

A1-2-9  
154

# THE INTERNATIONAL REVIEW FOR CHIEF EXECUTIVE OFFICERS

Published by Sterling Publications Limited, P.O Box 839, 86-88 Edgware Road, London W2 2YW  
Telephone +44 71-915 9600 Telex: 8953130 ESPEPE G Fax: +44 71 -402 1468

Consultant Editor:

Robert Davies, Chief Executive, The Prince of Wales Business Leaders Forum

Господану Борису Ельцину  
Президенту Российской Федерации  
Кремль  
103132 Москва

23-го августа 1994

Уважаемый Господин Президент,

Корпорация Sterling Publishing Group является одной из крупнейших Европейских business to business компаний. Sterling специализируется на публикации ежегодных тематических бизнес-обзоров. Я с удовольствием предлагаю Вашему вниманию информацию о следующем выпуске издания The International Review For Chief Executive Officers.

Ежегодник The International Review For Chief Executive Officers является бизнес ревью для руководителей высшего звена. Цель ревью - обеспечить руководителей бесценной информацией о деловом, экономическом и торговом развитии стран всего мира. Редактор-консультант ревью - Роберт Давис, руководитель The Prince of Wales Business Leaders Forum.

Мы почтём за честь пригласить Вас принять участие в специальном докладе о Российской Федерации и получить Вашу статью о потенциальных возможностях для инвестиции. Мы уже получили подтверждения об участии от министров, Глав Государственных Комитетов, академиков и консультантов по Западным вопросам. В идеале мы хотели бы получить от Вас полную статью (примерно 2,500 слов), но понимая загруженность Вашего рабочего графика, мы были бы благодарны статье объёмом в одну страницу. Просим Вас приложить к статье фотографию.

Мы с удовольствием ответим на все Ваши вопросы.

С уважением,



Элизабет Б Браун  
Главный Редактор  
Т-071 915 9608  
Ф-071 724 0124

---

**Guaranteed Circulation 25,000 Copies**

---



Published by Sterling Publications Limited, P.O Box 839, Garfield House, 86-88 Edgware Road, London W2 2YW  
Telephone: +44 71 915 9600 Fax: +44 71 724 0124 E-mail: andrew@editor.demon.co.uk

N 5079

026582 25.08.94

КОН. ДЕНТА  
L'YAS. ДЕНТА FOCSEM

26208	25.08.94
Администрация Президента Российской Федерации	
Время выдачи: 16:37:47	

018444038.05079

Rel

В архив с  
группой материалов 150  
В.В.Кобелев

Презентация на 27.8.94  
президентского уровня.  
Интерес не представляет.

Ничего в архиве.

27.08.94 КК

В. В. Ковалевский <sup>153</sup>

Вят. Вас.! Боссову  
моя - твою, пока наши Б.Н.

Ковалеву перевернули с  
В.В. на обратном целесо-  
образности этого "дела".

© гв. Пн. 26.8.34

# THE INTERNATIONAL REVIEW FOR CHIEF EXECUTIVE OFFICERS

Published by Sterling Publications Limited, P.O. Box 839 Edgware Road, London W2 2YW  
Telephone: + 44 71 915 9600 Fax: 44 71 724 0124/ +44 71 402 1468 Telex: 8953130 ESPEPE G

Consultant Editor:

Robert Davies, Chief Executive, The Prince of Wales Business Leaders Forum

**Consultant Editor** - Robert Davies, Chief Executive, The Prince of Wales Business Leaders Forum.

**Managing Editor** - Mike Johnson, Chief Executive, Johnson & Associates.

**THE INTERNATIONAL REVIEW FOR CHIEF EXECUTIVE OFFICERS** is the first high quality, fully comprehensive review on management, strategy, international trade and business development, specifically for the chief executive officers of the world's largest corporations and institutions.

**THE INTERNATIONAL REVIEW FOR CHIEF EXECUTIVE OFFICERS** will be A4 in size and contain around 350 pages. It will include more than 80 international business and management papers written by chief executives of leading corporations and international organisations as well as heads of governments from around the world.

