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SPRINGBOARD TO
NORTHEASTERN EUROPE

Helsinki

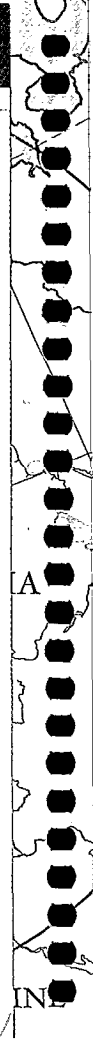


Government
of Canada

Gouvernement
du Canada

Canada 

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foreword

With the fall of the Iron Curtain in 1990, a tremendous new market of 410 million opened on the eastern doorstep of industrialized Europe. Today, more than a decade later, the geographical entity known as central and eastern Europe (CEE) and the former Soviet Union (FSU) countries represents one of the world's most promising emerging markets—a complex, diverse and fast-changing region that beckons Western entrepreneurs with its unlimited potential, while at the same time presenting them with often formidable challenges.

In many ways, the region is already beginning to exhibit its potential. Recent growth rates have tended to top those in western Europe, and projections for the future suggest the CEE and FSU economies as a whole should continue to outperform their more developed neighbours for years to come. But when westerners look to the East, they also see a region of risk that is still in transition, with higher levels of political instability and bureaucracy, and greater uncertainty about laws and rules than they find at home.

It is in recognition of this dual reality that service industry representatives on the Trade Team Canada Service Industries (TTCSI) (<http://ttcservices.ic.gc.ca>) have expressed a continuing interest in revisiting the market opportunities in the CEE and FSU, and have asked for assistance in the form of new tools, such as "third-country partnering," to facilitate long-term business engagement in the region and to minimize exposure to risk.

For this reason, Industry Canada is introducing two booklets, *Vienna: Springboard to Eastern Europe* and *Helsinki: Springboard to Northeastern Europe*, to serve as concise business guides, containing valuable contact points that Canadian firms, particularly in the service sector, will find useful in their preparations for entering the region. Vienna and Helsinki were chosen because of their roots in the West as well as their proximity and long-established cultural and commercial links to CEE and FSU. It is hoped the booklets will prove of great value to Canadian service firms looking to make their mark in these new and promising emerging markets.

1. introduction

Finland, a Western democracy at the crossroads of western and eastern European culture, is regarded as the heart of the new northern Europe (NNE)—a region of 80 million people that comprises the Nordic and Baltic Sea countries, and includes northwest Russia with St. Petersburg, Novgorod, Murmansk, Arkhangelsk and Tver, and reaches all the way to Moscow. Helsinki is the ideal springboard into this fast-emerging region.

For Canadian firms eyeing business and export opportunities in FSU countries, Helsinki offers a mix of amenities, services, expertise, experience and language skills, including wide use of English, that few hubs can match. The Finnish capital is home to many international corporations, financial institutions, consulting firms, modern telecommunications and quality hotels.

As well, Finland is the only western European country with the same rail gauge as Russia, making it possible to ship goods and equipment all the way to the Pacific Ocean without time-consuming off-loading or transfer of

railcars. Nowhere else in Europe can a company integrate sea, air and rail transportation into Russia and the Baltic countries.

Over the past decade, Finland has transformed itself from a resource-based economy to a European leader of high technology and advanced industry. Electrical and electronic industries have replaced pulp and paper as the country's single-largest export sector.

In 2003, Finland was named both the world's most competitive economy by the Davos World Economic Forum and the least corrupt country by Transparency International. Stability, reliable growth rates, a low inflation outlook, superior infrastructure (including harbours, rail links, airports and highways) and an educated population make Finland a promising locale for launching business ventures or partnerships in northeastern Europe and, in particular, the Baltic countries and northwest Russia.

But that does not exhaust Finland's advantages as a springboard country.

Equally important are Finland's shared cultural roots, and an established history of trade and commerce with the previously closed Baltic and Russian economies. In short, Finns know how to do business in Russia and the Baltic States and have the history, infrastructure, language skills, experience and perseverance to do it. The following pages contain the contacts—both public and private—that Canadian firms will find useful in planning their entry into, or expanding their presence within, the FSU markets.



2. finnish government institutions

Many of the following government institutions and their Web sites provide services and information in English as well as in Finnish and Swedish.

Council of State

From Web site, access available to all Finnish government ministries.

<http://www.valtioneuvosto.fi>

Invest in Finland Bureau

National organization that promotes foreign direct investment. Works in close connection with local industry and offers links between Finnish and foreign companies.

Address: Aleksanterinkatu 17
P.O. Box 800, FIN-00100 Helsinki
Tel.: +358-9-6969 125
Fax: +358-9-6969 2530
<http://www.investinfinland.fi>
info@investinfinland.fi

Ministry of Finance

<http://www.vm.fi>

Ministry of Foreign Affairs

<http://www.formin.fi/english>

Ministry of Trade and Industry

<http://www.ktm.fi>

3. international organizations

Wider Institute

(World Institute for Development Economics Research) First Helsinki research and training centre established by the United Nations University, in 1984. Undertakes multidisciplinary research and policy analysis on structural changes in world's poorest nations.

Address: Katajanokanlaituri 6B,
FIN-00160 Helsinki
<http://www.wider.unu.edu>
wider@wider.unu.edu

4. public institutions/organizations

Alexander Institute

The Finnish Centre for Russian and East European Studies, promotes and coordinates Russian, Baltic and East European studies and provides expert services, supports researcher programs and awards masters' degrees.

