

# **Tirana Tries To Impose Control** on **The South**

Security Forces Move **On Rebellious Cities;** U.S. Assails Policy

months Dar M. A.F. on Dissin his TIRANA, Albania — The govern-ment moved to regain control of towns in southern Albania on Tuesday as Pres-

in southern Albania on Tiresday as Pres-ident Sali Berisha met with political opponents on the nation's crisis Security forces with orders to shoot armed protesters on sight have been moving south from Tirana to quash vi-olence since a state of emergency was declared by Parliament on Sunday. The disorder erupted after a wave of tratests, wanth in the southern part of

The disorder erupted after a wave of protests, mainly in the southern part of Europe's poorest country, was sparked by the collapse in January of high-risk pyramid investment schemes. The authorities said that the Adriatic port of Vlore and the coastal town of Sarande remained out of their control, during a superimant admontant their

despite a government ultimatum that forces would shoot without warning if

despite a government ultimatum that forces would shoot without warning if weapons were not surrendered. At least 19 people have been reported killed in Vlore since Friday. The United States said it strongly regretted Albama's imposition of a state of emergency as well as a vote by Par-liament for e-elect Mr. Berisha "We strongly regret the measures taken by the Parliament and government today to, in effect, introduce a state of emer-gency and to introduce a state of emer-gency declared by the Parlia-ment today is being used to stifle le-glimate free expression." In Rome, Italian news agencies re-ported that two Albaman pilots flew a military arcraft to an Italian military base Tuesday and asked for political asylum. The plane was a two-seater MiGi of

base Tuesday and asked for political asylum. The plane was a two seater MiG of the sort made in China and used by the Soviet air force in the 1950s. It is gen-erally armed with 23 nun cannon. The news agency ANSA said the plane landed without permission at the southern Italian base of Galatina at 12/30 P.M. The two nilots were escorted by the

12:30 P M The two pilots were excorted by the police to administrative offices where they were to request asylum, the agency said There was no mimediate confirmation from the Italian Defense Munistry. In London, the NATO secretary gen-eral, Javier Solana Madaraga, ruled our any military operation in Albanta but left open the possibility that the albance

#### See ALBANIA, Page 6

and the second	The Dollar	
New York	Tuesday @ 4 P M	previous close
DM	1.7141	1 697

Int. Her. Vr 5.3.97 p1, 6, 10

## ALBANIA: Security Forces, Told to Shoot to Kill, Are Moving on Rebellious Towns

ances

#### **Continued from Page 1**

could conduct unspecified "new missions of peacekeeping." Government of

"Diplomacy is being done; now is not the time for a military operation by NATO or anybody else." he said, repeating that the North Atlantic Treaty Organization was "not the world's policeman."

Diplomats in Brussels acknowledged that the European Union had few options available to it as it sought to contain yet another destabilizing crisis in its Balkan hackvard.

In Macedonia, Defense Ministry sources said the army had raised its level of readiness along its border with Albania, fearing an influx of refugees. The border has not been closed, but traffic has been reduced.

Government officials said Albanian soldiers and police forces controlled the main north-south road as far as the hilltop town of Koshovice, beyond the trouble spot of Fier and within 30 kilometers of Vlore.

The Interior Ministry said residents in Fier had surrendered 1,500 weapons and a quantity of ammunition in accordance with a government ultimatum.

Farther south, the chaos showed little sign of ebbing, and television reported that "terrorists" in Vlore killed four people Monday as they tried to give up their guns. While security forces at-

main opposition Socialist Party said it had appealed to Mr. Bensha at a meeting to agree to a new broad-based government to help end the violence.

Parliament, which is controlled by the Democrats, declared the state of emergency after an announcement by Mr. Berisha that his unpopular prime minister. Aleksander Meksi, would resign failed to calm the southern disturb-

Other state-of-emergency measures included a dusk-to-dawn curfew and tight controls on the media.

Western television broadcasts resumed from Albania after Tirana bowed to criticism over curbs on press freedom.

tempted to regain control. Albania's a European Broadcasting Union official main opposition Socialist Party said it in Geneva said.

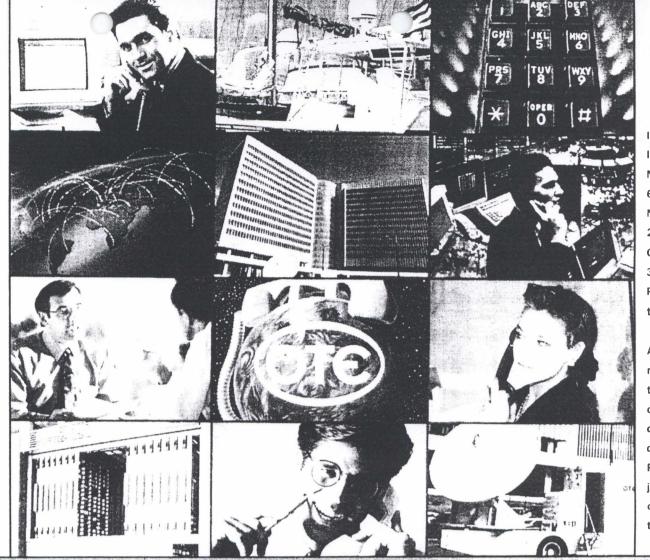
training of the local gain which shared and the state of the state of