**THE INTERNATIONAL REVIEW FOR CHIEF EXECUTIVE OFFICERS** will be published in March 1994 and distributed by name exclusively to the world's leading chief executive officers. Only the most powerful corporations, institutions and democracies will receive the publication. Total circulation will be audited by the Audit Bureau of Circulations. There will be a minimum of 25,000 copies distributed worldwide. Readership is estimated to be in excess of 250,000 business and government readers.

**THE INTERNATIONAL REVIEW FOR CHIEF EXECUTIVE OFFICERS** will be published by the Sterling Publishing Group PLC, Europe's leading business and technology publishing group. Based in London, Sterling commands a considerable reputation for publishing state of the art business and technology reviews for the professions as well as for various industries. Well known titles include: *Managing*, *World Infrastructure*, *Global Management*, (the official management review for the American Management Association and the Management Centre Europe), *Debrett's Peerage and Baronetage* and *Debrett's People of Today*. *Debrett's Peerage*, a subsidiary of the Sterling Publishing Group, is one of the oldest publishing companies in Europe. It is the major source of reference for matters relating to royalty and aristocracy in Britain and Europe.

---

**Guaranteed Circulation 25,000 Copies**

---



Published by Sterling Publications Limited, P.O. Box 839, Garfield House, 86-88 Edgware Road, London W2 2YW  
Telephone: +44 71 915 9600 Fax: +44 71 724 0124 Telex: 8953130 ESPEPE G

155

# THE INTERNATIONAL REVIEW FOR CHIEF EXECUTIVE OFFICERS

Published by Sterling Publications Limited, P.O. Box 839 Edgware Road, London W2 2YW  
Telephone: +44 71 915 9600 Fax: 44 71 724 0124/ +44 71 402 1468 Telex: 8953130 ESPEPE G

Consultant Editor:

Robert Davies, Chief Executive, The Prince of Wales Business Leaders Forum

## THE PRINCE OF WALES BUSINESS LEADERS FORUM

The Prince of Wales Business Leaders Forum (PWBLF) was established on the personal initiative of The Prince of Wales in February 1990. The PWBLF enables international business leaders to share experience and exchange ideas on good corporate citizenship and practical action for sustainable development in their international locations.

### **Mission**

The mission of The Prince of Wales Business Leaders Forum is:

- to promote involvement in the community and good corporate citizenship by the international business community as an integral part of successful business operations worldwide.
- to raise awareness of the need for sustainable development of local communities by promoting exchange of information on good practice, creating local partnerships and mobilising an international network of business leaders through educational and promotional activities.

Activity takes place on three levels:

- raising of awareness and the sharing of experience.
- acting as a catalyst for follow-up action by local partners and associates.
- directly initiating follow-up programmes and demonstration projects in partnership with others, or mobilising champions in specific business sectors to promote action within their industry.

---

**Guaranteed Circulation 25,000 Copies**

---



Published by Sterling Publications Limited, P.O. Box 839, Garfield House, 85-88 Edgware Road, London W2 2YW  
Telephone: +44 71 915 9600 Fax: +44 71 724 0124 Telex: 8953130 ESPEPE G

# THE INTERNATIONAL REVIEW FOR CHIEF EXECUTIVE OFFICERS

Published by Sterling Publications Limited, P.O Box 839 Edgware Road, London W2 2YW  
Telephone: +44 71 915 9600 Fax: 44 71 724 0124/ +44 71 402 1468 Telex: 8953130 ESPEPE G

Consultant Editor:

Robert Davies, Chief Executive, The Prince of Wales Business Leaders Forum

## CIRCULATION PROFILE

THE INTERNATIONAL REVIEW FOR CHIEF EXECUTIVE OFFICERS will be circulated on a free of charge basis, by name exclusively, to the chief executive officers or equivalent of:

- A) The largest Companies & Holdings
- B) The largest Banks & Financial Institutions
- C) The largest Media & Television organisations including BBC, CNN, NBC, Euronews, Reuters, etc.
- D) The largest Business Libraries in London, Paris, Rome, Athens, New York, Los Angeles, Tokyo, etc.