CONTACT: Leo Granberg,
development manager

Address: P.O. Box 4, FIN-00014,
University of Helsinki

Tel.: +358-9-1912 4175

Fax: +358-9-1912 3822

<http://www.helsinki.fi/aleksanteri>
leo.granberg@helsinki.fi

Association of Finnish Local and Regional Authorities (Suomen Kuntaliitto)

Representing Finnish municipalities, promotes local interests and engages in development work. Participates in cross-border co-operation through joint projects with Baltic and Russian authorities.

Address: Toinen linja 14,
P.O. Box 200, FIN-00101 Helsinki

Tel.: +358-9-7711

Fax: +358-9-771 2291

<http://www.kunnat.net>
info@kuntaliitto.fi

Central Chamber of Commerce of Finland

Organization of 21 chambers representing 16,800 member businesses, offers training, information of economic management, legal advice, tax counselling, advice on Euro and export documents. Conducts annual barometer of economic developments in Russia.

CONTACT: Dr. Kari Jalas,
managing director

Address: P.O. Box 1000, FIN-00101 Helsinki

Tel.: +358-9-696 969

Fax: + 358-9-650 303

<http://www.chamber.fi>
keskuskauppamari@wtc.fi

N.B. Also note Russia and Baltic Sea Region pages at <http://www.kauppamari.fi> for information on Russian business environment, including start-up, export/import, labour markets, investments, finance, taxation, legal and regulatory requirements. In Finnish and English.

Finnbarents

Joint organization of Rovaniemi Polytechnic and University of Lapland, acts as regional expert in field of Northern Dimension with goal of creating network of specialists in Lapland and Murmansk region. Also involved in international projects in areas of social welfare and health care, environment, technology, tourism and law.

Rovaniemi Polytechnic

CONTACT: Kristiina Jokelainen, director

Address: Jokiväylä 11C,

FIN-96300 Rovaniemi

Tel.: +358-16-331 2024

Fax: +358-16-331 3325

<http://www.finnbarents.fi>

finnbarents@ramk.fi

Finnish National Fund for Research and Development (SITRA)

Independent public foundation under supervision of Finnish parliament, activities include research, training, innovation, business development and venture capital investments. Seeks to widen knowledge of Russia and has Internet eastern European database (<http://www.balticdata.info>) offering information on Russia, Baltics and Poland.

U of Lapland

CONTACT: Minna Nousiainen,
project manager

Address: Yliopistonkatu 8, P.O. Box 122,
FIN-96101 Rovaniemi

Tel.: +358-16-341 2208

Fax: +358-16-341 2207

<http://www.barentsinfo.fi>

finnbarents@ulapland.fi

(for Gateway to Arctic and
Barents Information)

Address: Itämerentori 2,

P.O. Box 1610, FIN-00181 Helsinki

Tel.: +358-9-618 991

Fax: +358-9-645 072

<http://www.sitra.fi>

sitra@sitra.fi

Finnish-Russian Chamber of Commerce

Monitors Russian economy and trade, and publishes bulletins, legal packages and guide books. Provides consultancy on regulations governing trade with Russia. Serves as link between Finnish and Russian authorities. Services not restricted to member firms, but others pay higher fee.

CONTACT: Mirja Azeem, chief executive officer

Address: P.O. Box 800, FIN-00100 Helsinki

Tel.: +358 9-6969 3460

Fax: +358-9-6969 3465

<http://www.finruscc.com>

info@finruscc.fi

Finland-Russia Society

Finnish NGO aiming to further multi-field co-operation between two countries, with services in seven Finnish towns and St. Petersburg and Petrozavodsk, Russia. Services include responding to questions on Russia, and providing foreigners single-visit visas to Russia.

Address: Haapaniemenkatu 7-9 B,

FIN-00530 Helsinki

Tel.: +358-9-693 831

Fax: +358-9-612 3787

<http://www.venajaseura.com>

svs@venajaseura.com

FinPro

Service organization offering Finnish firms information and support on foreign market entry. Services include project advice, intelligence on foreign markets, business publications, and organization of seminars and trade fairs. Runs New Northern Europe (NNE) institute promoting co-operation between Finnish and other western companies for the northern European

market, including west-east logistics, business support, and partnership arrangements for joint projects.

CONTACT FOR NNE: Heikki Savolahti

Address: P.O. Box 258, FIN-00181 Helsinki

Tel.: +358 (0)2-04 6951

Fax: +358 (0)2-04 695200

<http://www.finpro.fi>

heikki.savolahti@finpro.fi

National Research and Development Centre for Welfare and Health (STAKES)

Active in development, information and research with multidisciplinary and multi-professional staff, including anthropologists, architects and psychologists.

Address: P.O. Box 220 FIN-00531 Helsinki
Tel.: +358-9-396 71
Fax: +358-9-761 307
<http://www.stakes.fi>
firstname.lastname@stakes.fi

International co-operation with central and eastern European countries and developing countries conducted through HEDEC unit.

Regional Councils in Finland

Nineteen regional councils, which operate as regional development and planning authorities, and are involved in EU regional policy. EU's Nordic Dimension includes cross-border

co-operation with Barents and Baltic Sea regions and Russia.
<http://www.reg.fi>

5. financial institutions (private)

Finnish Bankers' Association

Established in 1914, promotes banking, operating conditions and interbank co-operation, including contacts with financial institutions, authorities and economic organizations. Maintains information on banking in Finland and corresponding relationships.

