Project Labor Allocation:

	<u>Phase I</u>	<u>Phase II</u>		<u>Total</u>
		<u>Tasks</u>	<u>Management</u>	
Financial Planners	14	150	19	183
Legal Specialists	24	57	2	83
Economists		80	4	84
Capital Markets Specialists	<u>12</u>	<u>37</u>	<u>1</u>	<u>50</u>
TOTAL	50	324	26	400

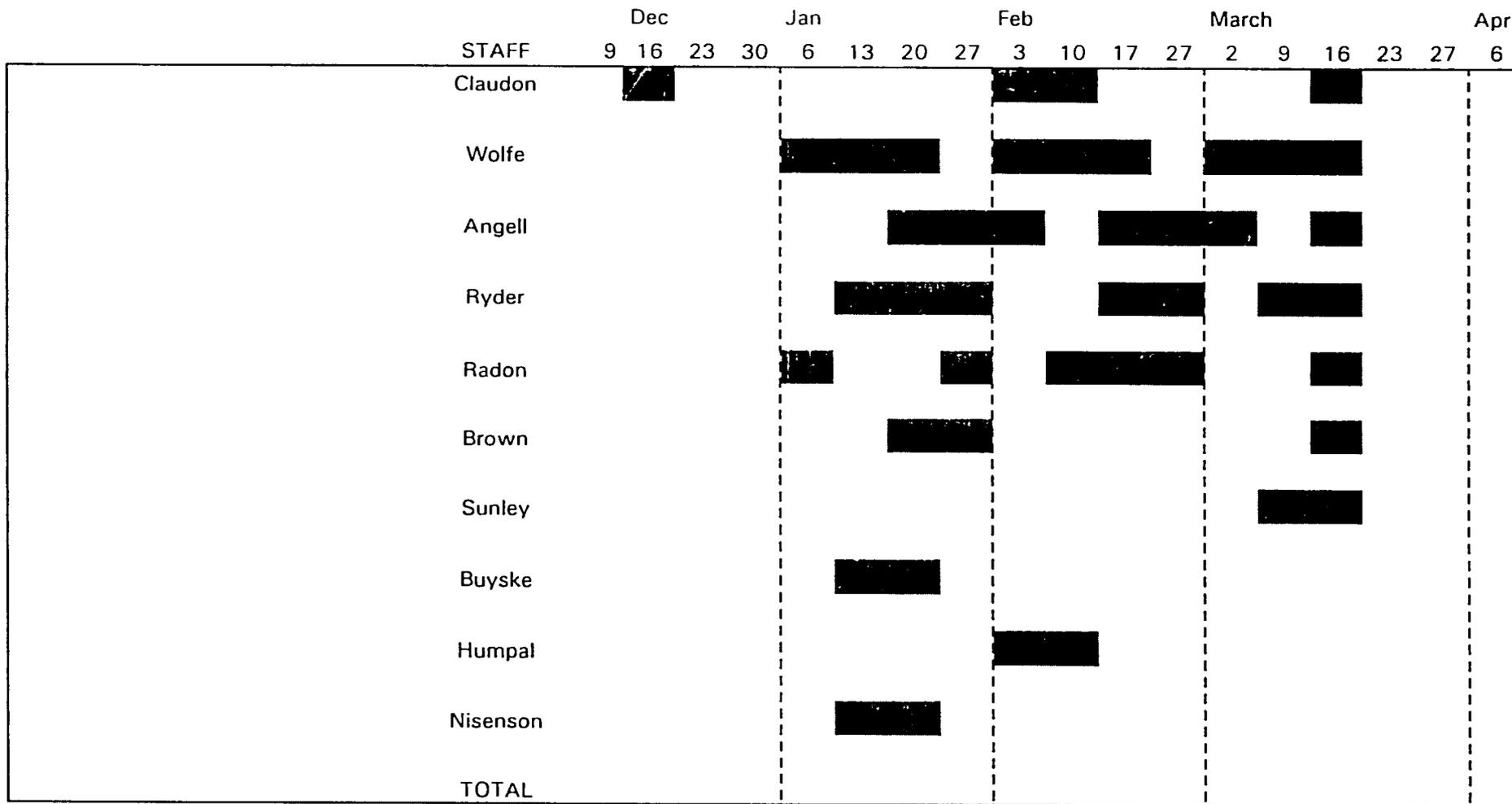
* Task Manager

Estonia Phase II Work Plan and Staff Phasing

TASK	STAFF	DAYS	Dec			Jan				Feb			March				Apr		
			16	23	30	6	13	20	27	3	10	17	27	2	9	16	23	27	6
I. Foreign Investment Restrictions	Wolfe	10	Research																
	Folino	10	Report																
II. Food Sector Analysis	Claudon	20	Planning and Research																
	Raig	10																	
	Humpal	20	Reports																
III. Voucher/Credit Systems	Wolfe	30	Planning																
	Nisenson	10																	
	Ryder	28	Reports																
	Buyske	19																	
IV. State Industry Privatization	Brown	20	Planning																
	Ryder	19																	
	Angell	18																	
	Wolfe	20																	
	Radon	15																	
V. Municipal Industry Privatization	Angell	20	Planning																
	Ryder	10																	
	Radon	15	Reports																
	Wolfe	10																	
VI. Taxation of Investment Income	Sunley	20															Report		
MANAGEMENT/REPORTING	D&T	21	Planning and Coordination of Country Visits and Conference												C	Final Report			
	Subs	5																	
TOTAL		350																	

KEY: Work in Estonia C - Privatization Conference in Estonia
 Work in U.S.

Phase II Project Team Visits to Estonia



Appendix A

Organizations and Individuals Interviewed

Organizations and Individuals Interviewed

National Government

Ministry of Economics

Erik Terk, Deputy Minister

Liina Tonisson, Head of Department of Entrepreneurship

Department of Foreign Economic Relations

Mehis Pilv, Director General

Department of State Property

Ardo Kamratov, Director General

Ministry of Finance

Enn Roose, Deputy Minister

Ministry of Foreign Affairs

Lennart Meri, Minister

Veiko Jurisson, Desk Officer for U.S. and Canada

Ministry of Industry and Energy

Alan Sepp, Department of Foreign Economic Relations

Supreme Council

Kalju Koha, Member

Uku Hanni, Rural Centre Party

Municipal Governments

Tallinn City Council

Ulo Mallene, Trade Counselor

Ida - Viru District Government

Ain Kiviorg, Governor

Mart Marits, Chairman, District Council

Jaak Karin, Chief of Secretariat

Kohtla - Jarve

Valeri Nikolaevich Korb, Mayor

Narva

Vladimir P. Mizui, Mayor

Dmitri Chopchits, Director of Roads and President of Narva Business Council

Vitali I. Sergeyev, Head of Foreign Relations Department

Industry

BaltiManufaktuur (textiles)

Yagu Kurg, Director

Elli Tiits, Chief Economist

Baltiets Amalgamation (machinery and engineering)

Valery I. Chetvergov, General Manager

Yevgeny A. Volkov, Chief Engineer

Alexander K. Timofeyev, Chief Product Engineer

Krenholmi Manufaktuur (textiles)

Oleg Klushin, General Director

Ants Usk, Chief Engineer

20

Narova (furniture)

Valery Myachin, General Manager

Anna Pastuchova, Production Manager

Viktor Kirillov, Marketing Service

Hansapank (commercial bank)

Heldur Meerits, Deputy Chairman of the Board

Asker (land records service)

Enn Pung, Director

Institutions

Association of Estonian Food Industry

Aksel Treimann, Chairman

Estonian Small Business Association (EVA)

Marina Kaas, Director for International Programs

Estonian - American Chamber of Commerce

Peeter Pahkla, Executive Director

Estonian Chamber of Commerce

Peeter Tammoja, President

Estonian Institute of Economic Development

Ants Kulo, Director

Jaan Tepandi, Leading Scientist

Tartu University

Tomas Haldma, Lecturer in Accounting, Faculty of Economics

Appendix B

Legal Documents Relevant to Privatization and the Transition to a Free Market Economy

DRAFT

USAID Estonia Privatization Team

APPENDIX B

**LEGAL DOCUMENTS RELEVANT TO
PRIVATIZATION
AND
THE TRANSITION TO A FREE MARKET ECONOMY**

*Milbank, Tweed,
Hadley & McCloy*

USAID Estonia Privatization Team

Legal Documents (by date)

Legal Document*	Adoption	B	L	Trns
• 1 Law on the Fundamentals of Local Self-Government	·11/13/89	·S		
• 2 Law on Enterprises	·11/17/89	·S	·E	·IED
• 3 Budget Law	·11/17/89	·S	·E	·IED
• 4 Statute on Joint-Stock Companies	·11/23/89	·G	·E	·IED
• 5 Price Law	·12/06/89	·S	·E	·IED
• 6 Law on Peasant Farming	·12/06/89	·S	·E	·IED
• 7 Statute on Popular Enterprise	·12/11/89	·G	·R	
• 8 Law on the Foundation of the Estonian Bank	·12/22/89	·S		
• 9 Bank Law	·12/28/89	·S		
• 10 Taxation Law	·12/28/89	·S	·E	·IED
• 11 Decree on Preparation for Transfer of Property of State Enterprises, Institutions and Organizations to Municipal Ownership	·12/29/89	·G		
• 12 Decree on Conditions of Employees' Pay in Budgetary Institutions and Organizations	·01/12/90	·G		
• 13 Decree on the State Regulation of the Economy	·01/12/90	·G		
• 14 Law on State Registers	·01/26/90	·S	·R	
• 15 Law on Regulating Export and Import of Goods	·01/26/90	·S	·E R	·IED
• 16 Decree on Investment Tax	·02/16/90	·G	·R	
• 17 Decision Confirming the Statute on the Estonian Bank	·03/15/90	·S		
• 18 Law on Statistics	·03/23/90	·S		
• 19 Decree on Preparation of the Reform of Ownership and Land	·03/25/90	·S		
• 20 Decree on the Order of Registration of Joint Ventures	·04/28/90	·G	·R	
• 21 Decree on Licensing of Occupations of Enterprises	·05/08/90	·G	·R	
• 22 Order Regulating Prices and Tariffs	·05/28/90	·G	·R	
• 23 Law on State Control	·06/06/90	·S	·E	·IED
• 24 Property Law	·06/13/90	·S	·E	·MFA IED
• 25 Statute on Economic Co-operatives	·06/13/90	·G	·R	

USAID Estonia Privatization Team

Legal Documents (by date)

Legal Document*	Adoption	B	L	Trns
• 26 Decree on the Foundation of the Estonian State Register of Enterprises, Institutions and Organizations	·06/25/90	·G		
• 27 Immigration Law	·06/26/90	·S	·R	
• 28 Order Establishing the Foreign Currency Fund	·07/02/90	·G		
• 29 Statute on Municipal Enterprises	·07/05/90	·G	·R	
• 30 Statute on State Enterprises	·07/05/90	·G		
• 31 Law on Excise Tax	·07/09/90	·S		
• 32 Decree on the Creation of a Self-Governing Primary Education System	·07/17/90	·G		
• 33 Decree on the Decentralization of Entrepreneurship	·07/17/90	·G		
• 34 Statute on Accountancy	·07/31/90	·G		
• 35 Statute on Forming the Committee for Drafting Laws	·09/03/90	·G	·R	
• 36 Law on Social Security Tax	·09/12/90	·S	·E	·IED
• 37 Law on Operating License Tax	·09/25/90	·S	·R	
• 38 Law on State Duty	·09/25/90	·S	·R	
• 39 Law on Leasing	·09/26/90	·S	·E	·IED
• 40 Law on Personal Income Tax	·10/11/90	·S	·E	·IED
• 41 Law on the Economic Border	·10/22/90	·S	·E	·IED
• 42 Order on Taxation of Enterprise Income	·11/23/90	·G	·E	·IED
• 43 Order on Turnover Tax	·11/29/90	·G	·E	·IED
• 44 Law on Privatization of State Enterprises of Consumer Service, Trade and Public Catering	·12/13/90	·S	·E R	·DSP
• 45 Decree on the Restoration of Continuity of Ownership Rights	·12/19/90	·S	·E R	·DSP
• 46 Decree on Establishing and Applying the Law on Privatization of State Enterprises of Consumer Service, Trade and Public Catering	·12/19/90	·S	·E R	·DSP
• 47 Decree on Land Reform	·12/20/90	·S	·R	
• 48 Decree on the Transition of State Enterprises to New Organizational Forms	·12/29/90	·G	·R	
• 49 Statute on the Administration Council of State Enterprises	·12/29/90	·G	·R	