### SPECIAL DISTRIBUTION:

The heads of governments and cabinet ministers of the leading 50 industrialised countries.

The heads of international organisations: (eg: UN, EC, OPEC, WHO, World Bank...)  
Leading management consultants

Total distribution will be no less than 25,000 copies which will be ABC audited to guarantee the circulation independently.

INDEPENDENT RESEARCH will determine the name of the chief executive or equivalent at the point of distribution, therefore ensuring that only the current serving chief executive officers as of March 1994 will receive the publication.

THE INTERNATIONAL REVIEW FOR CHIEF EXECUTIVE OFFICERS will only be sent to named individuals.

---

## Guaranteed Circulation 25,000 Copies

---



Published by Sterling Publications Limited, P.O Box 839, Garfield House, 86-88 Edgware Road, London W2 2YW  
Telephone: +44 71 915 9600 Fax: +44 71 724 0124 Telex: 8953130 ESPEPE G

# THE INTERNATIONAL REVIEW FOR CHIEF EXECUTIVE OFFICERS

Published by Sterling Publications Limited, P.O Box 839, 86-88 Edgware Road, London W2 2YW  
Telephone +44 71-915 9600 Telex: 8953130 ESPEPE G Fax: +44 71 -402 1468

Consultant Editor:

Robert Davies, Chief Executive, The Prince of Wales Business Leaders Forum

## SPECIAL REPORT ON RUSSIA

### ▲ THE PRINCE OF WALES ROYAL VISIT TO RUSSIA

His Majesty the Prince of Wales and the Chief Executive of the Prince of Wales Business Leaders Forum Mr Robert Davies, visited Russia in May this year. This years edition of the International Review for Chief Executive Officers will include a special report on the Prince's visit to St Petersburg and their findings.

### INVESTMENT REPORT

Leading commentators will assess the current Economic, Political and trade Concerns of interest to the Chief Executive Officer. Papers will be individually commissioned from Heads of State, Government Ministers, Heads of State Committees, Regional Administration authorities, Academics and independent consultants. Alexandr Shokhin, Minister of Economics and Deputy Prime Minister will open the feature with a current appraisal of investment potential in Russia.

### INDUSTRY REVIEWS

The International Review for Chief Executive Officers will provide readers with a thorough briefing on the key industry sectors Papers will be sourced from the respective Ministers as well as leading Western experts to provide a balanced and accurate picture of the current situation. Areas to be addressed will include:

- |                     |                    |                    |
|---------------------|--------------------|--------------------|
| -Agriculture        | -Food distribution | -Healthcare        |
| -Pharmaceuticals    | -Chemicals         | -Light Engineering |
| -Automotive         | -Shipbuilding      | -Mining            |
| -Oil & Gas          | -Pulp and Paper    | -Printing          |
| -Telecommunications | -Construction      | -Aviation          |

---

**Guaranteed Circulation 25,000 Copies**

---



Published by Sterling Publications Limited, P.O Box 839, Garfield House, 86-88 Edgware Road, London W2 2YW  
Telephone: +44 71 915 9600 Fax: +44 71 724 0124 Telex: 8953130 ESPEPE G



# THE INTERNATIONAL REVIEW FOR CHIEF EXECUTIVE OFFICERS

Published by Sterling Publications Limited, P.O Box 839, 86-88 Edgware Road, London W2 2YW  
Telephone +44 71-915 9600 Telex: 8953130 ESPEPE G Fax: +44 71 -402 1468

Consultant Editor:

Robert Davies, Chief Executive, The Prince of Wales Business Leaders Forum

## SELECT LIST OF CONTRIBUTORS

ALGIRDAS BRAZAUSKAS

*President of the Republic  
of Lithuania*

MART LAAR

*Prime Minister of the  
Republic of Estonia*

S NYAZOV

*President of the Republic  
of Turkmenistan*

ALEXANDR LUKASHENKO

*President of the Republic  
of Belorussia*

---

**Guaranteed Circulation 25,000 Copies**

---



Published by Sterling Publications Limited, P.O Box 839, Garfield House, 86-88 Edgware Road, London W2 2YW  
Telephone: +44 71 915 9600 Fax: +44 71 724 0124 E-mail: andrew@editor.demon.co.uk

**STERLING**  

---

**PUBLISHING**  

---

**GROUP**

**A PROFILE OF OUR ACTIVITIES**

**STERLING PUBLISHING GROUP PLC**  
**53 Grosvenor Street**  
**London W1X 9SH**

**Tel: 071-495 1262**  
**Fax: 071-491 0049**

Roger Harrison - Chairman

Victor Lewis - Director

Michael Summers - Managing Director  
 Danny Coughlan - Operations Director  
 Robert Heller - Director

Michael Preston - Director  
 Dominic Shorthouse - Director  
 Clare Whitley - Finance Director

Sterling Publishing Group was founded as a private company in 1978. It went public in 1985 with shares quoted on the Unlisted Securities Market in London. Since then, continual growth and development has established the Group as one of Europe's foremost international publishing houses and exhibition organisers. Through its subsidiaries it produces over 140 titles annually. It also organises a number of major exhibitions including the *International Water and Effluent Exhibition (IWEX)* and *Bake*. CEETEX 94 is the first exhibition devoted to Central and Eastern Europe. Further shows covering this area are planned for the coming years.

The Group's major activities in the United Kingdom are carried out through four principle subsidiaries; Sterling Publications, Turret Group, Cornhill Publications and Debrett's Peerage. Its activities in the United States are operated by Sterling Northeast.

**STERLING PUBLICATIONS LIMITED**

**Garfield House**  
**P O Box 839**  
**86-88 Edgware Rd**  
**London W2 2YW**

**Tel: 071-915 9600**  
**Fax: 071-402 1468**  
**Telex: 8953130 ESPEPE G**

**Brunei House**  
**P O Box 799**  
**57 North Wharf Road**  
**London W2 1XR**

**Tel: 071-915 9660**  
**Tel: 071-724 2089**  
**Telex: 295819 ESPEEL G**

Michael Summers - Managing Director  
 Danny Coughlan - Operations Director

Julie Wedd - Divisional Publishing Director  
 Lee Wright - Finance Director

Sterling Publications currently publishes over 60 high quality business titles. The company is renowned for its publication of definitive annual business reviews catering for all leading industry sectors. Each review comprises a number of specifically written papers edited by a leading expert in the field. The reviews command considerable respect and are read by the international business community and Governments world-wide. The books are distributed on a controlled circulation basis and the majority are subject to the rigorous auditing of the Audit Bureau of Circulations (ABC). Currently, around 1 million books are distributed on an annual basis.

Major titles include

*"Trading with the USA" and "Trading With Canada"*  
 (On behalf of the Department of Trade and Industry)

*USA & Europe - The New Era*  
 (On behalf of the European Council of American Chambers of Commerce)

*Automotive Technology International*

*Metalworking Technology International*

*Railway Technology International*

*Hospital Management International*  
(On behalf of the International Hospital Federation)

*The London Factor - Why London means Business*  
(In association with London First)

*Pharmaceutical Manufacturing International*

Developments in Eastern Europe and the Former Soviet Union have been reflected in the publication of a number of titles designed specifically to provide readers with a thorough briefing on trade and investment developments in the region. These titles include:

*Global Management (Volumes 2 & 3)*  
(On Behalf of Management Centre Europe)

*Trading in the New Russia*

*Encyclopaedia of Polish Industry*  
(On behalf of the Polish State Foreign Investment Agency)

*Investment Opportunities in the Former Soviet Union - Quarterly*

*Encyclopaedia of Russian Industry - due to be published in February 1995*

*Business and Investment in Eastern Europe*

**STERLING EXHIBITIONS**

**P O Box 839**  
**86-88 Edgware Road**  
**London W2 2YW**

**Tel: 071-724 0136**  
**Fax: 071-724 0124**  
**Telex: 8953130 ESPEPE G**

David Law - Exhibitions Director  
Maria Merc - Exhibitions Manager

Sterling Exhibitions has worked closely with Turret Group Plc in organising CEETEX 94. Further major international shows using these two Group's facilities are planned for the coming year.