It was the first suspension of the broadcasting union's links since 1989, when China interrupted Western reports of the military crackdown at Tiananmen Square, according to Tony Naets, head of Eurovision New Services

A Justice Ministry spokesman said journalists of foreign media organizations were free to report but advised against any travel to the south. Roadblocks have been set up around Tirana to prevent the noting south from reaching the capital A curfew was enforced, but gunfre could be heard in the desened streets Monday night and early Tuesday (Reuters, AFP)

### The Greek

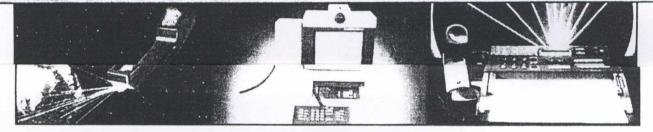
Telecommunications Organization (OTE) aims to become an important telecommunications center connecting the Balkans and the countries of the Black Sea with the rest of Europe and the Americas. The company also wants to be a hub for the communications of Europe and the Americas with the Middle East, Southeast Asia and Australia. At the same time, OTE is strengthening its position in the international telecoms market and is attracting an international clientele.



Internet hosts: 15,755 Internet users: 35.000 New internet hosts added: 60%-65% increase/year New mobile subscribers: 273,000/year Cellular mobile subscribers: 350.000 PCs: 3.34 per 100 inhabitants (est.)

Audiotex, International networks, connections with the Internet, satellite connections with ships, card phones, electronic and digital equipment, and CD-**ROM phone directories are** just a few of the dozens of products and services that OTE offers.





# PREMIER PUBLIC ENTERPRISE HAS BROAD EXPANSION PLANS

he Greek Telecommunica tions Organization (OTE) Greece's most successful public enterprise, with \$1 billion net profit in 1996, could not remain a simple speciator as Greek businesspeople turned their acumen to profit by spreading their know-how throughout the Balkans and Eastern Europe, Indeed, expansion abroad throughout the world – is OTE's highest priority.

Greece's closer economic relations with the Balkans, Eastern Europe and the Commonwealth of Independent States was natural after the fall of communism in that region Greece, being geographically isolated from other European Union countries, gained marketing depth in its own neighborhood. Even the European Commission had predicted that the Greek economy would benefit more than any other of its members from the economic reforms in the former socialist countries. Greece's closer economic relations socialist countries.

"Greece had a vital interest in see ing the procedure for these reforms along her northern borders and beyond continue successfully and gain momentum," says Dimitrios

aggressive policy of investment abroad, without ignoring the possibilpolicy of investment ity of participation in existing or developing international "strategic alliances

#### Strategic location

To further these objectives. OTE is taking advantage of Greece's geo-graphic position, which favors the passage of international submarine fiber optic cables and their connection to local networks. OTE hopes that major international axes of fiber optic cables between the Americas/Europe and Asia. Australia and Africa via the Mediterranean will pass through Crete

The company also hopes to bring the main telecommunications axis from Central Europe through the Adriatic and Corlu to Crete for connection with other major international

Finally, the telecoms axis from the Black Sea through Bulgaria to Thessalomki and from there through Corfu and Crete would join other

main axes Albania. Croatia. Yugoslavia. the Former coubl

works that are connected with the main international axes through Greece via the three main internation-al fiber optic cable gates now operating in Crete, Corlu and Thessaloniki, This network is supported by two satellite stations, in Thermopylae and

#### Five networks

Speaking at a seminar held on the occasion of the Tenth American High Technology Exhibition in Greece, Mr. Papoulias said that there are five fiber Central Europe and the there are rive meer optic cables connecting countries of Central Europe and the Balkans to Greece and "through her to the rest of the world." The first network, named Adria 1, passes through Croatia and Albania. The second connects Thessaloniki through Florina with Bitolja (Monastir) in FYROM. The connecting Thessaloniki through Kilkis with Gevgeli and Skopje. Bulgaria garia is connected with ssaloniki through Kavala and key through the network Turkey Turkey through the network Thessaloniki Alexandroupolis-Constantinople (Istanbul). "All these etworks are at the last stand of con

He pointed out that the most ambitious project under way in the Black Sea area is an underwater fiber optic cable connecting Russia, Bulgaria, Ukraine and Georgia through Varna and Kayala to the Mediterranean. This BSFOCS network, with the participa-tion of Greece and Cyprus, will be the most advanced technological project in the area and will serve the whole spectrum of modern telecommunications - videophones, high-speed data, color television, videoconferencing, multimedia, etc.