Legal Document*	Adoption	B	L	Trns
• 50 Temporary Instruction on the Establishment of State Joint-Stock Companies	·12/29/90	·G	·R	
• 51 Temporary Statute on the Administration of State Joint-Stock Companies of the First Type	·12/29/90	·G	·R	
• 52 Temporary Statute on the Administration of State Joint-Stock Companies of the Second Type	·12/29/90	·G	·R	
• 53 Decree on the Temporary Freezing of Retail Prices and Tariffs on Services	·01/14/91	·G	·R	
• 54 Communication Law	·01/16/91	·S	·R	
• 55 Decree on Compensation for the Rise of Prices of Foodstuffs for Inhabitants in the First Quarter of 1991	·01/20/91	·G		
• 56 Decree on Leasing Relations	·01/21/91	·G	·R	
• 57 Statute on Leased Enterprises	·01/21/91	·G	·R	
• 58 Statute on Leasing Contracts	·01/21/91	·G	·R	
• 59 Decree on Advantages for Foreign Trade Operations of Enterprises Situated in the Territory of Narva	·02/18/91	·G		
• 60 Decree on the Preparation of Property and Land Reform	·03/25/91	·G	·R	
• 61 Decree on the Temporary Order Regulating Prices and Tariffs	·03/27/91	·G	·R	
• 62 Law on Changes to the Taxation Law	·03/28/91	·S	·E	·IED
• 63 Decree on Organizational Guarantees in the Realization of Ownership and Land Reform	·05/07/91	·G		
• 64 Decree on the Privatization of Soviet-controlled State Enterprises, Institutions and Organizations	·05/07/91	·G		
• 65 Decree on the Development of Statistics	·05/15/91	·G		
• 66 Decree on the Transfer of Small State Enterprises	·06/07/91	·G		
• 67 Law on Health Security	·06/12/91	·S		
• 68 Law on the Fundamentals of Property Reform	·06/13/91	·S	·E	·MFA
• 69 Decree on the Implementation of the Law on the Fundamentals of Property Reform	·06/20/91		·E	·MFA
			R	

* See legend on page 5

USAID Estonia Privatization Team

Legal Documents (by date)

Legal Document*	Adoption	B	L	Trns
• 70 Law on Tax Concessions to Enterprises with Foreign Capital	·09/10/91	·S	·E	·IED SC
• 71 Law on Foreign Investment	·09/11/91	·S	·E	·IED SC DSP
• 72 Decision Implementing the Law on Foreign Investment and the Law on Tax Concessions to Enterprises with Foreign Capital	·09/11/91	·S	·E	·IED
• 73 Law on Land Reform	·10/17/91	·S	·R	
• 74 Decree on the Implementation of the Law on Land Reform	·10/17/91		·R	
• 75 Decree on the Liberalization of Foreign Economic Affairs	·10/31/91	·G		
• 76 Order on the Transfer from Local Control of Enterprises, Associations, Organizations and Institutions	·11/13/91	·G		
• 77 Conception of the Government of Estonia on the General Principles of Privatization [this statement of policy does not have force of law]		·G	·E	·DSP

* See legend on page 5

LEGEND

- Adoption:** Date of enactment, promulgation or issuance of law, statute, decree, order or instruction¹
- B:** Branch of Government that enacted, promulgated or issued the legal document
- S:** Supreme Council
- G:** Government
- L:** Language of translations collected to date
- E:** English
- R:** Russian
- Trns:** Translator of English translations collected²
- DSP:** Department of State Property
- IED:** Institute of Economic Development
- MFA:** Ministry of Foreign Affairs
- SC:** Supreme Council (or committee or member of same)

¹ This date is not necessarily the date of entry into force of the relevant instrument.

² Attribution of some translations is uncertain. All Russian translations are official.

Appendix C

Government Institutions and Officials

GOVERNMENT OF ESTONIA

Edgar Savisaar, Chairman

Rein Koov, Aid

Vilja Laanaru, Aid

MINISTERS

Artur Kuznetsov, Minister

STATE CHANCELLERY

Raivo Vare, Minister of the State Chancellery

MINISTRY OF CONSTRUCTION

Gennadi Golubkov, Minister

Urmo Kala, Deputy Minister

Aadu Kana, Assistant Minister

Vladimir Vaingort, Assistant Minister

NATIONAL BOARD OF HOUSING
AND MUNICIPAL SERVICES

Toivo Lippmaa, Director General

MINISTRY OF EDUCATION

Rein Loik, Minister

Mati Kask, Assistant Minister

Kalju Luts, Assistant Minister

Urve Nou, Assistant Minister

MINISTRY OF ENVIRONMENT

Tonis Kaasik, Minister

Eva Kraav, Assistant Minister

NATIONAL FISHERY BOARD

Olav Traks, Director General

NATIONAL FOREST BOARD

Enn Tasso, Director General

MINISTRY OF CULTURE

Lepo Sumera, Minister

Voldemar Promet, Assistant Minister

NATIONAL STANDARDS BOARD

Arno Univer, Director General

BOARD OF STATE PROPERTY

Ardo Kamratov, Director General

NATIONAL STATISTICS BOARD

Rein Veetousme, Director General

MINISTRY OF SUPPLY

Aleksander Sikkal, Minister

Kalle Leet, Deputy Minister

Rein Kanter, Assistant Minister

Juri Rapoport, Assistant Minister

Olo Sarv, Assistant Minister

NATIONAL LAND BOARD

Raivo Vallner, Director General

NATIONAL INSPECTORATE OF AGRICULTURAL MACHINERY

Endle Piirsoo, Director

MINISTRY OF FINANCES

Rein Miller, Minister

Enn Roose, Deputy Minister

Antti Vinnal, Assistant Minister

NATIONAL TAXATION BOARD

Villar Aron, Director General

NATIONAL BOARD OF PRE-TRAIL INVESTIGATION

Endel Mauer, Director General

NATIONAL BOARD OF FIRE BRIGADES

Ants Muna, Director General

NATIONAL DETENTIONS BOARD

Valeri Kravets, Director General

NATIONAL RESCUE BOARD

Harry Hein, Director General

NATIONAL ROAD ADMINISTRATION

Juri Riimaa, Director General

NATIONAL MARITIME BOARD

Nathan Tonnisson, Director General

NATIONAL BOARD OF ROAD SAFETY

Hellat Rumvolt, Director General

NATIONAL INSPECTORATE OF ELECTRIC COMMUNICATIONS

Juri Joema, Director

MINISTRY OF INDUSTRY AND ENERGY

Jaak Tamm, Minister

Riho Sild, Deputy Minister

NATIONAL EMPLOYMENT BOARD

Vello Raak, Director General

NATIONAL INSPECTORATE OF LABOR

Heldur Nermann, Director

MINISTRY OF FOREIGN AFFAIRS

Lennart Meri, Minister

Enn Liimets, Assistant Minister

Rein Mollerson, Assistant Minister

NATIONAL BOARD OF TECHNICAL INSPECTION

Olo Tambet, Director General

MINISTRY OF LABOR

Arvo Kuddo, Minister

Leonard Tammik, Assistant Minister

NATIONAL MIGRATION BOARD

Andres Kollist, Director General

MINISTRY OF SOCIAL SECURITY

Siiri Oviir, Minister

Endel Saia, Assistant Minister

MINISTRY OF HEALTH

Andres Ellamaa, Minister

Vello Ilmoja, Deputy Minister
Enn Ounapuu, Assistant Minister

MINISTRY OF TRANSPORT AND COMMUNICATION

Tiit Vahi, Minister
Enn Sarap, Deputy Minister

NATIONAL AVIATION BOARD

Rein Jarv, Director General

ACCOUNTANCY COMMITTEE

Kaido Kallas, Chairman

NATIONAL PRICING BOARD

Peeter Tammistu, Director General

MINISTRY OF INTERNAL AFFAIRS

Olev Laanjarv, Minister
Arved Jaaska, Deputy Minister

NATIONAL POLICE BOARD

Juri Nurme, Director General

NATIONAL BOARD OF COMMERCIAL LICENSING

Peeter Tihhomirov, Director General

MINISTRY OF AGRICULTURE

Harry Ounapuu, Minister
Agu Koop, Deputy Minister
Ants Laansalu, Assistant Minister
Rein Nigul, Assistant Minister

Roland Nymann, Assistant Minister

Naudi Pajo, Assistant Minister

NATIONAL GRAIN BOARD

Mati Allas, Director General

NATIONAL SPORTS BOARD

Mari Mark, Director General

NATIONAL TOURIST BOARD

Tiia Karing, Director General

MINISTRY OF ECONOMICS

Jaak Leimann, Minister

Leonhard Tammevali, Assistant Minister

Mart Opman, Assistant Minister

Erik Terk, Assistant Minister

NATIONAL BOARD OF FOREIGN ECONOMIC RELATIONS

Mehis Pilv, Director General

MINISTRY OF JUSTICE

Juri Raidla, Minister

Mart Rask, Deputy Minister

Enn Markvart, Assistant Minister

NATIONAL REGISTRY OF BIRTHS DEATHS AND MARRIAGES

Kersti Heidel, Director General

NATIONAL BOARD OF CITIZENSHIP

MINISTRY OF TRADE AND COMMERCE

Ants Lads, Minister

Enju Zernask, Deputy Minister

Juri Sepp, Assistant Minister

Enn Bekker, Assistant Minister

Andres Eesmaa, Assistant Minister

Krista Kilvet, Assistant Minister

NATIONAL LANGUAGE BOARD

Mart Rannut, Director General

NATIONAL BOARD OF ARCHIVES

Peep Pillak, Director General

NATIONAL BOARD OF DEFENSE AND BORDER-GUARD DEPARTMENT

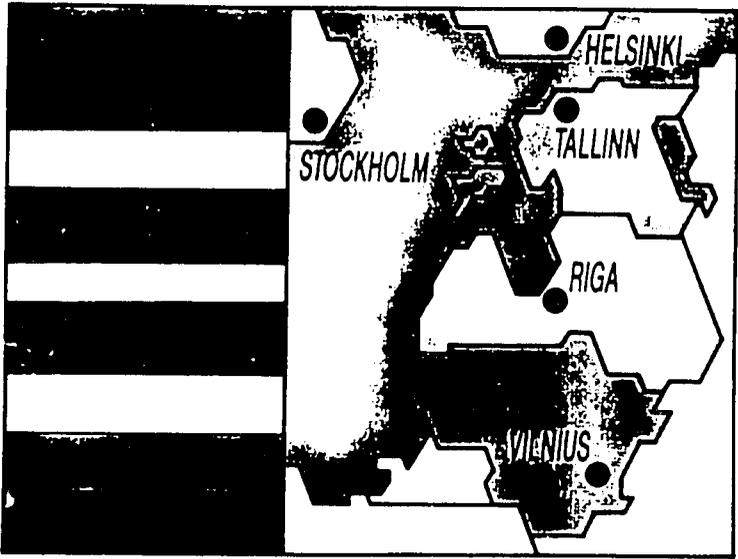
Andurs Oovel, Director General

Appendix D

Estonian Industrial Enterprises in Baltic States Reference Book

T H E

BALTIC STATES



A REFERENCE BOOK



ADMINISTRATIVE BUILDINGS

11 CITY GOVERNMENT (Town Hall) Tallinn 2, tel. 542 66; 12 SAARE COUNTY GOVERNMENT (Knights' Building) Lüssi 1, tel. 542 44

TRANSPORT

13 BUS STATION Pihla tee 25, tel. 573 80; 14 AIRPORT Roomassaare 1, tel. 542 61; TAXIS tel. 549 39, 573 89, 555 77; 15 GAS STATION Roomassaare, tel. 555 75; CAR SERVICE Kalevi 2, tel. 574 57

OTHER

16 POST OFFICE Toru 1; 17 HOSPITAL Aia 25, tel. 592 01; 18 SANATORIUM Kastani 20, tel. 594 04; 19 DEPARTMENT STORE Raekoja 1; 20 SHOPPING CENTRE Kauba 2; 21 WEIGH-HOUSE Tallinna 3; 22 MARKET HALL Tallinna 5; 23 TRAVEL AGENCY 'THULE' Pargi 1, tel. 574 70; SAAREMAA TRAVEL BUREAU Parna 2, tel. 579 70; 24 SONG FESTIVAL STAGE

KÄRDLA



RESTAURANT, CAFE

1 RESTORAN Keskvaljak 1, tel. 915 62; 2 RAN-NAPAARGU Lühjaalju 5, tel. 912 87

3 CULTURAL CENTRE Võidu 22, tel. 911 90

CHURCHES: 4 CHURCH (Lutheran); 5 BAPTIST, ADVENTIST PRAYER HOUSE

ADMINISTRATIVE BUILDINGS: 6 CITY GOVERNMENT Uus 1, tel. 913 73; 7 COUNTY GOVERNMENT Nõukogude valjak 5, tel. 913 68

TRANSPORT

8 BUS STATION Võidu 1, tel. 911 37; 9 AIRPORT tel. 913 77; 10 HELTERMAA HARBOUR tel. 942 17; TAXIS tel. 911 39; 11 GAS STATION Kõrgessaare mnt 47, tel. 913 59; CAR SERVICE Hellamaa, tel. 946 72