**TURRET GROUP PLC**

Turret House  
171 High Street  
Rickmansworth  
Hertfordshire  
WD3 1SN

Tel: 0923 777000

Fax: 0923 771297

Paul Michael - Managing Director

Ian Garmeson - Finance Director

Robert Jordan - Sales Director

Peter de Lacey - Publishing Director

Tom Tebbatt - Exhibitions Director

Turret Group plc is an established name in international business publishing and exhibition organising. The company was established nearly fifty years ago and is now a major player in a very competitive market. Its titles and exhibitions are growing fast, and are highly regarded in their respective industries.

**PUBLICATIONS**

Turret Group plc has specialised in the publication of trade and technical journals for nearly 50 years. They range from weekly to quarterly titles and are aimed at retailers, management, and technicians and scientists in industry. Each title is tailored to its specific niche. In most of the fields in which Turret publishes a journal, a yearbook is also produced.

Major titles include:-

*Bakers Review*

*Toy Trader*

*International Milling Flour and Feed*

(These titles have now been published for over 100 years)

Other major titles

*Finishing*

*European Machining*

*Window Industries*

*European Surface Treatment*

*Window Industries*

*Automotive Interiors International*

- 4 -

**EXHIBITIONS**

Turret has been involved in exhibition organising for over 25 years. It is amongst the largest independent organisers of industrial and trade shows in the UK and is one of the leading trade and technical exhibition organisers in Europe. Each year Turret has added to its list of exhibitions and, in addition to its events in the UK, shows are currently being organised in Singapore and Manila. Turret, in association with Sterling Exhibitions, are the organisers of CEETEX 94. It is this coupling of experience with new project development which has ensured the success of CEETEX 94.

Major Exhibitions include:-

*International Water and Effluent Exhibition (IWEX)*

*Bake*

*International Feed and Milling (Singapore)*

**CORNHILL PUBLICATIONS LIMITED**

**Kings Court  
2-16 Goodge Street  
London W1P 1FF**

**Tel: 071-240 1515**

**Fax: 071-379 7371**

Victor Lewis - Managing Director  
Simone Kessler - Development Director

Lawrence Garman - Sales Director  
Christine Eaves-Walton - Editorial Director

Cornhill, which became part of the Group in 1981, have specialised in the publication of annual and quarterly journals and annual business reviews since the formation of the company in 1981. Many of the titles are produced on behalf of third party trade and commercial organisations. Cornhill currently publishes some 30 titles.

Major titles include:-

*Marketing Director International*

*Global Investment Management*

*European Direct Marketing*

*European Campaign Planner*  
(In association with Carat)

*World Development Finance*

*International Defence & Security Development*

*Exploration & Production Technology International*

*European Purchasing & Materials Management*

**DEBRETT'S PEERAGE LIMITED**  
73-77 Britannia Road  
London SW6 2JR

Tel: 071-736 6524  
Fax: 071-731 7768

Jon Parker - General Manager

Debrett's Peerage Limited is the oldest publishing house in the United Kingdom. The company has a reputation for the publication of reference works on the Royal Family and similar topics. Debrett's, which has been a household name for over 200 years, is internationally recognised by the media, Government and industry as the World's leading publisher of top-end authoritative reference works.