Address: P.O. Box 1009,
FIN-00101 Helsinki
Tel.: +358-9-4056 120
Fax: +358-9-40561 291
<http://www.pankkiyhdistys.fi>
info@fba.fi

Nordea Group

The leading financial services group in Nordic and Baltic Sea region with 11 million customers and 1,240 branches, including in Estonia, Latvia and Lithuania. Presence in Moscow since 1973 with the International Moscow Bank (IMB), a majority foreign-owned bank entity. For full range of services see <http://www.nordea.com/appx/eng/pdf/int/IMB.pdf>

Address: Aleksanterinkatu 36,
FIN-00020 Nordea
Tel.: +358-9-1651
Fax: +358-9-165 54500
<http://www.nordea.fi>
firstname.lastname@nordea.fi
IMB in Finland
Address: P.O. Box 97
FIN-53501 Lappeenranta
spb@imbank.ru

OKO Bank

Universal commercial and central bank of OP Bank Group, with representative offices in St. Petersburg and Tallinn.

Address: P.O. Box 308, FIN-00101 Helsinki
Tel.: +358-9-4041
<http://www.okobank.com>
firstname.lastname@okobank.com

Sampo

With subsidiaries in Estonia and Lithuania, offers investment, savings and traditional banking to retail, corporate and institutional clients. Also provides life insurance for Baltic region and Poland.

Address: Unioninkatu 22,
FIN-00075 Sampo (Helsinki)
Tel.: +358-10-515 15
Fax: +358-10-516 0051
<http://www.sampo.com>
firstname.lastname@sampo.fi

6. financial institutions (public)

Bank of Finland

Finland's central bank is member of the European System of Central Banks. Bank's Institute for Economies in Transition (BOFIT) specializes in transition economics research and analysis in specific country economies undergoing command-to-market economy transition, especially Russia and Baltics.

Also serves private businesses, scientific bodies, media and private individuals.

CONTACT: Pekka Sutela, head of BOFIT

Address: P.O. Box 160, FIN-00101 Helsinki

Tel.: +358-9 1831

Fax: +358-9-174 872

<http://www.bof.fi> and <http://www.bofit.fi>
firstname.lastname@bof.fi

Finnish Fund for Industrial Cooperation Ltd. (FINNFUND)

Finnish state development finance company, provides long-term risk capital for private projects in developing countries. Can finance international ventures with Finnish interest, ventures that use Finnish technology or involves co-operation with Finnish partners, projects that generate environmental or social benefits or are in target countries of Finnish development aid.

CONTACT: Helena Korhonen,
investment manager

Address: Ratakatu 27,

P.O. Box 391, FIN-00121 Helsinki

Tel.: +358-9-348 434

Fax: +358-9-3484 3346

<http://www.finnfund.fi>

helena.korhonen@finnfund.fi

Finnvera

The Finnish government-owned Export Credit Agency, promotes domestic business operations, internationalization of enterprises, and exports. Regional offices throughout Finland and one office in St. Petersburg.

Address: Vuorimiehenkatu 1,
P.O. Box 1010, FIN-00101 Helsinki
Tel.: +358-204 6011
Fax: +358-204-60 7220
<http://www.finnvera.fi>
firstname.lastname@finnvera.fi

Nordic Investment Bank (NIB)

Multilateral financial institution owned by five Nordic countries, with Helsinki head office. Extends loans and guarantees for exports and investments furthering Nordic interests, e.g., projects that assure energy supply, improve infrastructure and support R&D. Outside Nordic area NIB finances international projects in emerging markets and OECD countries.

Address: Fabianinkatu 34,
P.O. Box 249, FIN-00171 Helsinki
Tel.: +358-9-18 001
Fax: +358-9-1800 210
<http://www.nib.fi>
info@nib.int

7. law firms

Asianajotoimisto Butzow Nordia Oy

Specializes in business law in variety of sectors, including industry, trade and services. Active in venture capital through clients, the Finnish Venture Capital Association and its European parent organization, the European Private Equity and Venture Capital Association (EVCA).

Address: Pohjoinen Hesperiankatu 15A,
FIN-00261 Helsinki
Tel.: +358-9-431 531
Fax: +358-9-4315 3399
<http://www.butzow.com>
feodor.bratenkov@butzow.com

Asianajotoimisto Jaanti DeBeck Oy

Specializes in business law, immaterial rights, telecommunications, credit and payment issues. Offices in Brussels, Kiev, St. Petersburg, Stockholm, Tallinn and Warsaw.

CONTACT: Anssi Jaanti
Address: Mikonkatu 4, FIN-00100 Helsinki
Tel.: +358-9-686 9080
Fax: +358-9-6869 0811
Firstname.lastname@jds-law.com

Castrén & Snellman Attorneys at Law

One of oldest and leading Finnish law firms, offers full range of services for general, corporate, contract, financing, mergers and acquisitions, litigation and insolvency law. With presence in St. Petersburg, also has working relationship with firms throughout Russia, Baltic Rim and Scandinavian countries.

Address: Erottajankatu 5A,
P.O. Box 233, FIN-00131 Helsinki
Tel.: +358-9-228 581
Fax: + 358-9-601 961
<http://www.castrén.fi>
heidi.paalanen-koev@castrén.fi

ETL Law Offices Ltd.

Specializes in corporate, commercial and contract services in Russia, CIS countries and Baltic states since 1993. Gives advice on establishment and administration of business units, drafts international joint venture partnerships or co-operation agreements, purchase and sale contracts, distribution agreements and rental and lease contracts. Also advises on international demand of payments and assists in dispute resolutions, including litigation.

Offices in Moscow, Tallinn, St. Petersburg and Vilnius.