OTHER

12 POST OFFICE Posti 7; 13 TELEGRAPH 914 49; 15 DEPARTMENT STORE Uus 2; 16 MARKET; 17 TOURIST FIRM 'DAGO' Vabriku valjak 1, tel. 912 41; fax 991 42; 18 MALVASTE TOURIST CENTRE tel. 915 25; 19 STADIUM; 20 SPORTS HALL Nõukogude valjak 11, tel. 914 35; 21 KEK SPORTS HALL; 22 KESKVALJAK; 23 VABRIKUVÄLJAK; 24 NOUKOGUDE VÄLJAK; WESTERN ESTONIA BIOSPHERE RESERVE tel. 991 36

REPUBLIC OF ESTONIA SUPREME COUNCIL: Lossi plats 1a, Tallinn 200100

Chairman Arnold Rüütel
Secretariat tel. 426 200; telex 173647 VIKING; fax 436 389
Press Attaché - Raul Mäik tel. 424 882
Presidium of Estonian Supreme Council Weizenbergi 39, Tallinn 200100

PERMANENT COMMITTEES

Administrative Reform Committee - Andrus Ristkok	606 486
Defence Committee - Rein Tamme	606 341
Economic Committee - Ants Veetõusme	606 315
Environment Committee - Andres Tarand	606 779
Ethics Committee - Villu Jurjo	606 748
Ethnic Relations Committee - Sergei Sovetnikov	606 797
Foreign Affairs Committee - Indrek Toome	444 089
Labour Committee - Lehte Soot-Hainsalu	606 388
Legal Committee - Tõnu Anton	606 318
Media Committee - Rein Veidemann	449 565
Research, Education and Culture Committee - Jaak Jõerüüt	606 410
Rural Affairs Committee - Juhan Telgmaa	606 739

REPUBLIC OF ESTONIA GOVERNMENT: Lossi plats 1a, Tallinn 200100

Chairman Edgar Savisaar
Secretariat tel. 606 735; fax 606 249, 440 372
State chancellery tel. 606 766
Press Secretary - Juhan Hindov 606 734

MINISTRIES

MINISTRY OF AGRICULTURE: Lai 39/41, Tallinn 200102

Minister - Harri Ounapuu tel. 441 166; telex 173216 TOMAT SU; fax 440 601
Department of Foreign Relations tel. 601 210; telex 173216 TOMAT SU; fax 602 160

MINISTRY OF COMMERCE: Kiriku 6, Tallinn 200103

Minister - Ants Laos tel. 443 941; telex 173623 ZEFIR; fax 448 091
Department of Foreign Relations tel. 445 921

MINISTRY OF CONSTRUCTION: Harju 11, Tallinn 200001

Minister - Gennadi Golubkov tel. 440 577

MINISTRY OF CULTURE: Suur-Karja 23, Tallinn 200001

Minister - Lepo Sumera tel. 445 077; telex 173260 HELI SU; fax 440 963
Department of Foreign Relations tel. 448 311

MINISTRY OF ECONOMICS: Komsomoli 1, Tallinn 200100

Minister - Jaak Leimann tel. 683 444; telex 173106 PLAAAN SU; fax 682 097

MINISTRY OF EDUCATION: Kingissepa 60, Tallinn 200103

Minister - Rein Loik tel. 437 760; fax 437 892
Department of Foreign Relations tel. 437 715

MINISTRY OF THE ENVIRONMENT: Toompuiestee 24, Tallinn 200110

Minister - Tõnis Kaasik tel. 452 507; telex 173238 METS SU; fax 453 310
Department of Foreign Relations tel. 452 693

MINISTRY OF FINANCE: Kohtu 8, Tallinn 200100

Minister - Rein Miller tel. 452 801; fax 452 992
Department of Foreign Trade and Finance tel. 451 950

MINISTRY OF FOREIGN AFFAIRS: Lossi plats 1a, Tallinn 200001

Minister - Lennart Meri tel. 443 266; telex 173269 EVM SU; fax 441 713

MINISTRY OF HEALTH: Lossi plats 7, Tallinn 200100

Minister - Andres Ellamaa tel. 445 123; fax 440 869

MINISTRY OF INDUSTRY AND ENERGY: Lomonossovi 29, Tallinn 200104

Minister - Jaak Tamm tel. 423 550; telex 173278 AKTIV SU; fax 425 468
Department of Foreign Relations tel. 421 133

Department of Foreign Relations
MINISTRY OF JUSTICE Parnu mt 7, Tallinn 200101
 Minister Juri Raadla 445 170

MINISTRY OF LABOUR Lomonossovi 29, Tallinn 200103
 Minister Arvo Kudda 473 434
 Foreign Relations Consultant 422 945

MINISTRY OF SOCIAL SECURITY Estonia pst 15, Tallinn 200001
 Minister Siiri Oviir 666 930

MINISTRY OF SUPPLY Kiriku 2-4, Tallinn 200100
 Minister Aleksander Sikkal tel. 421 597, telex 173145 FOND, fax 450 540

MINISTRY OF TRANSPORT AND COMMUNICATION Viru 9, Tallinn 200100
 Minister Tiit Vahi tel. 443 842, fax 449 206
 Department of Foreign Relations tel. 441 487, fax 449 206

REPUBLIC OF ESTONIA SUPREME COURT Parnu mt 7, Tallinn 200104
 Chief Justice Jaak Kirikal tel. 442 931

REPUBLIC OF ESTONIA PUBLIC PROSECUTOR'S OFFICE Wene mt 7, Tallinn 200100
 Prosecutor General Leo Urge 445 276

REPUBLIC OF ESTONIA STATE ARBITRATION Parnu mt 20, Tallinn 200105
 Head Arbitrator Anatoli Berezi 442 362

STATE SECURITY COMMITTEE (KGB) Pikk 57, Tallinn 200001
 Chairman Major General Rein Silla 443 400

MILITARY COMMISSARIAT FOR THE ESTONIAN SSR Narva mt 8, Tallinn 200100
 Commander Major General Rein Puder 444 406

STATE DEPARTMENTS

DEPARTMENT OF STATE PROPERTY: Komsomoli 1, Tallinn 200100
 General Director Ardo Kamratov 682 974

NATIONAL GRAIN BOARD: Toomkuninga 20, Tallinn 200100
 General Director Mati Allas tel. 453 376, 452 436, fax 452 616

NATIONAL MARITIME BOARD: Viru 9, Tallinn 200100
 General Director Nathan Tomsson tel. 442 725, 413 003, 444 669, fax 449 206

NATIONAL TOURIST BOARD: Suur Kaia 23, Tallinn 200101
 General Director Tria Karing tel. 441 239, fax 440 963

CUSTOMS DEPARTMENT: Kohtu 8, Tallinn 200100
 General Director Tõnis Haam tel. 452 767

DEPARTMENT OF ARCHIVES: Maneeji 4, Tallinn 200107
 General Director Peep Pillakid tel. 424 928, fax 432 295

DEPARTMENT OF AVIATION: Viru 9, Tallinn 200100
 General Director Rein Jarva tel. 441 785, fax 449 206

DEPARTMENT OF COMMERCIAL LICENSING: Komsomoli 1, Tallinn 200100
 General Director Mati Jürgens tel. 682 920

DEPARTMENT OF EMPLOYMENT: Lomonossovi 29, Tallinn 200101
 General Director Vello Raak 422 945

DEPARTMENT OF FOREIGN ECONOMIC RELATIONS: Komsomoli 1, Tallinn 200100
 General Director Mehis Pily tel. 683 559, fax 682 097

DEPARTMENT OF HOUSING AND MUNICIPAL SERVICES: Harju 11, Tallinn 200001
 General Director Toivo Lippmaa tel. 445 173

DEPARTMENT OF LANGUAGE: Roosikrantsi 6, Tallinn 200106
 General Director Mari Rannut 416 906, 441 800

DEPARTMENT OF STATISTICS: Endla 15, Tallinn 200106
 General Director Rein Veefourne tel. 453 559, 443 749, 440 011, fax 453 923

General Director - Ulo Iambet tel. 606 715

FIRE AND RESCUE DEPARTMENT: Raua 2, Tallinn 200106
 General Director - Ants Muna 663 986

FOREST DEPARTMENT: Toompuistee 24, Tallinn 200001
 General Director - Enn Tasso tel. 452 982; telex 173238 METS SU; fax 453 310

IMMIGRATION DEPARTMENT: Vana-Viru 12, Tallinn 200001
 General Director - Andres Kollist tel. 444 473

LAND DEPARTMENT: Mustamäe tee 51, Tallinn 200006
 tel. 528 401; telex 173216 TOMAT SU; fax 528 400

POLICE DEPARTMENT: Pikk 19, Tallinn 200001
 General Director - Jüri Nurme tel. 663 815

PRICING DEPARTMENT: Toompea 1, Tallinn 200001
 General Director - Peeter Tammistu 443 733

REGISTRY OF BIRTHS, DEATHS AND MARRIAGES: Lossi plats 1a, Tallinn 200001
 General Director - Kersti Hiedel 606 701

ROAD ADMINISTRATION: Pärnu mt. 24, Tallinn 200001
 General Director - Jüri Riimaa tel. 445 829; fax 440 357

SPORTS DEPARTMENT: Regati pst. 1, Tallinn 200103
 General Director - Mati Mark tel. 238 059; telex 173236 SPORT SU; fax 238 355

TAXATION DEPARTMENT: Kohtu 8, Tallinn 200100
 General Director - Villar Aron tel. 452 329

REPRESENTATIVES OF ESTONIA ABROAD

SOVIET UNION
PERMANENT MISSION OF THE ESTONIAN GOVERNMENT TO THE SOVIET UNION:
 Sobinovski pereulok 5, Moscow 103009
 Permanent Representative - Jüri Kahn tel. 290 50 13; fax 202 38 30

LITHUANIA
PERMANENT MISSION OF THE ESTONIAN GOVERNMENT TO LITHUANIA:
 Turniškių 20, Vilnius 232016
 Permanent Representative - Mart Tarmak tel. 764 896; fax 769 848

RUSSIAN FEDERATION
PERMANENT MISSION OF THE ESTONIAN GOVERNMENT TO THE RUSSIAN FEDERATION:
 Sobinovski pereulok 5, Moscow 103009
 Permanent Representative - Jevgeni Golikov tel. 290 50 13; fax 202 38 30

DENMARK
BALTIC CULTURAL AND INFORMATION CENTRE:
 H. C. Andersens Boulevard 38, 1553 Copenhagen V
 Representative - Arvo-Jürgen Alas tel. 931 867; telex 40072 DK; fax 913 099
 Baltic Chambers of Commerce, Representative - Anu Pärt

FINLAND
ESTONIAN CULTURAL OFFICE: Mariankatu 8B C13, 00170 Helsinki
 Director - Kalle Haig tel. 179 719; fax 669 615
EMBASSY OF THE SOVIET UNION: Tehtaankatu, 1B, 00140 Helsinki
 Representative of the Ministry of Foreign Affairs of Estonia -
 Johannes Johanson tel. 661 448, 661 449

FRANCE
ESTONIAN INFORMATION BUREAU: 30, Rue de l'Aude, 75014 Paris
 Representative - Malle Talvet tel. and fax 3314 327 01 68

SWEDEN
ESTONIAN INFORMATION BUREAU: Rådmanngatan 18, 11425 Stockholm
 Representative - Aadu Must tel. 109 981, 109 986; fax 107 744
EMBASSY OF THE SOVIET UNION: Kungsgatan 48, Stockholm
 3rd Secretary - Eimar Rahumaa tel. 130 440

REPRESENTATIVES OF FOREIGN STATES IN ESTONIA

FINLAND
CONSULATE GENERAL OF THE REPUBLIC OF FINLAND IN LENINGRAD TALLINN BRANCH
Kungissepa 12, Tallinn 200001
Consul Eja Kauppi tel 449 572, 446 869, fax 446 392

SWEDEN
CONSULATE GENERAL OF THE KINGDOM OF SWEDEN IN LENINGRAD TALLINN BRANCH
Futla 4a Tallinn 200001
Consul Hakan Damn tel 450 350, telex 173124 SVNSK SU, fax 450 676

LATVIA
PERMANENT MISSION OF THE REPUBLIC OF LATVIA TO ESTONIA
Permanent Representative Aidis Reznis tel 237 665

LITHUANIA
PERMANENT MISSION OF THE REPUBLIC OF LITHUANIA TO ESTONIA
Vabaduse valjak 10, Tallinn 200001
Permanent Representative Sigitas Kudarauskas 418 917, 666 634

DENMARK
DANISH CULTURAL INSTITUTE Vana Viru 4, Tallinn 200101
Secretary Silvi Teesalu tel 446 836, telex 173134 LSTO SU, fax 601 247

FINLAND
FINNISH CULTURAL BUREAU Vana Viru 12, Tallinn 200010
Head Riitta Korvisto-Arhimäki tel and fax 449 237

NORDIC COUNCIL OF MINISTERS
INFORMATION OFFICE Toili 3, Tallinn 200101 tel 601 238