Major reference works include:-

*Debrett's Peerage*

*Debrett's People of Today*

*Debrett's World of Travel*

To embrace recent developments in Central and Eastern Europe and the Former Soviet Union, Debrett's now publishes the following additional reference works:-

*Debrett's Who's Who in Central and Eastern Europe*

*Debrett's Who's Who in the Former Soviet Union*

**STERLING NORTHEAST**  
400 Post Avenue  
Westbury  
New York, N Y 11590  
USA

Tel: 0101 516 338 0900  
Fax: 0101 516 338 0100

Dennis Shea - CEO

Sterling Northeast is the Sterling Group's subsidiary in the United States. It is based in New York and publishes the 29 year old *Area Development* magazine - the leading monthly publication on site and facility planning in the United States. Additionally, Sterling Northeast maintains a custom publication division.

Major Titles Include

*Area Development*

*Location USA*

Sterling Northeast, in conjunction with Sterling Publications, also publishes *Foreign Trade and Investment Review*, a comprehensive review of Eastern European trade and investment.

\*\*\*\*\*

The various companies in the Group operate from 8 offices in and around Central London and employ over 800 people in total.

5089 / 12



sky courier international

SKY INTERNATIONAL LTD LONDON HEATHROW AIRPORT TEL: (0895) 864440 FAX: (0895) 860044



SKYNET



064272791

168  
BILL OF LADING NUMBER

F 064 272791

CONSIGNOR

COMPANY NAME: WILLING PUBLICATIONS INTL ACCOUNT NUMBER: 00001851

ADDRESS: FINEL HOUSE PO BOX 789 00020836

57 NORTH WARE ROAD

LONDON W2 1XF

TEL: 071-915 9680

CONDITIONS OF CARRIER BY TENDERING GOODS FOR TRANSPORT BY SKY THE CONSIGNOR AGREES TO BE BOUND BY SKY'S TERMS AND CONDITIONS PRINTED ON THE REVERSE OF THIS RECEIPT

SHIPPER'S SIGNATURE: A PRINT NAME: A

DATE: 23/8/14

SHIPPER'S REFERENCE: EQ

CONSIGNEE

COMPANY NAME: PRESIDENT OF THE RUSSIAN FED P.O. BOXES ARE NOT DELIVERABLE

ADDRESS: THE KREMLIN

CITY: MOSCOW STATE: 2 OF 103132

COUNTRY: RUSSIA

AT: MOSCOW YELTSIN NUMBER 925 3581

RECEIVED IN GOOD ORDER BY

SIGNATURE: / PRINT SURNAME: / DATE: 1/ TIME: AM

SERVICES REQUIRED

EXPORT COURIER / NORMAL SERVICE  DOMESTIC COURIER OVERNIGHT

EXPORT COURIER SPECIAL SERVICE  DOMESTIC COURIER SAME DAY

INSURANCE

SKY'S LOGS 1 & 2 COVER THE GOODS AND CONTAINERS TO A MAXIMUM VALUE OF £500 IF YOU REQUIRE ADDITIONAL INSURANCE PLEASE CALL 0800 012 3456 SERVICES DEPARTMENT

ALL WEIGHTS SUBJECT TO CORRECTION

NET WEIGHT: 01 KILOGRAMS

GRAMS: 200

FULL DESCRIPTION OF GOODS: DOX PROFORMA INVOICE REQUIRED FOR ALL NON-DOCUMENT SHIPMENTS

VALUE FOR CUSTOMS:

SPECIAL INSTRUCTIONS / THIRD PARTY PICK-UP

RECEIVED BY SKY	TIME	DATE	ORIGIN	VIA	GATEWAY	DESTINATION
	AM	/ /				
	PM					

THANK YOU FOR SHIPPING WITH

sky courier international

A MEMBER OF THE SKYNET INTERNATIONAL NETWORK

PHONE YOUR LOCAL OFFICE FOR IMMEDIATE QUOTATION

NON-NEGOTIABLE CONSIGNMENT NOTE SUBJECT TO STANDARD TRADING CONDITIONS SHOWN ON THE REVERSE OF THIS CARRIER'S RECEIPT

STANDARD FORM NO. 1007 ISSUED 01/07/03

DUPLICATE - CONSIGNEE COPY