CONTACT: Simo-Pekka Helander, legal counsel, managing director

Address: Katajanokanlaituri 5,
FIN-00160 Helsinki
Tel.: +358-9-7422 2300
Fax: +358-9-624 903
<http://www.etlaw.fi>
simo-pekka.helander@etlaw.fi

Hedman Osborne Clarke Alliance

Offers full range of legal services in corporate and business law to national and U.S. and European firms, with 10 years experience handling cross-border transactions in Baltic Rim. Offices in Frankfurt, Tallinn and St. Petersburg, it is a member of Osborne Clark Alliance, a grouping offering access to lawyers in 14 European centres and the U.S.

CONTACT: Harry Hedman, senior partner

Address: Tehtaankatu 10,
FIN-00140 Helsinki
Tel.: +358-9-177 060
Fax: +358-9-629 759
<http://www.hedman-attorneys.com>
harry.hedman@hedman-attorneys.com

8. management consulting, accounting and auditing

Association of Finnish Management Consultants (LJK)

Founded in 1961 as an association of individual consultants, now includes companies as members. Searchable database of members at <http://www.ljk.fi/ljkinenglish1.asp>.

CONTACT: Liisa Nakari,
executive director

Address: Eteläranta 10, FIN-00130 Helsinki

Tel.: +358-9-622 4442

Fax: +358-9-6220 1009

<http://www.ljk.fi>

ljk@ljk.fi

Buslink Oy

Provides management consulting and foreign trade services in northern Europe, particularly Baltic countries and Russia. Services include business contact and market research for trade, industry and public-sector enterprises.

Address: Aurorankatu 5A1,
FIN-00130 Helsinki

Tel.: +358-9-454 8878

Fax: +358-9-177 130

<http://www.teho.net/buslink>
buslink@co.inet.fi

Mannet Partners Ltd.

Specializes in Russia, provides services relating to international management consulting, project development and management, funding advice and translation. Has experience in internationalization and developing business-oriented private-public co-operation.

Address: Raatimiehenkatu 22B,

FIN-53100 Lappeenranta

Tel.: +358-5-610 6100

Fax: +358-5-610 6151

<http://www.mannet.fi>

maarit.welin@mannet.fi

Seppo Hoffren Consultancy

Aimed at small and medium companies, seeks to help clients operate in international markets. Services include training, consulting and research.

Address: Käsityökatu 43, FIN-70100 Kuopio

Tel.: +358-17-580 440

Fax: +358-17-580 4410

<http://www.hoffrenconsultancy.fi>

administrator@hoffrenconsultancy.fi

SME Foundation (PKT-säätiö)

Privately owned foundation, with some government financing, develops and promotes business management skills to small- and medium-sized enterprises. Maintains searchable database of 900 Finnish consultants from about 800 firms.

Address: Mikonkatu 17, FIN-00100 Helsinki

Tel.: +358-9-7511 7511

Fax: +358-9-6511 7500

<http://www.pkt.fi>

<http://www.pkt.fi/Balticsea-consultants>

pkt-saatio@pkt.fi

9. market development and marketing

Compiler Trade Web site (Oy Compiler Ab)

Independent business information source specializing in leads and contacts in Eastern European markets for national and international companies. Seeks to increase trade into European parts of Russia, Poland and Baltic countries.

Address: Museokatu 7B,
FIN-00100 Helsinki
Tel.: +358-9-492 854
Fax: +358-9-4540 038
<http://www.compiler.fi>
mail@compiler.fi

Oy Executive Partners Group Ltd.

International management services company which has executed various assignments in Scandinavia, Russia, Poland, Central Europe and the Baltic countries for Finnish and international clients.

Address: Sepontie 3, FIN-02310 Espoo
Tel.: +358-9-435 5210
Fax: +358-9-435 52110
<http://www.epgroup.net>
executivepartners@epgroup.net

PRZ TEC Elaboration & Consulting

Virtual office of experts that links businesses to opportunities in East and West through expertise and professionals in target markets. Offer services for entrepreneurs, small- and medium-sized enterprises in customs clearance, export market research, penetration strategies, education and training, customized consulting service, and Web development.

Address: Vallikallionkuja 5A 12,
FIN-02600 Espoo
Tel./Fax: +358-9-541 7950
Cell.: +358-40-708 5151
prz-tec@prz-tec.fi

10. consulting engineers and architects

A-Engineers Ltd.

A Group deFin company. Established in 1959, has expertise in structural and civil engineering. International offices in Tallinn, with partnerships in Moscow, St. Petersburg, Vilnius, and Kiev.

HELSINKI CONTACT: Veikko Kilpeläinen

Tel.: +358-9-8870 300

Veikko.kilpelainen@ains.fi

Air-ix Consulting Engineers

Also a Group deFin enterprise, specializes in mechanical and electrical engineering, building automation plant and process engineering, industry automation, environmental consulting, supervision and inspection. International offices are Cabix

consulting, Moscow, and ESP Engineering, Tallinn.

HELSINKI CONTACT: Matti Salonen

Tel.: +358-9-563 5011

<http://www.airix.fi>

matti.salonen@airix.fi

Enprima Oy

Provides consulting, engineering and expert services to energy companies and utilities, energy-intensive industries, municipalities, financial institutions and power-plant investors. Also acts as an EPC contractor and construction manager, focusing on Nordic countries. Subsidiaries and offices in Estonia, Latvia, Russia, Germany, Poland, Hungary, the Czech Republic, Romania, Italy and Turkey.

CONTACT: Aero Auranne, president

Address: Rajatorpantie 8,
P.O. Box 61, FIN-01601 Vantaa

Tel.: +358-9-348 5511

Fax: +358-9-348 55000

<http://www.enprima.com>

eero.auranne@enprima.com

FinnConsult Oy

Independent management and engineering company with experience implementing development projects initiated by international bodies such as the World Bank, the EC and EBRD. Key expertise is management of multi-disciplinary projects involving rural development, natural resource management, health education and social development, water supply and

sanitation, environmental legislation, infrastructure and business and private sector development.