BUSINESS DIRECTORY

INDUSTRIES

Further information on Estonian businesses available from the Gen. Computation Centre of the State Dept of Statistics: Endla 15, Tallinn 200106; tel 450 573, the Register of Businesses, consultant Jüri Rebane, and from the Estonian Chamber of Commerce and Ind. ESTONIAN CHAMBER OF COMMERCE AND INDUSTRY. F. 1925 as a Public Law Chamber of Commerce; Mem. of the Int. Chamber of Commerce 1927 - 40, observer of the Nordic Chamber of Commerce. Links with the Int. Chamber of Commerce, the Eurochamber of Commerce, the Baltic Chamber of Commerce and with all business communities of the world regions. Assoc. of Est., Latv. and Lith. Chamber of Commerce est. 1989; Est.-American Chamber of Commerce est. 1990. Pres. Peeter Tammoja Add. Toom-Kooli 17, Tallinn 200106, tel 444 929; telex 173254 KODA SU; fax 443 656. ESTONIAN SMALL BUSINESS ASSOCIATION (EVEA) Est. 1988; organizes small-business owners in Estonia and abroad. Man. Dir Vello Vallaste, Add. Kuhlbari 1, Tallinn 200104, tel 431 577; telex 173254 KODA SU; fax 771 675

ENGINEERING

BALTJETTS Production Association. Est. 1947. Gamma therapy equipm., gamma defectoscopes, radiation meters, monitoring and control instruments for other non-electrical parametres, vacuum pumps, radioisotopic generators and other electronic devices. Export to 11 c. Man. Dir Valeri Chetvergov Add. Linda 2, Narva 202000; tel. 318 45. DESINTEGRAATOR Scientific Production Association Est. 1974. Design and prod. of disintegrators and devices based on them. Foreign partners in Finland, Germany and Austria. Man. Dir Juri Eelma Add. Leningradi mnt. 71, Tallinn 200104, tel 211 001, telex 173214 VASAR SU; fax 211 008. DVIGATEL All-Union State Plant. Est. 1899. Gen. machinery. Foreign partners in Cuba, Czechoslovakia and Hungary. Man. Dir Vladimir Yarovoy, Add. Suur-Sõjamäe 10, Tallinn 200090; tel. 210 160; fax 210 965. EESTI KAABEL. Est. 1924. Cables and wires from copper and aluminium for 30 different purposes, incl. elevator and power cables, wires for installations, lighting, communications and assembly lines. Man. Dir Valeri Malyskko

ESTEL Electrical Engineering Works Manufacturing Group. Est. 1870. Development and manufacture of semiconductor devices and converters based on them. Company-owned research inst. Man. Dir Vladimir Miroshnichenko Add. Telliskivi 6, Tallinn 200110; tel 495 410; telex 179234 ESTEL SU; fax 495 489. ESTRE Factory. Est. 1944. Repair of tractor engines and their assemblies; design, prod. and marketing of machinery; prod. of gas oxygen. Man. Dir Valter Teppan Add. Vasara 50, Tartu 202400; tel 735 42; fax 708 68. ETKVL KIT. Est. 1936. Food, beverage and tobacco processing equipm., wheeled containers and wire products for retail businesses. Man. Dir Uno Tanav. Add. Keskk-Sõjamäe 3, Tallinn 200104; tel. 211 440; fax 215 468. ILMARINE. Est. 1859. Equipm. for ind. boilers: cleaning devices for heated surfaces, oil and gas burners; safety and ignition devices, automatic control panels. Household goods: stoves, electric saws, lawn mowers. Semifinished and finished cast-iron and steel products. Partnership in Finland, Sweden, Germany, Bulgaria, P.R. of China. Man. Dir Toomas Talving, Add. Mustamäe tee 5, Tallinn 200108; tel. 495 000; fax 496 062. PIONEER Tooling Works. Est. 1965. Press tools, dies and injectionmoulds; sales, installation and service of various foreign CNC electric discharge machines (EDM) on the Soviet market, incl. staff training. Man. Dir Vladimir Frishman, Add. Marja 7, Tallinn 200108; tel. 494 314; fax 494 763. RET Tallinn Radioelectronics Manufacturing Corporation. Est. 1935. Electronic control and instrumentation products. Man. Dir Aleksandr Plushchayev, Add. Narva mnt. 11, Tallinn 200102; tel. 422 051; fax 448 969. TALLEKS Association. Est. 1944. Excavators, cast-iron semifinished and finished goods. Trading partners in all E-European c., Iraq, Jemen, Egypt, Finland, Norway. Man. Dir Paul Treier, Add. Mustamäe tee 12, Tallinn 200100; tel. 449 048; telex 173201 VKFT; fax 498 285. TALLINN ENGINEERING PLANT. Est. 1865. Cooling equipm. and components, ultrasonic devices, compact disintegrator mills, chem. ind. equipm., heating ovens, central-heating boilers and radiators, semifinished and finished steel castings. Man. Dir Aleksai Moroz, Add. Kopli 68, Tallinn 200110; tel. and fax 444 621. TARTU EXPERIMENTAL AUTOMOBILE REPAIR PLANT. Est. 1949. Motor vehicle bodies, trailers and semitrailers, specialised transport vehicles and equipm.; repair and maintenance of motor vehicles; repair of engines, turbines, pumps, etc. Man. Dir Sulev Piibar, Add. Riia 24, Tartu 202400; tel. 320 30. TARTU INSTRUMENT FACTORY Leaseholders' Organization. Est. 1958. Control equipm. for technol. and prod. processes. Chair. of the Bd Kaido Klaassen, Add. Kastani 42, Tartu 202400; tel. 325 30; fax 343 39. TERAS Ltd. Est. 1944. Metal constr., tools and accessories, knitting machines, hairdressers'

treu. Add. Rannamõisa tee 4, Tallinn 200109, tel. 559 133; fax 330 103

TOOSTUSAPARAAT Industrial Engineering Est. 1945. Electromagnetic flowmeters, calorimeters, gasmeters, noncontact transducers and limit switches for automated systems and process control. Man. Dir Anatoli Makarov Add. Masina 1, Tallinn 200001; tel 424 955, fax 426 570.

VASAR Production Association Est. 1946. Doorlocks, padlocks and carlocks; safety belts for high-level constr. work, gardening tools (lawn mowers), various fastening components, aluminium utensils, wire, galvanic coatings. Export to Finland, Sweden, Germany, Denmark, Canada, Cuba; import from Finland, Germany, Switzerland. Man. Dir Ants Viigisalu, Add. Pärnu mnt. 139c, Tallinn 200013; tel. 555 143; telex 173166 VASAR; fax 557 596.

VOLTA Plant. Est. 1899. Gen. and special-purpose electric generators and motors, miniature electric motors, home appliances (electric wafflers and radiators). Man. Dir Boris Churikov, Add. Tööstuse 47, Tallinn 200110; tel. 446 002.

VOIT Tartu Agricultural Machine Works. Est. 1885. Farming and forestry machines and spare parts, gardening tools. Man. Dir Kalju Kaljuste Add. Kalmistu 21/23, Tartu 202400; tel. 328 08

VORU GAS ANALYSERS PLANT. Est. 1959. Monitoring and control equipm. for non-electric parametres. Export to 15 c. Man. Dir Einar Kuuse, Add. Kreutzwaldi 59, Võru 202710; tel. 215 21.

BALTIC MARINE REPAIR PLANT. Est. 1947. Marine constr. and repair; dyed-metal castings, forgings, cast and moulded metal products. Man. Dir Fyodor Berman, Add. Kopli 103, Tallinn 200017; tel. 479 408; telex 173120 REM; fax 493 496.

LOKSA MARINE REPAIR PLANT. Est. 1905. Const. and repair of ships and floating structures. Man. Dir Aleksandr Kustov, Add. Tallinna 2, Loks, Harjumaa 203020; tel. 752 41.

EXPERIMENTAL SPORTS-BOAT BUILDING YARD. Est. 1948. Racers and cruisers, launches, rowboats and motorboats, boat and yacht parts. Trading partners in Poland, Finland, Sweden, Norway and Hungary. Man. Dir Hans Nukki, Add. Malava põik 3, Tallinn 200110; tel. 474 616; telex 173212 RUMB; fax 474 616.

VIHUR Experimental Sports Equipment Plant. Est. 1975. Electronic equipm., calculators, sports cars and racing motorcycles, incl. spare parts. Automobile maintenance and repair. Trading partners in Finland. Man. Dir Taivo Tandre, Add. Kreutzwaldi 4, Tallinn 200102; tel. 432 880; telex 173187 VIHUR SU.

MINING & ENERGETICS

EESTI FOSFORIIT Production Association. Est. 1920. Phosphorite mining, prod. of phosphorous and mixed fertilizers, road metal prod. Man. Dir Aleksandr Revkuts, Add. Fosforiidi 4, Maarju 200901; tel. 234 146.

ground and 4 open pit mines) Annual output nearly 24 million metric t. 14 000 employees. Man.Dir. Otto Sullakasku. **Add.** Lemm 10, Kohila-Järve 202020, tel. 266 54

ORU PEAT WORKS. Est. 1963. Peat and peat briquet prod. Man.Dir. Anatoli Lepetkin. **Add.** Oru, Ida-Virumaa 202020, tel. 271 41

SANGLA PEAT WORKS. Est. 1974. Farming peat and peat briquet prod., metal processing. Man.Dir. Rein Lettens. **Add.** Puhja s.k., Tartu maa 202466, tel. 512 60

TOOTSI PRODUCTION ASSOCIATION. Est. 1937. Peat, peat briquets, mica, peat, granite and other mineral-based products, textile products. Man.Dir. Arvo Luberg. **Add.** Tootsi, Pärnu maa 203470, tel. 662 21; fax 435 54

BALTIC THERMAL POWER STATION. Est. 1959. Prod. and distribution of electric energy, supplier of steam and hot water to buildings. Capacity 1.624 MW. Man.Dir. V. Terentev. **Add.** POB 18, Narva 202000, tel. 933 62

ESTONIAN THERMAL POWER STATION. Est. 1969. Prod. of electric energy. Capacity 1.610 MW. Man.Dir. Konstantin Senchugov. **Add.** POB 28, Narva 202000, tel. 282 22

IRU THERMAL POWER STATION. Est. 1978. Prod. of electric power (capacity 460 MW) and thermal power for heating (1,085 Gcal/h). Man.Dir. Janis Aivar Balodis. **Add.** Leningradi mnt 103, Tallinn 200103, tel. 612 756

CHEMICAL INDUSTRIES

FLORA Production Association. Est. 1889. Paints and household chem., candles, perfumes and cosmetics, non-toxic pesticides (more than 200 plant protection agents). Foreign trade partners in Germany, Sweden, Finland, Austria, France, Switzerland, Italy, USA, Norway, Denmark, Ireland, Egypt, Czechoslovakia, Hungary and Poland. Man.Dir. Elmar Kruusmaa. **Add.** Tulika 19, Tallinn 200109, tel. 472 448, telex 173256 SU FLORA; fax 491 021

EKE-SADOLIN S.P. Soviet-Finnish joint venture. Est. 1987. Paints, varnishes, enamels and organic solvents; prod. and repair of special machinery and equipm.; import/export transactions. Man.Dir. Arvar Ild. **Add.** Haigru 9a, Tallinn 200006, tel. 423 082, telex 173268 SADEK SU; fax 448 493

KIVIOLI OIL-SHALE CHEMICAL PLANT. Est. 1922. Synthetic detergents, pesticides and agrochem. products, other oil-shale-derived chem. Man.Dir. Eberhaard Vaas. **Add.** Turu 3, Kiviõli 202040, tel. 570 29

KOHTLA-JÄRVE OIL-SHALE CHEMICALS PRODUCTION ASSOCIATION. Est. 1924. Oil shale gas and oil, antiseptic impregnants, anti-erosion chem., electrode coke, rubber softeners, mastics, synthetic resins, carbamide, benzene and toluene. Man.Dir. Nikolai Kutashov. **Add.** Narva mnt. 14, Kohila-Järve 202020, tel. 445 45

TALLINN CHEMICAL AND PHARMACEUTICAL PLANT. Est. 1914. Pharmaceuticals and cosmetics. Trading partners in Finland, Poland, Czechoslovakia, Hungary and Yugoslavia

557 366

BUILDING MATERIALS

AHTME BUILDING MATERIALS PLANT. Est. 1961. Building components of concrete, lime and gypsum. Man.Dir. Aleksandr Vorobyov. **Add.** Ahtme, Kohila-Järve 202020, tel. 224 05

ASERI CERAMICS WORKS. Est. 1922. Bricks, plates, roofing tiles and other ceramic constr. material, ceramic pipes, gutters, tubular fittings. Man.Dir. Ivo Tomeri. **Add.** Tehase 1, Aseri, Ida-Virumaa 202043, tel. 513 82

JÄRVAKANDI TEHASED Window Factory. Est. 1879. Window panes, glass balls, glass insulators, timber constr. components (window-frames, doors). Man.Dir. Ando Lillioja. **Add.** Järvakandi, Rapla maakond 203504, tel. 773 77; telex 173242 GLASS SU

NARVA BUILDING MATERIALS PLANT. Est. 1969. Building components of concrete, lime and gypsum (bricks, roofing tiles, plates, etc.) and various other products (sculptures, furniture, bas-relief works). Man.Dir. V. Sukhov. **Add.** POB 3, Narva 202000, tel. 333 01

PALIVERE BUILDING MATERIALS PLANT. Est. 1974. Firebricks, blocks, plates and other building materials; lime processing, electronic measuring tools and instruments, special cargo transportation. Man.Dir. Hanno Mati Saar. **Add.** Lähtru tee 15, Palivere, Läänemaa 203150, tel. 941 91

PÜSSI FIBREBOARD PLANT. Est. 1975. Chipboards and fibreboards. Man.Dir. Aleksander Uedom. **Add.** Mailia tee 7, Püssi, Ida-Virumaa 202041, tel. 224 05

SILIKAAT. Est. 1910. Silica bricks, roofing and insulating materials, linoleum, pavement and mosaic tiles, sand and lime. Trading partners in Finland and Sweden. Man.Dir. Leonhard Liiv. **Add.** Pärnu mnt. 238, Tallinn 200107, tel. 511 144, fax 558 850

TEKT Tallinn Construction Ceramics Plant. Est. 1955. Bricks, floor and roofing tiles, various other ceramic constr. products, tableware and other household ceramics. Trading partners in Finland. Man.Dir. Andres Suukula. **Add.** Maleva 2, Tallinn 200017, tel. 473 608, fax 441 910

PAPER & PRINTING

KEHRA PULP AND PAPER MILL. Est. 1936. Sulphate pulp, kraft paper, tissue paper and crepe paper, other paper products. Dir. Zanna Botvinkina. **Add.** Anijamnt 10, Kehra, Harjumaa 202740, tel. 755 408

KOHILA PAPER MILL. Est. 1893. Ill. paper, writing paper, wallpaper, cardboard, corrugated paper, paper bags, other paper products. Foreign partners in Switzerland. Dir. Igor Gnatsyn. **Add.** Toostuse 17, Kohila, Rapla maakond 203470, tel. 335 64

TALLINN PULP AND PAPER MILL. Est. 1839. Paper, pulp. Foreign partners in Finland. Man.Dir. Ernst Vaher. **Add.** Haasina 20, Tallinn 200104, tel. 424 477, fax 421 303

OHISELU. Est. 1633. Books, booklets. Man.Dir. Gunnar Otsa. **Add.** Pikk 40/42, Tallinn 200001; tel. and fax 442 589

VABA MAA. Est. 1920. Stationery, books. Man.Dir. Ain Puusep. **Add.** Pikk 58, Tallinn 200001; tel. 442 428

OKTOBER. Est. 1922. Postcards, posters, labels, in colour. Man.Dir. Vladimir Hazinski. **Add.** Kreutzwaldi 24, Tallinn 200105; tel. 423 119, 421 570; fax 422 483

TARTU PRINTERS. Est. 1959. Books, newspapers, journals. Man.Dir. Kalle Rannu. **Add.** Ulikooli 17/19, Tartu 202400, tel. 332 14

PUBLISHERS AND PRINTERS OF THE CENTRAL COMMITTEE OF THE ECP. Est. 1962. Newspapers and journals, in colour. Man.Dir. Valeri Chernyshev. **Add.** Pärnu mnt. 67a, Tallinn 200090; tel. 681 119

TALLINN BOOK PRINTERS. Est. 1985. Books, booklets, posters, in colour. Man.Dir. Jüri Simsel. **Add.** Laki 28, Tallinn 200108; tel. 598 058; fax 537 181

FURNITURE, HOUSEWARE, PLASTICS

KOHTLA-JÄRVE FURNITURE FACTORY. Est. 1979. Kitchen furniture. Man.Dir. Ülo Noppa. **Add.** Ehitajate tee 131a, Kohila-Järve 202020; tel. 438 01

NARVA. Est. 1955. Upholstered and wooden furniture; racquets. Man.Dir. Valeri Myachin. **Add.** Tiimani 1, Narva 202000; tel. 318 34; fax 403 37

STANDARD Furniture Designers and Manufacturers. Est. 1948. Design and manufacture of furniture. Man.Dir. Ronald Ilves. **Add.** Kopli 21, Tallinn 200110; tel. 441 266; telex 173218 BIRCH

TALLINN PLYWOOD AND FURNITURE FACTORY. Est. 1877. Prod. of plywood, parquet, mirrors, living and bedroom furniture. Trading partners in Sweden, Finland, Germany. Man.Dir. Nikolai Grigorev. **Add.** Pärnu mnt. 69, Tallinn 200106; tel. 681 542; fax 681 977

TARMEKO Timber Products. Est. 1947. Lumber, cut timber, compressed wood, wooden containers, furniture, turnery blanks, wooden toys. Trading partners in Finland, Sweden and Germany. Man.Dir. Olev Nigul. **Add.** Sõbra 58, Tartu 202400; tel. 745 80; fax 322 35

TARMEL Ltd. Est. 1925. Furniture elements, table-tennis racquets, wooden articles, mattresses, wooden containers. Trading partners in Sweden and Finland. Man.Dir. Ain Searmann. **Add.** Pärnu mnt. 158, Tallinn 200107; tel. 555 888; telex 173893 TARM; fax 555 629

WERMO, Võru Woodworking Association. Est. 1947. Furniture, wooden containers and cut timber, lumber prod. Trading partners in Sweden, Finland, USA, Germany. Man.Dir. Lembitu Luts. **Add.** Rägina mnt. 12, Võru 202710; tel. 211 60; fax 313 72

VIISNURK Ltd. Est. 1945. Living room furniture, skis, chipboard and fibreboard. Trading partners in Finland, Sweden, Germany. Man.Dir. Richard Mutso. **Add.** Suure-Jõe 48, Pärnu 203600;

439 b4.

TALLINN PIANO FACTORY. Est. 1950. Pianos and other keyboard instruments, kannels (Est. zithers). Export to Canada, USA, Austria, Switzerland, Germany, Finland. Man.Dir. Jaan Laheb. **Add.** Kungla 41, Tallinn 200004; tel. 449 337; telex 173278 AKTIV SU; fax 449 337

TARBENLAAS (Household glass). Est. 1934. Glass and glassware. Trading partners in Finland and Sweden. Dir. Tõnu Roondi. **Add.** Marati 12, Tallinn 200110; tel. 473 222; fax 474 994

ESTIKO. Est. 1918. Plastic toys, household goods, etc.; plastic film and tubing. Trading partners in Finland. Man.Dir. Kalju Hellenurm. **Add.** Tehase 16, Tartu 202400; tel. 707 24; fax 738 64

ESTOPLAST. Est. 1959. Lighting fixtures and switches. Trading partners in Germany, Czechoslovakia, Hungary and Finland. Man.Dir. Ullas Täht. **Add.** Türi 10, Tallinn 200107; tel. 556 557; telex 173231 PLAST; fax 558 886

NORMA Production Association. Est. 1891. Safety belts, toys, metal containers (pails, boxes, barrels), metal kitchenware, flash-bulbs. Man.Dir. Udo Käär. **Add.** Laki 14, Tallinn 200108; tel. 445 757; fax 492 792

SALVO. Est. 1948. Plastic vessels, kitchen utensils and bathroom items, safety helmets, warning triangles, slalom and hockey boots, toys, wooden and textile souvenirs. Man.Dir. Alekse Nõomaa. **Add.** Leningradi mnt. 81, Tallinn 200104; tel. 323 150; telex 173202 SALVO; fax 321 583

TALLINN AUDIOCASSETTE FACTORY. Est. 1971. Gramophone records, audiocassette manufacture and copying, studio recordings, plastics products. Man.Dir. Jüri Lang. **Add.** Lohu 12, Tallinn 200026; tel. 537 296; telex 173205 THAKT; fax 537 086

RAKVERE Production Association. Est. 1945. Store furnishings, cooling and freezing equipm.; beer, grain coffee, jersey fabrics and garments, woollen fabrics. Man.Dir. Teet Ottin. **Add.** Lauristini 3, Rakvere 202100; tel. 433 66; fax 433 66

VIKERO Industries. Est. 1945. Custom furniture, yarn and wool, jersey fabrics and garments. Man.Dir. Kalju Loo. **Add.** Tallinna mnt. 8, Pärnu 203600; tel. 405 84

TEXTILES, CLOTHING, LEATHERWARE, FOOTWEAR

ARENG Textiles. Est. 1963. Wools and yarns, rugs and carpets, jersey fabrics and garments, leather and imitation leather bags and suitcases. Man.Dir. Avo Kivimäe. **Add.** Pikk 14, Tartu 202400; tel. 331 63

BALTI MANUFAKTUUR Textile Factory. Est. 1898. Cotton yarns, cotton lining material and fabrics, nonwovens. Export to Portugal, Turkey, Austria. Man.Dir. Jaagu Kurg. **Add.** Kopli 35, Tallinn 200090; tel. 493 511; fax 444 126

KEILA Factory. Est. 1918. Wools and yarns, woollen fabrics. Man.Dir. Anatoli Belov. **Add.** Pärnu mnt. 132, Tallinn 200013; tel. 557 150

flanellette blankets, silk fabrics, nonwoven materials and household textiles. Trading partners in Japan, Sweden, Germany, Finland, Switzerland and Hungary. Export to 20 c. Man Dir Üleg Klushin. *Add.* Lemm 20, Narva 202000, tel. and fax 241 65.

MARAT Factory. Est. 1940. Knitwear. Trading partners in Germany, Finland, Sweden. Man Dir Ants Kapral. *Add.* Tartu mnt. 63, Tallinn 200105, tel. 421 010, fax 432 924.

MISTRA Tallinn Nonwovens Engineering and Manufacture. Est. 1960. Tufted carpets, needlework carpeting, nonwovens; development of light ind. technol., design of nonwoven manufacturing machinery, constr. projects. Export to Finland, Denmark, Germany, Italy, Czechoslovakia. Man Dir Argo Sillaots. *Add.* Laki 15, Tallinn 200108, tel. 537 009, telex 173122 MIKO, fax 597 536.

PUNANE KOIT Textile Factory. Est. 1919. Hosiery, synthetic silk. Man Dir Jaan Mark. *Add.* Kotzebue 11, Tallinn 200110, tel. 443 227, fax 445 725.

PÄRNU LINEN PRODUCTS Ltd. Est. 1919. Spin linen, linen yarns and fabrics. Trading partners in Sweden. Man Dir Boris Gelman. *Add.* Toostuse 38, Pärnu 203600, tel. 416 81, fax 416 07.

SINDI TEXTILE FACTORY. Est. 1833. Woollen fabrics, nonwovens, textile finishing. Man Dir Neeme Roosimägi. *Add.* Pärnu mnt. 40, Sindi 203490, tel. 512 63, 514 68, fax 514 08.

SULEV Factory. Est. 1936. Cotton terrycloth, synthetic fur, decorative curtains and drapes, clothing articles. Trading partners in Finland, Norway, Sweden. Man Dir Väino Mets. *Add.* Nürme 1a, Haapsalu 203170, tel. 445 49, fax 457 56.

TEKSTIIL Factory. Est. 1963. Woollen and cotton fabrics, carpets and carpeting material, knitted and crocheted fabrics and garments. Man Dir Henno Hommuk. *Add.* Vana Viru 6, Tallinn 200001, tel. 445 325.

BALTIKA Clothing Company. Est. 1928. Men's, ladies' and children's outdoor wear (excl. furs). Trading partners in Finland, Sweden. Man Dir Meelis Milder. *Add.* Veerenni 24, Tallinn 200106, tel. 683 231, fax 448 572.

TALLINN FASHION HOUSE. Est. 1957. Clothing and footwear design, fashion shows and exh., clothing manufacture, fashion magazine publ. Man Dir Tiina Tibar. *Add.* Suur-Karja 13, Tallinn 200001, tel. 444 354, fax 446 334.

VILHELMINE KLEMENTI CLOTHING COMPANY. Est. 1970. Ladies' and men's wear. Import of textiles from Japan, Germany, Norway, Finland. Export of finished goods to Finland, Sweden. Man Dir Rein Pikner. *Add.* Akadeemia tee 33, Tallinn 200108, tel. 531 150, fax 531 037.

WALKO Ltd. Est. 1963. Men's, ladies' and children's outdoor wear. Man Dir Sander Karu. *Add.* Sepa 7, Valga 202500, tel. 403 51, fax 410 01.

48/50, Tartu 202400, tel. 703 38.

KOMMUNAAR Leather and Footwear Factory. Est. 1877. Natural and synthetic leather footwear, bags, suitcases; wholesale dept. Trading partners in India, Finland, Italy, Hungary. Man Dir Laine Reisin. *Add.* Laki 12, Tallinn 200108, tel. 598 307, fax 539 858.

NARVA BOX-CALF FACTORY. Est. 1984. Tannery, leather and non-leather footwear (excl. rubber). Trading partners in Italy and Finland. Man Dir Mikhail Kuzmich. *Add.* POB 17, Narva 202000, tel. 496 86.