Address: P.O. Box 3, FIN-02241 Espoo

Tel.: +358-9-4301 400

Fax: +358-9-4301 450

<http://www.finnconsult.fi>

fc@finnconsult.fi

Finnish Association of Consulting Firms (SKOL)

Professional and employers' organization. Membership comprises private, independent engineering, architectural and management consulting firms, with know-how ranging from forest-based industries to municipal engineering and planning. Maintains searchable database on Web site of members, company contacts, fields of activity and references.

CONTACT: Timo Myllys,
managing director

Address: Pohjantie 12A, FIN-02100 Espoo

Tel.: +358-9-460 122

Fax: +358-9-467 642

<http://www.skolry.fi>

skolry@skolry.fi

Finnmap Partners Oy

Group of Finnish consulting firms specializing in construction engineering and infrastructure planning. With offices in Poland, Estonia, Germany, USA, and Russia, services include detailed engineering, design, reports, costing, contract document preparation and contract administration.

CONTACT: Lars-Olav Sebbas

Address: P.O. Box 75, FIN-00511 Helsinki

Tel.: +358-9-39331

Fax: +358-9-393 3696

<http://www.finnmapcons.fi>

info@finnmapcons.fi

FinnRoad Ltd.

Consulting firm established by Finnish National Road Administration and three consulting and engineering firms, specializes in all modes of transport. Services include project identification, feasibility and environmental studies, traffic and transportation planning, infrastructure design, project management.

Address: Opastinsilta 12H, P.O. Box 27,
FIN-00521 Helsinki
Tel.: +358-9-8689 880
Fax: +358-9-8689 8820
<http://www.finnroad.com>
matti.mannonen@finnroad.com

Helsinki Consulting Group

Finland's second largest consulting firm for international assignments, provides capacity building and human resources development, particularly in the fields of education, environment, natural resources, health and social services, and management development. Offices in Estonia, Lithuania and New Zealand.

CONTACT: Pentti Yletyinen, president
Address: Kaisaniemenkatu 6A,
P.O. Box 1300, FIN-00101 Helsinki
Tel.: +358-9-191 44455
Fax: +358-9-191 44453
<http://www.hcg.helsinki.fi>
hcg@hcg.helsinki.fi

JP-Terasto Oy (Jaakko Pöyry Group)

Member of Jaakko Pöyry Infra, JP-Terasto specializes in project engineering and construction management, including office, commercial, industrial and public buildings, railway lines and telecom projects. Employs over 100 experts in Finland, Russia, Estonia and Latvia. Jaakko Pöyry Group, a globally operating consulting and engineering grouping of firms with active partners in Russia, has experience in drawing up development plans for new businesses, feasibility studies and compiling banking information reports.

Address: JP-Terasto Oy, P.O. Box 5,
FIN-01621 Vantaa
Tel.: +358-9-894 7393
Fax: +358-9-878 7706
eero.raiski@poyry.fi

Address: Jaakko Pöyry Group
P.O. Box 4, FIN-01621 Vantaa
Tel.: +358-9-89 471
Fax: +358-9-878 5855
<http://www.poyry.com>
general.jp@poyry.fi

LT Consultants

Finnish international, specializes in transport, environmental and infrastructure planning and design, and related R&D and project management services.

Part of global consulting firm WSP Group, it has more than 30 years experience in Sweden, Russia and Baltic states.

CONTACT: Kari Lautso, deputy
managing director

Address: Heikkiläntie 7, FIN-00210 Helsinki
Tel.: +358-9-615 811
Fax: +358-9-6158 1430
<http://www.ltcon.fi>
ltcon@ltcon.fi

Plancenter Ltd.

An architectural and engineering consulting firm founded in 1949. Expertise in physical and social infrastructure planning, and institutional development.

Offices in Russia, Estonia, Belgium, Bosnia, Zambia, Palestine and Vietnam, as well as eight branch offices throughout Finland.

CONTACT: Timo Markkanen,
deputy managing director

Address: Opastinsilta 6, P.O. Box 68,
FIN-00521 Helsinki
Tel.: +358-9-15641
Fax: +358-9-1564 445
<http://www.plancenter.fi>
int@plancenter.fi

Parviainen Architects Ltd.

Founding member of the Group deFin team of consultants, a gateway to Eastern Europe for high technology building projects. Expertise geared to large-scale architectural and interior design. Group deFin active in building design and management services, especially for projects in Russia, the Baltic region and other FSU countries. Offers turnkey consulting solutions in interior design, town planning and

design coordination. Maintains partnerships in Tallinn, Novosibirsk, Kiev and Almaty.

GROUP DeFIN CONTACT: Juha Posti
Tel.: +358-9-4174 1400
Fax: +358-9-4175 1440
<http://www.parviainenark.fi>
juha.posti@parviainenark.fi

SCC Viatek Oy

Parent of FinnConsult Oy, specializes in design and consulting for infrastructure, industrial and construction engineering development and management. Most overseas activities involved public financed development co-operation, technical assistance and research programs, and reconstruction projects. Over 100 projects executed in Russia and Baltic countries.

CONTACTS: Petri Numminen, Kai Vakkila

Address: Piispanmäentie 5,
P.O. Box 3, FIN-02241 Espoo

Tel.: +358-9-430 11

Fax: +358-9-430 1411

<http://www.viatek.fi>

firstname.lastname@viatek.fi

11. construction companies

Lemminkäinen Oy

Group operates in all sectors of construction industry, including civil engineering, building contracting, technical building services and building materials. Began operations in former Soviet Union in 1970s, now main markets include Baltic Rim region.