POHJALA Rubber Manufacturing. Est. 1924. Rubber footwear, rubber consumer articles. Trading partners in Sweden, Finland. Man Dir Talip Beknazarov. *Add.* Marati 5, Tallinn 200102, tel. 474 931.

LINDA. Est. 1963. Leather and imitation leather bags and suitcases, gloves, belts, etc.; fur garments (coats, hats, collars). Tannery. Trading partners in Finland, Italy, Germany. Man Dir Osmar-Paul Soidla. *Add.* Maakri 19/21, Tallinn 200105, tel. 421 256, fax 423 305.

HANDICRAFT & JEWELRY

ARS Tallinn Combine. Est. 1944. Decorative fabrics and carpets, ceramics, painted porcelain, leathercraft, textiles (incl. traditional costumes), interior decorating of public rooms. All hand-made, using natural materials. Designer products in limited editions. Man Dir Vello Maide Koore. *Add.* Pärnu mnt. 154, Tallinn, 200107, tel. 555 043, fax 557 033.

ARS-JUVEEL Jewelry Workshop. Est. Artists' Union. Est. 1987. Precious metal and stone jewelry, non-ferrous metal souvenirs, emblems, medals, cups; designer metalcraft in limited editions. Trading partners in Finland, Sweden and Canada. Man Dir Raivo Lillemetts. *Add.* Hobusepea 2, Tallinn 200001, tel. and fax 601 912.

ARS-MONUMENTAAL Sculpture Workshop. Est. Artists' Union. Est. 1987. Bronze sculpture casting, stone sculpture modelling, glass inlay; exh. arrangements. Man Dir Andres Anover. *Add.* Raja 11a, Tallinn 200026, tel. 531 255.

JUVEEL Production Association. Est. 1923. Silver tableware and jewelry, German silver tableware. Trading partners in Finland, Sweden, Czechoslovakia. Man Dir Rein Mikli. *Add.* Kadaka tee 36, Tallinn 200108, tel. 490 121, telex 173886 JEWEL SU, fax 597 345.

UKU Association of Folk Art Craftsmen. Est. 1966. Knitted and crocheted garments, handwoven runners; wooden, metal and leather folk art items. Export to Scandinavia and Central Europe; import from Finland and Germany. Man Dir Juhan Kajandu. *Add.* Lomonosovi 29, Tallinn 200104, tel. 421 359.

FOODSTUFFS, TOBACCO & SPIRITS

TALLINN GRAIN PROCESSING PLANT. Est. 1829. Concentrated fodder, flour, cereals. Man Dir Vladislav Levchenko. *Add.* Pärnu mnt. 390, Tallinn 200107, tel. 511 479.

1987 Concentrated fodder, flour, storage of agric. produce, grain storing service. Man Dir Aadu Jaansoo. *Add.* Toostuse 15, Tamsalu, Laane-Virumaa 202300, tel. 305 83.

TARTU GRAIN PROCESSING PLANT. Est. 1940. Flour, concentrated fodder. Man Dir Leonhard Puksa. *Add.* Väike Kaar 33, Tartu 202400; tel. 338 42.

VILJANDI GRAIN PROCESSING PLANT. Est. 1941. Concentrated fodder, flour; wholesale dept. storage facilities for agric. products. Man Dir Vessili Kislenko. *Add.* Vilja 11a, Viljandi 202900; tel. 535 95.

LEIBUR Bakery Products. Est. 1762. Bread and pastry; macaroni, noodles and other flour-based products. Man Dir Kaiju Urva. *Add.* Kadaka tee 76a, Tallinn 200108; tel. 531 359; telex 173484 BATON; fax 531 359.

STANDARD Bread Factory. Est. 1945. Bread, cakes and pastry; soft drinks. Man Dir Rein Hallik. *Add.* Viljandi tee 13, Turi 202810, Järvamaa; tel. 786 90.

PAIDE DAIRY PLANT. Est. 1963. Milk products, cheese, butter. Man Dir Jaan Käär. *Add.* Prjama tee 1, Paide 202820; tel. 417 88.

POLVA DAIRY PLANT. Est. 1965. Milk products and butter. Man Dir Enn Sokk. *Add.* Jaama 20, Põlva 202600; tel. 957 61.

RAKVERE MEAT PROCESSING PLANT. Est. 1890. Meat products and sausages. Man Dir Olev Rohumäe. *Add.* Näpi tootustarajoon, Rakvere 202100; tel. 434 13.

TALLINN MEAT PROCESSING PLANT. Est. 1941. Meat and meat products; wholesale service. Man Dir Lembit Kivisild. *Add.* Ülemiste tee 5, Tallinn 200104; tel. 213 058; fax 211 292.

TARTU MEAT PROCESSING PLANT. Est. 1928. Meat and sausages. Man Dir Ilmar Ulp. *Add.* Teguri 43, Tartu 202400; tel. 706 42.

VALGA MEAT AND DAIRY PRODUCTS. Est. 1911. Meat products sausages, canned food, dairy products. Man Dir Kustas-Reedik Närska. *Add.* Metsa 19, Valga 202500; tel. 436 90; fax 402 34.

VÕHMA MEAT PROCESSING PLANT. Est. 1928. Meat products and sausages. Trade partners in Sweden and Denmark. Man Dir Arvi Kotsar. *Add.* Tallinna 40, Võhma alev, Viljandimaa 202870; tel. 232 43.

TARTU CANNED FOOD FACTORY. Est. 1946. Canned vegetables and meat; fruit preserves, fruit drinks, soft drinks, potato chips, food additives. Man Dir Matti Holter. *Add.* Põllu 2, Tartu 202400; tel. 321 16.

ESTKOMPEXIM. Soviet-Swiss joint venture. Est. 1988. Prod. and retailing of ice-cream, milk and meat products; foreign trade; agency services. Man Dir Lembit-Olav Uusna. *Add.* Jaama 1a, Tallinn 200107; tel. 512 220; telex 173113 KOMEX SU; fax 528 872.

LEEK Tobacco Factory. Est. 1921. Tobacco products. Man Dir Boris Lev Oks. *Add.* Kunderi 8, Tallinn 200104; tel. 422 421; telex 173170 LEEK SU; fax 423 060.

LIVIKO. Est. 1901. Alcoholic beverages, yeast, carbon dioxide, grain spirit and ind. spirit. Trade

Italy and Finland. Man Dir Odo Thomas. *Add.* Masina 11, Tallinn 200104; tel. 422 467; telex 173216 TOMAT SU; fax 432 352.

BUILDING & CONSTRUCTION

BUILDING AND CONSTRUCTION ADMINISTRATION, EKE Co-Operative. Est. 1972. Constr. of buildings and building elements, civil constr., designing and eng. Man Dir Villu Aabne. *Add.* Madera 27, Tallinn 200109; tel. 449 519, fax 442 941.

HARJU KEK Co-Operative. Est. 1964. Constr., constr. material, electrotech. and electronics ind. Trading partners in Finland, Sweden, Norway and Germany. Man Dir Jüri Kalmel. *Add.* Paldiski mnt. 21, Keila, Harjumaa 203053; tel. 745 850; telex 173259 PULT SU; fax 771 652.

PAIDE KEK Ltd. Est. 1959. Gen. constr. works, road repairs; timber, concrete and reinforced concrete products; metal structures. Trading partners in Finland and Sweden. Exec. Man. Toomas Agasild. *Add.* Mäo, Järvamaa 202820; tel. 216 68.

TARTU KEK Co-Operative. Est. 1957. Gen. and special constr. works, designing and eng. Trading partners in Sweden. Chair. of the Bd Jaak Kalm. *Add.* Riia 132, Tartu 202400; tel. 735 94; fax 314 88.

VILJANDI KEK Co-Operative. Est. 1957. Gen. constr. works, constr. elements of concrete, lime, gypsum (bricks, roofing tiles, slabs, etc.), metal structures, etc. Foreign partners in Finland, Sweden, Austria, Germany. Man. Ulavi Liivandi. *Add.* Männimäe tee 28, Viljandi 202900; tel. and fax 531 04.

TARTU MAJA Design & Construction. Est. 1987. Gen. constr. works, designing and eng. Foreign partners in Finland, Sweden, Germany, Hungary. Man. Olari Taal. *Add.* Betooni 9, Tartu 202400; tel. 289 57; telex 173138 TARM SU; fax 629 70.

MAAEHITUSTRUST Building Trust. Est. 1977. Gen. constr. works, rebuilding and extensions, repairs. Man. Mart Keek. *Add.* Lutsu 14, Tartu 202400; tel. 335 32; fax 325 19.

TALLINN BUILDING TRUST. Est. 1944. Constr. of residential, commercial, public buildings, etc.; ind. facilities; pipelaying. Trading partners in Finland. Man. Ants Raja. *Add.* Narva mnt. 40, Tallinn 200102; tel. 422 124.

TOOSTUSEHITUS Industrial Construction Trust. Est. 1976. Ind. and civil constr., pipes and electricity connections. Man. Dir Eduard Dobolin. *Add.* Jaama 1a, Tallinn 200107; tel. 512 660.

MATEK S.P. Soviet-Finnish joint venture. Est. 1988. Prefabricated houses and parts, building and insulating materials, polyurethane foam makrollex. Man. Dir Ivo Kaasik. *Add.* Haigru 8, Tallinn 200006; tel. 498 133; telex 173210 MATEK SU; fax 479 951.

EESTI MAAPRANDUSPROJEKT Land Reclamation Project. Est. 1966. Land and forest reclamation; projects relating to irrigation, farm roads, water works, fish ponds and peat mining; blueprints for land reclamation and water farming projects, incl. technol. and field studies

EESTI PROJEKT Project Institute. Est 1944. Designs for residential and public buildings, urban planning and development. Man Dir Hans Rohitmaa. Add. Lenini pst 8, Tallinn 200105, tel 425 973, fax 432 244.

EESTI PÕLUMAJANDUSPROJEKT Agricultural Project Institute. Est 1951. Land and soil studies, land development projects, land reservation, topographic studies, preparation of documents. Man Dir Aadu Sutt. Add. Mustamäe tee 51, Tallinn 200006, tel 528 414, fax 528 400.

EESTI RESTAURAATOR Restoration Company. Est 1950. Research, projection, preservation and restoration of arch monuments, consultancy in arch matters. Gen Dir Arsi Kook. Add. Lai 29, Tallinn 200001, tel 446 474, fax 446 678.

EESTI TÕOSTUSPROJEKT Industrial Projects Institute. Est 1944. Arch, const and restoration designs for ind and civil objects. Trading partners in Finland. Man Dir Udo Lall. Add. Lenini pst 5, Tallinn 200105, tel 440 855, telex 173109 PROJEKT.

EKE PROJEKT Project Institute. Est 1966. Designs for residential, public and agric buildings, eng projects. Trading partners in Finland, Sweden, USA, Canada, Germany, Norway. Man Dir Finn Parbo. Add. Kingissepa 12, Tallinn 200106, tel 683 720, telex 173352 AT, fax 683 750.

KOMMUNAALPROJEKT Municipal Project Institute. Est 1941. Arch, const and restoration designs for ind and civil const. Man Dir Endel Paalmann. Add. Lai 27, Tallinn 200001, tel 446 294, telex 173312 ELLIPS, fax 440 348.

TRANSPORT

ETKVL AUTO Co-Operative. Est 1921. Road haulage, metal containers (cases, pails, barrels), prod of components and lifting equipm for motor vehicles, maintenance and repairs, gen const work. Trading partners in Finland. Man Dir Raimu Aas. Add. Tähetorni 21, Tallinn 200107, tel 513 678, fax 532 096.

MOTOR Bus Company. Est 1990. Passenger bus service. Man Dir Hugo Osula. Add. Suur Sõjamae 4, Tallinn 200109, tel 211 409, fax 215 520.

PÄRNU BUS AND TAXI FLEET. Est 1960. Passenger transportation by bus and taxi, wholesale of used motor vehicles, maintenance and repair, driver training and consultancy. Man Dir Ulo Tomson. Add. Mere 7, Pärnu 203600, tel 223 86.

SAAREMAA AUTOMOBILE BASE. Est 1944. Maintenance and repair, lorry transportation, special cargo vehicles, passenger transportation by bus and taxi. Man Dir Karl Valt. Add. Pihlita tee 20, Kuressaare 203300, tel 541 14.

TALLINN BUS COMPANY. Est 1945. Passenger bus service. Man Dir Mati Mägi. Add. Kadaka tee 67a, Tallinn 200126, tel 532 063, fax 532 277.

vice. Man Dir Vello Lembit Teemusk. Add. Ringtee 14, Tartu 202400, tel 713 72.

TARTU AUTOVEED Motor Transport Company. Est 1944. Road haulage. Trading partners in Austria and Sweden. Man Dir Heiti Aarsalu. Add. Aardla 23, Tartu 202400, tel 727 20.

TUPEST Bus Company. Est 1979. Excursion service. Man Dir Rein Vinni. Add. Kadaka tee 72c, Tallinn 200108, tel 593 584.

ESTONIAN SHIPPING COMPANY. Est. 1940. Cargo and passenger transportation (incl tourist air excursion transportation). Chief Exec. Toivo Niinas. Add. Estonia pst 3/5, Tallinn 200101, tel 443 802, fax 424 958.

BALTLINK Ltd, Soviet-Finnish-Austrian joint venture. Est 1988. Cargo haulage; tourist transportation, travel agencies; import-export. Man Dir Jaan Orro. Add. Tartu mnt 13, Tallinn 200105, tel 421 003, telex 173211 LINK SU, fax 450 893.

EESTI-ESTLINE Ltd, Estonian Swedish joint venture. Est 1989. Passenger and cargo transportation between Tallinn and Stockholm. Man Dir Harri Enula. Add. Sadama 29, Tallinn 200103, tel 449 051, fax 425 352.

TALLINK Soviet-Finnish joint venture. Est 1989. Shipping, ferry operations. Man Dir Peeter Veegen. Add. POB 3495, Tallinn 200090, tel 440 770, telex 173176 TALIK SU, fax 445 224.

AGRICULTURE & FISHERIES

At the beginning of the 1990s, the Soviet farming of Estonia was in poor condition and great rearrangements had begun. There is a gradual transition from coercively established collective farms — sovkhoses and kolkhozes — to various forms of small scale production (co-operatives, joint-stock companies, farms, etc.) The future belongs basically to well-organized farms. Privatization has been put into motion that will continue in the process of the radical proprietary and agrarian reforms. The transition from large-scale production to new farms of enterprises is characterized by the following data:

Form of managing	The end of 1989	1 January 1991
Kolkhozes	200	214
Sovkhoses	126	108
State farms		4
(former sovkhoses)		
Inter farm organizations	26	19
Co-operatives		15
Agro firms		3
Farms	1050	3590

Information on the farming is available from the following organizations:

ESTONIAN AGRICULTURAL PRODUCERS' CENTRAL UNION. F 1990. Chair. Andres Varik. Add. Lai 43, Tallinn 200100, tel 602 045.

ESTONIAN AGRICULTURAL SERVICE ASSOCIATION F 1990. Man Dir Kaljo Lauri. Add. Lai 39-41, Tallinn 200100, tel 448 798.

Harjuma 203400; tel. 721 783; telex 173216 TOMAT SU, fax 451 669.

ESTONIAN FOOD INDUSTRY ASSOCIATION 'ASTO'. F. 1990. Chair. Aksel Treimann. Add. Lomonossovi 29, Tallinn 200104, tel. 472 246; fax 421 977.

ESTONIAN PROVINCIAL INDUSTRIES ASSOCIATION. F. 1989. Man Dir Anu Hämalane. Add. Lomonossovi 29/426, Tallinn 200104, tel. 422 004; fax 442 325.

The Estonian fishermen are organized (January, 1991) into: 7 kolkhozes, 2 joint-stock companies and 1 co-operative. Information available from: **ESTONIAN FISHERY ASSOCIATION**. F. 1962. Chair. Heino Palu. Add. Kingissepa 14, Tallinn 200106, tel. 683 442; telex 173289 ERKS SU; fax 682 283.

FINANCIAL INSTITUTIONS

BANK OF ESTONIA. F. 1990. Pres. Rein Otason. Add. Kentmanni 13, Tallinn 200100; tel. 445 331; telex 173146 EPANK SU, fax 443 395.

BANK OF TALLINN. F. 1990. Exec. Dir Jüri Trumm. Add. Vahaduse väljak 10; tel. 449 983.

COMMERCIAL BANK OF THE ESTONIAN SMALL BUSINESS ASSOCIATION (EVEA Bank). F. 1989. Chair. of the Bd Boris Spungin. Add. Narva mnt. 40, Tallinn 200106; tel. 422 122; telex 173184 EVEA SU; fax 421 435.

ESTONIAN COMMERCIAL BANK OF INDUSTRY. F. 1988. Chair. of the Bd Aleksandr Gellart. Add. Suur-Karja 7, Tallinn 200001; tel. 442 410; fax 440 495.

ESTONIAN PROVINCIAL BANK. F. 1990. Exec. Dir Harry-Elmar Volmer. Add. Estonia pst 11, Tallinn 200105; tel. and fax 441 797.

ESTONIAN SAVINGS BANK. F. 1920. Chair. Ruslan Dontsov. Add. Kinga 1, Tallinn 200100; tel. 441 758.

ESTONIAN SOCIAL BANK. F. 1990. Chair. of the Bd Saima Strenze. Add. Estonia pst 13, Tallinn 200100; tel. 446 900; fax 445 255.

ESTEXPANK. F. 1989. Chair. Mart Sild. Add. Sakala 1, Tallinn 200100; tel. 666 657.

SOUTH-ESTONIAN DEVELOPMENT BANK. F. 1990. Man. Toomas Lehist. Add. Kesk 42, Põlva 202600; tel. 962 39.

TARTU COMMERCIAL BANK. F. 1988. Chair. of the Bd Rein Kaarepere. Add. Munga 18, Tartu 202400; tel. 331 97; telex 173107 MONEY SU; fax 335 93; Tallinn office: Dunkri 9, Tallinn 200105; tel. 446 977. Branch offices in Jõgeva, Põlva, Ürrepää and Narva-Jõesuu.

UNION BALTIC BANK Ltd. F. 1990. Chair. Valentin Porfiriyev. Add. Tõnismägi 16, Tallinn 200001; tel. 682 233; fax 444 778.

THE USSR STATE BANK OF THE ESTONIAN REPUBLIC. F. 1940. Chair. Galina Litvinova. Add. Estonia pst 13, Tallinn 200100, tel. 445 124.

WEST-ESTONIAN BANK. F. 1990. Dir Aare Sosaar. Add. Karja 27, Haapsalu 203170; tel. 440 91, fax 450 76. Branch offices in Orissaare, Lihula and Märjamaa.

ESTONIAN ACADEMY OF SCIENCES. F. 1938; 52 acad.; 4 divisions: Astronomy and Phys. (3 inst.), Informatics and Eng. Sci. (2 inst.), Biol., Geol. and Chem. (6 inst.), Humanities and Social Sci. (4 inst.). Pres. Arno Kõrna. The Acad. publishes 9 scientific journals. Total staff at the Acad. inst. 4,446, incl. 1,400 scientists. Add. Presidium of the Est. Acad. of Sci.: Kohtu 6, Tallinn 200106, tel. 443116; telex 173257 NAUKA; fax 442 149.

INSTITUTE OF ASTROPHYSICS AND ATMOSPHERIC PHYSICS, Est. Acad. of Sci. F. 1946; 78 scientific staff (6 DSc., 42 CSc.). Fields of research: astrophys. (structure of galaxies, evolution, phys. of stars' atmospheres), atmospheric phys. (radiation distribution, surface energy), biophys. Scientific collaboration within the Int. Astronomical Union and the Int. Meteorological and Atmospheric Phys. Assoc. Dir Tõnu Viik. Add. Tõravere observatorium, Turtumaa 202444; tel. 101 74, 334 39, f-x 102 05.

INSTITUTE OF PHYSICS, Est. Acad. of Sci. F. 1973; 135 scientific staff (14 DSc., 83 CSc.). Research in: solid state phys., laser spectroscopy and optics, theoretical phys., phys.-related instrument building (VUV spectrometry, lasers, cryotechnol.). Scientific collaboration with USA, Germany, Netherlands, Sweden, Canada and Switzerland. Dir Arvi Freiberg. Add. Riia 142, Tartu 202400; tel. 281 53, 281 06; telex 173200 LASER SU; fax 722 27.

INSTITUTE OF CHEMICAL PHYSICS AND BIOPHYSICS, Est. Acad. of Sci. F. 1980; 96 scientific staff (6 DSc., 34 CSc.). Research in: chem. phys. (radiospectroscopy of condensed media, automatization of scientific research, high-temp. superconductivity, environmental protection); phys.-chem. biol. and biotechnol. (fermentative catalysis, preparative biochem, microbiol. synthesis, molecular neurobiol.). Scientific collaboration with Finland, Sweden, Germany, Hungary, Poland, USA and USSR. Dir Endel Lippmaa. Add. Lenini pst. 10, Tallinn 200001; tel. 441 304; fax 440 640.

ESTONIAN BIOCENTRE, Est. Acad. of Sci. F. 1986; 22 scientific staff (one DSc., 3 CSc.). Research in: molecular biol., cell biol., genetics and biotechnol. Scientific collaboration with Finland, Sweden, UK, USA and Germany. Dir Richard Villems. Add. Tähetorn Toomel, Tartu 202400; tel. 336 35, 319 80; telex 173243 TAUN SU; fax 354 30.

SPECIAL CONSTRUCTION BUREAU, Est. Acad. of Sci. F. 1963; 117 scientific staff. Research in: creation of excimer lasers and laser distance spectrometry as well as preparative liquid chromatography. Dir Karl Saar. Add. Akadeemia tee 19, Tallinn 200108; tel. 537 171; fax 527 204.

INSTITUTE OF CYBERNETICS, Est. Acad. of Sci. F. 1960; 76 scientific staff (7 DSc., 39 CSc.). Research in: information technol., software eng., automatic control, math., mech. Scientific cooperation at Euromech colloquia 241 (1988).

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close collaboration with Finland (programm. control). Sweden (software). UK (information technol. mech.) et al. Dir Ulo Jaakso. **Add.** Akadeemia tee 21, Tallinn 200108, tel. 525 435, telex 173267 IFAC SU, fax 527 901.

COMPUTER R&D DIVISION 'EKTA', Inst. of Cybernetics. F. 1976. 100 scientific staff (3 DSc., 34 CSc.) Research in cybernetics, automation, electronics and electronic eng. Scientific collaboration with Finland, Sweden and UK. Dir Kalju Leppik. **Add.** Akadeemia tee 21/1, Tallinn 200026, tel. 536 373, telex 173267 IFAC, fax 527 555.

INSTITUTE OF THERMAL PHYSICS AND ELECTROPHYSICS, Est. Acad. of Sci. F. 1937. 79 scientific staff (5 DSc., 38 CSc.) Research in electrophys. (super conductive transformers; phys. of semiconductor structures), system studies of energy technol. (fuel econ. and optimization of electric energy systems), thermal phys. (turbulent flow aeromech., burning of lowyield solid fuels). Scientific collaboration with Finland, Sweden, Denmark, Germany, Hungary, UK, Canada, Latvia, Lithuania and USSR. Dir Paul Tamkivi. **Add.** Paldiski mt. 1, Tallinn 200031, tel. 452 544; fax 452 435.

INSTITUTE OF CHEMISTRY, Est. Acad. of Sci. F. 1947. 142 scientific staff (7 DSc., 72 CSc.) Fields of research: search for synthesis and effect of binactive compounds, synthesis and technol. of organic compounds, chem. of oil shales, phys. chem. invest., environmental chem. Scientific collaboration with France, Sweden, USA, Germany, Netherlands and Finland. Dir Jüri Kann. **Add.** Akadeemia tee 15, Tallinn 200108, tel. 536 450, 536 430, fax 536 371.

EXPERIMENTAL PLANT FOR ORGANIC SYNTHESIS AND BIOPREPARATIONS, Inst. of Chem. F. 1979. Chem. reagents and ultrapur substances, pharmaceutical components, perfume products. Dir Kalev Bekk. **Add.** Männiku tee 104, Tallinn 200107, tel. 517 885.

INSTITUTE OF GEOLOGY, Est. Acad. of Sci. F. 1947. 88 scientific staff (5 DSc., 49 CSc.) Research in complex geol. studies of Estonia and neighbouring areas, rational use of mineral resources and environmental protection, regularities of organic evolution. Scientific collaboration with USSR, Lithuania, Latvia, Finland, Sweden, Norway, Germany, France, UK, USA and Canada. Dir Rein Vaikmae. **Add.** Estonia pst. 7, Tallinn 200101, tel. 444 189.

INSTITUTE OF EXPERIMENTAL BIOLOGY, Est. Acad. of Sci. F. 1957. 63 scientific staff (7 DSc., 37 CSc.) Research in genetical and physiological bases of productivity in agric. plants and animals, biol. and infectious characteristics of primitive animals. Scientific collaboration with Czechoslovakia, Hungary, Germany and Finland. Dir Aavo Aaviksaar. **Add.** Instituudi tee 11, Harku alevik, Harjumaa 203051, tel. 512 456.

INSTITUTE OF ZOOLOGY AND BOTANY, Est. Acad. of Sci. F. 1946. 84 scientific staff (9 DSc., 53 CSc.) Research in: dynamics and prognosis of evolutionary processes, rational use and

control and protection of environment; dynamics. Scientific collaboration with Netherlands, Poland, Germany, Finland, UK, Czechoslovakia. Dir Andres Koppel. **Add.** Vanemuise 21, Tartu 202400, tel. 313 31; fax 334 72.