Address: Esterinportti 2,
P.O. Box 23, FIN-00241 Helsinki
Tel.: +358-9-15 991
Fax: +358-9-140 672
<http://www.lemminkainen.fi>
information@lemminkainen.fi

NCC

Major Nordic construction company in housing, contracting, property development, NCC Roads, and Altima, which focuses on machine rental. With 30 years experience in Russia, Baltic states and other FSU countries.

Address: Jönsaksentie 4,
P.O. Box 77, FIN-01601 Vantaa
Tel.: +358-9-507 51
Fax: +358-9-5075 262
<http://www.ncc.fi>
firstname.lastname@ncc.fi

Skanska Oy

Global construction services group offering complete service chain from project development to building, industrial, civil and environmental construction to building services and facilities management. Also active in Russia and Estonia.

Address: Paciuksenkatu 25,
P.O. Box 114, FIN-00101 Helsinki
Tel.: +358-9-6152 21
Fax: +358-9-6152 2260
<http://www.skanska.fi>
skanska@skanska.fi

SRV Group

Construction consortium, business areas include business, office, industrial and home construction, civil engineering, logistical construction, project and real estate development. SRV International Ltd. operates in Baltic countries through subsidiaries and with local firms; operates as SRV Russia Ltd. in Russia.

Address: Niittytaival 13,
P.O. Box 525, FIN-02201 Espoo
Tel.: +358-201-45 5400
Fax: +358-201-45 5278
<http://www.srv.fi>
info@srv.fi

YIT Group

Active internationally in industrial construction, piping and tank manufacturing, infrastructure, water and ground work, telecommunication networks, electrical and automation installation, safety systems, and maintenance services. Offers investment and upkeep services in Russia, and Scandinavian and Baltic countries; maintenance and facility

management services in Russia, Estonia, Latvia, Lithuania, and others.

CONTACT: Markku Ukkola, director
Address: Panuntie 11,
P.O. Box 36, FIN-00621 Helsinki
Tel.: +358-20-433 111
<http://www.yit.fi>
postit@yit.fi

12. language services

AAC Global Oy

Established in 1969, services include language training, translation, cross-cultural communication training and terminology development.

Address: Kauppaneuvoksentie 8,
FIN-00200 Helsinki
Tel.: +358-9-4766 7800
Fax: +358-9-4766 7810
<http://www.aacglobal.com>
info@aacglobal.com

Association of Finnish Translation Companies (SKTOL)

Web site contains list of member companies, contract information and links to member Web sites.

<http://www.sktol.org>

Bitrac Oy

Specializes in Russian translation and interpretation, with experience in commercial, economic and technical vocabularies, and government text translations.

CONTACT: Marja-Leena Pengermä
Address: Koronakuja 6A3,
FIN-02210 Espoo
Tel.: +358-9-804 1155
Fax: +358-9-804 1166
<http://www.bitrac.fi>
info@bitrac.fi

Estica

Specializes in Estonian translation and interpretation.

CONTACT: Mare Muhonen
Address: Linnanherrantie 27,
FIN-00950 Helsinki
Tel.: +358-9-3435 7640
Fax: +358-9-341 3842
<http://www.estica-yhtiot.fi>
mare.muhoenen@estica-yhtiot.fi

13. logistics services

DHL Danzas ASG Eurocargo Oy

Member of Deutsche Post World Net group, a leading logistics firm. Has established goods logistics solutions to many markets, including distribution to Russia and other FSU countries. Offices in Moscow, St. Petersburg, Kiev and Baltic countries.

CONTACT: Timo Soisalo
Address: Paciuksenkatu 27,
FIN-00270 Helsinki
Tel.: +358-20-5333
Fax: +358-20-533 2121
<http://www.dhl.com>
timo@soisalo@dhl.com

ILP-Group Ltd.

Specializes in international logistics solutions, designing logistics and forwarding services fitted to needs of domestic and foreign client firms. Regional offices in Moscow and St. Petersburg. Has experience in combined transports, as well as in terminal and logistics services.

Address: Juvan teollisuuskatu 25,
FIN-02920 Espoo
Tel.: +358-9-4133 3300
Fax: +358-9-4133 3333
<http://www.ilp-group.fi>
timo.petaja@ilp-group.fi

John Nurminen Oy

Market leader in special forwarding and international transportation business—including exhibitions, fine art, household goods removal, furs and skins, logistics services for sawn timber, and servicing and inspection of trailers. Subsidiary offices in Moscow, Tallinn, Riga and Kalingrad.

Address: P.O. Box 124, FIN-00241 Helsinki
Tel.: +358-10 54500
Fax: +358-10-545 2000
<http://www.johnnurminen.com>
jouni.ahrela@johnnurminen.com

Jetflite Ltd.

Part of Wihuri Group, largest private business aviation company in area, and market leader in ambulance flights. Has operated from more than 140 airports in SFU.

For Jetflite Executive Charter Service
Address: P.O. Box 86, FIN-01531 Vantaa
Tel.: +358-20-510 1900 (H-24 service)
Fax: +358-20-510 1901
<http://www.jetflite.fi>
sales@getflite.fi

For Euro-Flite Air Ambulance
Address: P.O. Box 86, FIN-01531 Vantaa
Tel.: +358-(0)-205-101 911 (H-24 service)
Fax: +358-(0)-205-101 901/12 (H-24 service)

Port of Hamina

Most eastern EU seaport, 279 km from St. Petersburg, specializes in forest products, containers, and liquid bulk.