TALLINN BOTANICAL GARDENS, Est. Acad. of Sci. F. 1961. 27 scientific staff (one DSc., 16 CSc.) Research in: introduction of plants; environmental conditions and bio-indication; human interference with ecosystems in natural and artificial habitats. The nursery constitutes a separate dept. Scientific collaboration with USSR, Finland and USA. Dir Heiki Tamm. **Add.** Kloostrimetsa tee 44/52, Tallinn 200019; tel. 238 913, fax 238 468.

INSTITUTE OF ECOLOGY AND MARINE RESEARCH, Est. Acad. of Sci. F. 1990. 45 scientific staff (3 DSc., 36 CSc.) Research in: terrestrial and marine ecosystems, evaluation of marine environment and bioresources, econ. prognosis, substance turnover and energy flow of natural and technogenic processes. Scientific collaboration with Finland, Sweden, Germany and Poland. Dir Mati Punning. **Add.** Paldiski mt. 1, Tallinn 200031, tel. 451 634, fax 453 748.

INSTITUTE OF ECONOMICS, Est. Acad. of Sci. F. 1947. 87 scientific staff (8 DSc., 51 CSc.) Research in: prognosticating development and location of productive forces, and working out long-term planning fundamentals; improvement of public and ind. econ. and management mechanisms, environmental econ. Scientific collaboration with Finland, Poland, Hungary, Yugoslavia, Czechoslovakia and USSR. Dir Olev Lugas. **Add.** Estonia pst. 7, Tallinn 200105; tel. 444 570, fax 442 835.

INSTITUTE OF HISTORY, Est. Acad. of Sci. F. 1947. 80 scientific staff (9 DSc., 48 CSc.) Research in: Est. hist. from prehistoric to the present time incl. archeology, ethnology, hist. of culture, art and public educ., hist. of the Baltic Sea c. Scientific collaboration with Finland, Sweden and Germany. Dir Rein Helme. **Add.** Rnuiti 4, Tallinn 200101, tel. 446 594; fax 443 714.

INSTITUTE OF PHILOSOPHY, SOCIOLOGY AND LAW, Est. Acad. of Sci. F. 1988. 43 scientific staff (6 DSc., 25 CSc.) Research in: phil. of sci., youth, family and cultural sociology; nat. relations, mechanisms of transition from totalitarianism to democracy, legal regulation of new social relations. Scientific collaboration with Finland, USA and Denmark. Dir Priit Jarve. **Add.** Estonia pst. 7, Tallinn 200101, tel. 605 139, fax 446 608.

INSTITUTE OF LANGUAGE AND LITERATURE, Est. Acad. of Sci. F. 1947. 101 scientific staff (7 DSc., 51 CSc.) Research in: lgs. and folklore of Estnians and other Finno-Ugric peoples, Est. lit., automatized preparation of dictionaries. Scientific collaboration with Finland and Hungary. Dir Tõnu Seilental. **Add.** Noosikrantsi 6, Tallinn 200106, tel. 442 076.

ESTONIAN INSTITUTE OF FORESTRY, F. 1969. 50 scientific staff (2 DSc., 29 CSc.) Research in: forest management and productiv

Scientific collaboration with Finland, Sweden, Poland, Germany, Latvia, Lithuania and Russia. Dir Ivar Etervik. **Add.** Rõõmu tee 2, Tartu 202400; tel. 363 81.

ESTONIAN RESEARCH INSTITUTE OF AGRICULTURE AND LAND RECLAMATION, F. 1946. 153 scientific staff (9 DSc., 80 CSc.) Research in: agric. plant cultivation (agrochem., land development, land tillage, mechanization, soil analysis, plant protection, horticulture, variety cultivation, econ.). Scientific collaboration with Netherlands, Sweden, Germany and Finland. Dir Valdek Loko. **Add.** Saku sijk, Harjumaa 203400; tel. 721 408, 721 630.

INSTITUTE OF EXPERIMENTAL AND CLINICAL MEDICINE, F. 1947. 93 scientific staff (15 DSc., 53 CSc.) Research in: pollution by cancerogenes in bodies of water, cancer epidemiology, hygiene and occupational pathology in the oil-shale ind., toxicology, pulmonology, gastroenterology, Est. curative mud. Scientific collaboration with Finland, Germany and Sweden. Dir Toomas Veidebaum. **Add.** Hiiu 42, Tallinn 200107; tel. 514 300.

ARNOLO SEPPÖ LABORATORY AND CLINIC FOR METALLOSTEOSYNTHESIS RESEARCH, F. 1978. 20 scientific staff (one DSc., 5 CSc.) Research in: surgical treatment of bone fractures; conservative and operative treatment of osteomyelitis and orthopaedic diseases; treatment of burns. Scientific collaboration with USA, Finland, Sweden, Italy and Switzerland. Dir. Rein Raie. **Add.** Tõnismägi 5a, Tallinn 200001; tel. 682 798, 683 132.

INSTITUTE OF GENERAL AND MOLECULAR PATHOLOGY, Tartu Univ. F. 1979. 108 scientific staff (4 DSc., 31 CSc.) Research in: genetics, biotechnol., immunology, immunochem., cell biol., microbiol., endocrinology, pharmacology, cardiology, neurology, enterology. Scientific collaboration with Finland, Sweden and Germany. Dir Arvo Valdur Mikelsaar. **Add.** Veski 34, Tartu 202400, tel. 323 87, 353 47; fax 303 65.

ADOLF MÖLDER ANIMAL BREEDING AND VETERINARY SCIENCE RESEARCH INSTITUTE, F. 1947. 121 scientific staff (11 DSc., 68 CSc.) Research in: racial characteristics and performance of livestock and poultry; feeding, nutritive value of feeds, animal diseases and treatment, environmental protection; automatization of farm work, econ. Scientific collaboration with Canada, UK, Netherlands, Denmark, Norway, Sweden, Czechoslovakia and Finland. Dir Elmar Valdmann. **Add.** Kreutzwaldi 1, Tartu 202400, tel. 324 52, fax 348 97.

RESEARCH AND DESIGN INSTITUTE OF SILICATE CONCRETE, F. 1961. 151 scientific staff (2 DSc., 35 CSc.) Research in: technol. and equipm. for autoclaved foam concrete, silica bricks and high-dispersive filler materials, designs for factories. Scientific collaboration with USA, Germany, Switzerland, Finland, Poland and Hungary. Dir Vyacheslav Shlyk. **Add.** Männiku tee 123, Tallinn 200012; tel. 517 259; fax 529 662.

Research in: information systems design, on-line database services, information policy, environment pollution (esp. atmospheric), protection of metals from corrosion. Scientific collaboration with Poland, Hungary, Germany, Czechoslovakia and Finland. Acting Dir Gustav Laigna. **Add.** Tõnismägi 8, Tallinn 200106, tel. 440 513, telex 173178 BINDO SU, fax 682 057.

ESTONIAN MANAGEMENT INSTITUTE, F. 1978. Research in: entrepreneurship in Estonia (incl. co-operatives and ltd liability companies), innovation policy, successful management. Scientific collaboration with Finland, Sweden, Norway, USA, Canada and Czechoslovakia. Acting Dir Jüri Truusa. **Add.** Süüste tee 21, Tallinn 200108, tel. 521 619, fax 521 625.

ESTONIAN INSTITUTE, F. 1989. 13 staff; initiates and promotes bilateral scientific and cultural exchange with other c. Founder and Dir Lennart Meri; Sec. Gen. Henno Rajandi. **Add.** Sakala 3, tuba 15; tel. 443 555; fax 691 877.

INSTITUTIONS OF HIGHER EDUCATION

TARTU UNIVERSITY, F. 1632. 9 faculties: Hist., Med., Biol., and Geogr., Philol., Phys. and Chem., Physical Educ., Econ., Math., and Law, 1,230 academic staff (incl. 104 Prof., 290 Asst Prof.); 8,000 students (5,770 full-time, 2,230 correspondence); joint projects with 60 univ. and research inst. in Europe and N-America. Rector Jüri Kämer. **Add.** Ülikooli 18, Tartu 202400; tel. 348 66, telex 173243 TAUN SU, fax 354 40; public relations office tel. 354 21.

TALLINN TECHNICAL UNIVERSITY, F. 1936. 6 faculties: Energy, Automation, Mech., Chem., Constr., and Econ.; 816 faculty and scientific staff (29 Prof., 300 Asst Prof.); 9,049 students (5,314 full-time, 1,382 evening, 2,353 correspondence). Scientific collaboration with Finland, Hungary, Netherlands, UK, USA, Sweden, Bulgaria, Czechoslovakia, Poland and Germany. Rector Olav Aarna. **Add.** Ehitajate tee 5, Tallinn 200108; tel. 537 258; telex 173101 STJUD SU; fax 532 446.

ESTONIAN AGRICULTURAL ACADEMY, F. 1951. 9 faculties: Agron., Econ., Forestry, Agric. Eng., Agric. Mechanization, Zoo Eng., Veterinary Med., Humanities, and Extramural Studies. 361 faculty and scientific staff (23 Prof., 114 Asst Prof.); 4,130 students (2,819 full-time, 1,311 correspondence). Scientific collaboration with Sweden, Finland, Germany, Hungary, Poland, Ireland, USA, UK, Denmark, Netherlands, Japan, Czechoslovakia. Rector Olev Savelli. **Add.** Riia 12, Tartu 202400; tel. 318 00, 714 97; telex 173839 ADER SU; fax 315 73.

TALLINN TEACHER TRAINING INSTITUTE, F. 1947. 6 faculties: Lgs., Math. and Phys., Pedag., Cultural Educ., Sports, and Preparatory and Supplementary Training for Educ. Management; 424 faculty and scientific staff (9 Prof., 107 Asst Prof.); 3,589 students (2,324 full-time, 1,265 correspondence). Scientific col-

Appendix E

Enterprises Established with Foreign Participation

ENTERPRISES ESTABLISHED WITH FOREIGN PARTICIPATION
(as of September 3, 1991)

<u>Country</u>	<u>Number of Joint-Stock</u>	<u>Number of Joint-Venture</u>	<u>Number of Enterprises</u>	<u>Capital Assets (Roubles 000)</u>
Sweden	97	45	142	60,820
Soviet Union	247	39	286	41,301
Finland	268	159	427	41,111
Yugoslavia	2	2	4	14,907
India	2	3	5	6,440
United States	25	17	42	5,063
Holland	4	2	6	3,624
Germany	19	21	40	1,881
Austria	10	6	16	1,525
Switzerland	6	4	10	1,395
Latvia	10	2	12	999
Canada	10	6	16	997
Liechtenstein	2	4	6	927
Poland	6	4	10	920
Cyprus	-	1	1	709
Gibraltar	2	3	5	630
China	-	2	2	590
Belgium	1	3	4	451
Great Britain	6	6	12	416
Luxembourg	5	3	8	250
Denmark	5	3	8	215
Norway	6	2	8	187
Bulgaria	4	1	5	160
Italy	1	5	6	126
Spain	2	2	4	111
Australia	-	1	1	102
Afghanistan	-	2	2	98
Venezuela	1	1	2	78
Nepal	2	1	3	64
Lithuania	3	-	3	64
France	1	-	1	60
Syria	-	1	1	50
Hong Kong	-	1	1	50
Thailand	-	1	1	50
Portugal	1	-	1	35
Guinea-Bissau	-	1	1	25
Singapore	-	1	1	22
Ireland	-	1	1	10
Japan	1	-	1	10
Israel	1	-	1	1
Hungary	1	-	1	1
TOTAL	751	356	1,107	186,475

Source: Estonian Institute of Economic Development

Appendix F

Private Sector Support Organizations

PRIVATE SECTOR SUPPORT ORGANIZATIONS

Chamber of Commerce and Industry (CCI)

Estonian - US Chamber of Commerce

Small Business Association (EVA)

Association of Private Small Enterprises

Association of International Entrepreneurs

Trade Associations

V

Appendix G

Estonian Commercial Banks

ESTONIAN COMMERCIAL BANKS
(as of July 1, 1991)

<u>NAME</u>	<u>FIXED CAPITAL ROUBLES (MILLION)</u>
Tartu Commercial Bank	48.3
Estonian Commercial Bank of Industry	35.8
Union Baltic Bank	31.6
Estonian Social Bank	27.5
Esttexbank	16.0
Commercial Bank of the Estonian Small Business Association (EVEA Bank)	14.4
Parnu Commercial Bank	10.9
Bank of Virumaa	9.3
Revalia Bank	8.9
West-Estonian Bank	8.5
Tallinn Rural Bank	8.0
South-Estonian Development Bank (LEA-Bank)	7.6
Narva Bank	6.7
Bank of Tallinn	6.0
Estonian Innovation Bank	5.9
Keila Bank	5.4
Estonian Rural Bank	5.0
Otepaa Bank	5.0
Viimsi Bank	5.0
Viljandi Commercial Bank	5.0
Estonian Commercial Bank	<u>N/A</u>
TOTAL	270.8

Source: Estonian Institute of Economic Development