Address: Satamantie 4,
P.O. Box 14, FIN-49401 Hamina
Tel.: +358-5-225 5400
Fax: +358-5-225 5419
<http://www.portofhamina.fi>
office@portofhamina.fi

Port of Helsinki

Finland's largest port and second largest of Nordic countries, specializes in unitized cargo traffic. Boasts direct scheduled sea links to ports in Baltic Sea, including Tallinn and St. Petersburg, and to many other European ports.

Address: P.O. Box 800, FIN-00099 Helsinki
Tel.: +358-9-173 331
Fax: +358-9-1733 3232
<http://www.hel.fi/port>
port.helsinki@hel.fi

Port of Kotka

Major export and transit port, offering Baltic Sea region's most modern full service container terminal, and several conventional terminals.

Address: Laivurinkatu 7, FIN-48100 Kotka
Tel.: +358-5-5843 700
Fax: +358-5-2181 375
<http://www.portofkotka.fi>
office@portofkotka.fi

State Railways – VR Group

VR Cargo, the rail division, has wide experience in eastern freight traffic, with direct overland to Russia, and long business contacts with FSU countries. Route to FSU countries, including Kazakhstan, Uzbekistan, Azerbaijan and Kirgisia, is safe, reliable and fast.

Address: P.O. Box 488, FIN-00101 Helsinki
Tel.: +358-307 10
Fax: +358-307-21 500
<http://www.vr.fi>
firstname.lastname@vr.fi

Straightway Southeast Finland

Promotes Finnish route to FSU, Web site provides information on 25 leading Finnish logistics firms. Aids clients seeking contacts and to establish in region.

CONTACT: Kaj Länneppää,
marketing director
Address: Keskuskatu 10 A,
P.O. Box 53, FIN-48101 Kotka
Tel.: +358-5-210 8120
Fax: +358-5-210 8150
<http://www.straightway.fi/index2.html>
straightway@straightway.fi

14. commercial education and training

Finnish Institute for International Trade (FINTRA)

Finland's leading trainer in international business management, was one of first to stage seminars on Russian trade.

Training, expanded to western executives since 1988, focuses on management and leadership, sales and marketing, communication skills and international business operations.

CONTACT: Tiuja Eloranta,
training manager

Address: Kaupintie 2
P.O. Box 50, FIN-00441 Helsinki
Tel.: +358-9-228 281
Fax: +358-9-2282 8528
<http://www.fintra.fi>
fintra@fintra.fi

International Management Education Oy (IME)

Part of MDC Education Group owned by Finnish businesses, provides training in Russian and English in marketing, marketing communications, sales, customer service, logistics, profitability, human resources management and entrepreneurship. Russian cooperative network includes Academy of National Economy in Moscow and Open Business School in St. Petersburg.

CONTACT: Johanna Rusanen,
Russian team

Address: Itämerenkatu 5A,
FIN-00180 Helsinki
Tel.: +358-9-4736 640
Fax: +358-9-4736 400
<http://www.imesu.fi>
imesu@imesu.fi

15. other useful contacts

Geological Survey of Finland

Multi-sensor airborne surveys using magnetic, gamma-ray measurements, magnetic, and dual-frequency electromagnetic systems. Able to examine and assess large areas with suspected environmental pollution at lower cost than geotechnical ground surveys. Active in Russia and Baltic countries. Has links to Geological Survey of Canada.

Address: P.O. Box 96, FIN-02151 Espoo
Tel.: +358-20-550 11
Fax: +358-20-550 12
<http://www.gsf.fi>
Gabor.Gaal@gsf.fi
Phillipp.Schmidt-Thome@gsf.fi

IngoNord Insurance Co. Ltd.

Independent member of multinational Ingosstrakh Insurance Group, specialized in non-life insurance and reinsurance with staff of Finnish and Russian employees. Acts on own behalf, underwrites own business and bears own liability on obligations. Representatives and subsidiary companies in all FSU countries.

Address: Salomonkatu 5C,
P.O. Box 218, FIN-00101 Helsinki
Tel.: +358-9-2510 300
Fax: +358-9-6933 560
<http://www.ingonord.com>
info@ingonord.com

J. Friisberg & Partners Oy/IIC Partners

Worldwide professional and personalized executive search services. Offices in over 50 countries, including Tallinn, Riga, Vilnius, St. Petersburg and Moscow.

CONTACT: Kurt Kääriäinen,
managing partner

Address: Keilasatama 3, FIN-02150 Espoo
Tel.: +358-9-612 9910
Fax: +358-9-621 5521
<http://www.jfriisberg.com>
friisberg-partners@jfriisberg.com

Papula Group

Consists of Papula Patent and Trade Mark Offices (Finland), NEVINPAT Patent and Trade Mark Offices (Russia, Ukraine, Belarus, Kazakhstan and Uzbekistan). Papula is one of Finland's largest patent and trademark firms. NEVINPAT specializes in foreign filings. Group specializes in all patents, trademark, design and other industry property matters, especially from western practitioner viewpoint.

Address: Fredrikinkatu 61A,
P.O. Box 981, FIN-00101 Helsinki
Tel.: +358-9-348 0060
Fax: +358-9-348 00630
<http://www.papula.fi>
papula@papula.fi

SGS Inspection Services Oy

Member of SGS Group, world leader in inspection, testing and verification. Accredited to deliver certificate of conformity and other documents required by Russian authorities.

Address: Särkiniementie 3,
P.O. Box 128, FIN-00211 Helsinki
Tel.: +358-9-6963 576
Fax: +358-9-692 4673
<http://www.sgsfinland.com>
sgs_finland@sgs.com

World Trade Centre Helsinki

Central office, commercial complex.

CONTACT: Sirpa Rissa-Anttilainen,
managing director

Address: Aleksanterinkatu 17,
P.O. Box 800, FIN-00100 Helsinki
Tel.: +358-9-6969 2020
Fax: +358-9-6969 2027
<http://www.wtc.fi>
info@wtc.fi

16. central helsinki hotels

Holiday Inn Helsinki City Centre

Address: Elielinaukio 5, FIN-00100 Helsinki

Tel.: +358-9-5425 5000

Fax: +358-9-5425 5299

<http://www.hi-helsinkicity.com>

Helsinki.hihcc@restel.fi

Hotel Kämp

Address: Pohjoisesplnadi 29,

FIN-00100 Helsinki

Tel.: +358-(0)-9-576 111

Fax: +358-(0)-9-576 1122

<http://www.hotelkamp.fi/en/>

hotelkamp@luxurycollection.com

Radisson SAS Plaza Hotel Helsinki

Address: Mikonkatu 23, FIN-00100 Helsinki

Tel.: +358-9-775 90

Fax: +358-9-7759 7011

<http://www.radisson.com>

reservations.finland@radissonsas.com

info.plaza.Helsinki@radissonsas.com

Skandic Hotel Simonkenttä

Address: Simonkatu 9, FIN-00100 Helsinki

Tel.: +358-9-68 380

Fax: +358-9-68 3811

[http://www.scandic-](http://www.scandic-hotels.com/simonkentta)

[hotels.com/simonkentta](http://www.scandic-hotels.com/simonkentta)

simonkentta@scandic-hotels.com

Sokos Hotel Vaakuna

Address: Asema-aukio 2,

FIN-00100 Helsinki

Tel.: +358-9-433 70

Fax: +358-9-433 77 100

<http://www.sokos-hotel.fi>

reception.vaakunahelsinki@sok.fi

17. conferences, trade fairs, symposia

Finnish-Russian Chamber of Commerce

Organizes events and seminars on Russian trade topics with Finnish and Russian experts. Training sessions cover economic development and investment projects for Russian regions.

<http://www.finnuscc.com>

Scandinavian Business Forum

Major marketing event in Russia with participation by companies from all Scandinavian countries. Organized by Finpro and Finpro Marketing Ltd., who have long history as experts on Russian trade; have staged annual Finnish Business Days in Russia for several years. The 2004 event is scheduled for Oct. 12-14, in Rostov-on-Don, Southern Russia.

<http://www.finpro.fi>
jorma.jokinen@finpro.fi

NOTE: Many of the organizations listed in this booklet are also active in arranging various events promoting co-operation with the FSU, particularly Russia and Baltic countries.

18. transborder and partnership activities

Business Boulevard Project

Russia's size makes it difficult for western firms to have a presence everywhere. To alleviate the problem, Finpro's NNE Program has created the boulevard development concept to help firms focus their activities in the key area between the EU/Russian border and Moscow, a region of 30 million consumers boasting 60 percent of all foreign investment targeting Russia.

Containing major population centers, including St. Petersburg, the Business Boulevard route constitutes a natural passage from Europe to Russia, boasting an efficient road and rail network that Russia and western countries are committed to developing. Also targets of development are customs co-operation between Russian and Finland/European Union, which is leading to higher use of electronic data transmission. Major goals of the project include increased networking, contacts, business information sharing and new business opportunities. New border-crossing points, Salla and Imatra-Svetorgorsk, also create new opportunities. Membership in Business Boulevard Project is open to both Russian and western companies.

Other transborder projects, sponsored by local Chambers of Commerce, include:

Barents Business, Trade and Investments Projects

Aims to identify barriers to business in Barents region and seeks to eliminate obstacles.

Oulu Chamber:
<http://www oulu.chamber.fi>

North Karelian Chamber:
<http://www.nk.chamber.fi>

Helsinki Region Marketing Oy in Russia

In partnership with Helsinki Chamber of Commerce, markets Helsinki as a business location and provides business premises and services related to international business in Moscow and St. Petersburg.

<http://www.hmdc.fi>

Helsinki Chamber:

<http://www.helsinki.chamber.fi>

Service Centre for Trade with Russia in St. Petersburg

Project of Southern Savo Chamber, Small Business Centre of Helsinki School of Economics and Business Administration, and Mikkeli Polytechnic, aims to increase know-how of trade with Russian and southern Savo region.

<http://www.southsavo.chamber.fi>

19. canadian contacts

Canadian Embassy

Address: Pohjoisesplanadi 25B,
P.O. Box 779, FIN-00101 Helsinki
Tel.: +358-9-228 530
Fax: +358-9-601 060
<http://www.canada.fi>
hsnki-td@dfait-maeci.gc.ca

Canada-Russia Business Forum

Non-profit committed to promoting bilateral business growth between the two countries.

Address: 1 Devonshire Place, Room 119N
Toronto, Ontario M5S 3K7
Tel.: (416) 946-0024
Fax: (416) 352-5183
<http://www.canada-russia.com>
admin@canada-russia.com

Finnish Canadian Business Club (FCBC)

Promotes trade, investment and economic co-operation between the two countries, particularly seeks more Finnish investment in Canada. Provides forum for discussion, opportunities for networking, lectures and information on economic ties.

CONTACT: Mimmi Petrelius, coordinator
Address: c/o FINTRA (Finnish Institute for International Trade)
P.O. Box 50 FIN-00441 Helsinki
Tel.: +358-9-228 28 511
Fax: +358-9-228 28 528
<http://www.kauppayhdistykset.net>
mimmi.petrelius@fintra.fi