"It will be the most advanced and money-saving network in the area of the Black Sea and is scheduled to be completed within 1998," says Mr Papoulias, who estimated that OTE's share will be \$9 million of the total \$72 million sect. \$72 million cost.

#### **Undersea** cables

In May 1996, OTE completed the construction of a fiber optic cable connecting Corfu with Otranto, Italy, and the telecom operator is negotiat-ing for the establishment of a new cable connecting Corfu with Belgrade through Montenegro. OTE nartic communications project under way, a

sea cables named SE-ME-WE3, which will connect more than 32 countries from all the continents. OTE is contributing \$28 million to this \$12 billion project. OTE is also a member of the exist-

ing international satellite of the exist-ing international satellite organiza-tions Intelsat, Eutelsat and Inmarsat, and in 1998 will start supplying mobile phone services through its subsidiary OTE HellasSat Mobile

Once its infrastructure is completed. OTE plans to enter the international communications market with a 5400 million, five-year investment, says Mr. Papoulias. The countries of the Balkans and the Black Sea will have priority in these investments. The Middle East and Africa will also be a focus of OTE's attention

### Entrepreneurial expansion

In 1996, OTE laid the groundwork for its entrepreneurial expansion by developing closer relations with telecoms and financial organizations. It prepared studies on strategic penetration of markets, established a proce-dure for the evaluation of investment proposals with the assistance of interads

the "Ukrainian Wave" investment Meanwhile, in 1996 OTE signed an agreement for the provision of 49,000 digital connections and a 570 kilometer (354 mile) fiber optic network of at a cost of 6 billion drachmas (\$24 mil-

lion) in Lithuania. Another agreement was signed with Hughes Network Systems and Communication Technologies of the United States; the local Telecommunication Organization of Lyvy, Ukraine; and the Organization of Western Ukraine Railways for OTE's participation in the internation-al consortium for the establishment of a wireless mobile telephone network in the Lviv area, to the tune of \$200 million.

### Fiber optic network

Hellascom International, one of OTE's affiliates, undertook the con-struction of a 400 kilometer fiber optic network from Erevan to the Iranian-American border at a cost of 7.5 billion drachmas

OTE also plans to participate in the Balkan Pool, which brings together the telecommunications agencies of Bulgaria Roma FYROM, to participate in a consortium that will establish a phone card system in Jordan and a tele-paging system in Lehanon, as well as for possible participation in a consortium to establish and operate a GSM (Global System for Mobile Communications) network in Serbia

Papoulias, president of the board of OTE

While progress was being made to the north of Greece. OTE moved toward the completion of its reorganization program, which included reaching 5.3 million subscriber lines. 46 percent of them digitalized, and improving 80 percent of its long distance network

Entering the stock market OTE, which has been functioning since 1994 as an independent entity. entered the stock market last year by making public 8 percent of its stock Knowing that it will lose its monop oly on the domestic market in 2003. the company also turned to other ser-vices. OTE is now competitive in mobile telephony, private data net-works and call-back services.

'In order to remain the dominant telecommunications company in the country, we had to develop both domestically and internationally." says Mr. Papoulias. With this in mind, OTE went ahead

with a program of technological mod emization, quantitative and qualita

#### Macedonia (FYROM), Bulgaria and pletion and will begin functioning within 1997." says Mr Papoulias. Turkey have developed domestic net-

and set up a unit for the survey of universal system of fiber optic under- international projects, starting with

# CABLE TELEVISION IS ON ITS WAY

he The Greek government has chosen OTE, the Greek Telecommunications Or-ganization, to install cable television in Greece By law, the exclusive right to provide cable TV is vested in OTE and ERT, the state controlled radio and television company.

After the year 2003, however, OTE's telecommunications monopoly in Greece will end. At that time whichever company gets the right to establish cable TV will also be able to transmit both voice and data In Britain, cable TV operators are already offering telephone connections to consumers at rates 40 percent lower than those of British Telecom

The establishment of cable TV is included in OTE's current five-year plan The plan also provides for LANs (Local Area Networks) Electronic Data Interchange, teleconferencing with video and trans mission of photos

The main advantages for the public will be high quality pictures, high-fidelity sound, more TV pro-grams in areas where TV transmission is poor, the establishment of advertising channels, local interest channels for movies or games, and programs transmitted on the basis of a pay-for-services system OTE believes cable subscribers will be primarily homes and clients who are active in entertainment or news, such as hotels or TV stations. According to OTE President Dimitrios Papoulias, one out of two Greeks will be interested in installing cable TV The Greek Telecommunications Organization can MMDS (Multipoint Microwave Distribution System), the HFC (cable Hybrid Fiber and Coaxial) system or DBS (Direct Broadcasting Satellite). All three can transmit cable TV in Greece and the Balkans in a shorter time.

#### Customer choice

Es foray into cable TV will result in an improved lifty of TV programs transmitted by local and satellite channels such as Astra. Eutelsat, Pay TV pay per view, video on demand, near video on demand, telemarketing and teleshopping

Pay-per-view TV will allow viewers to pay only for the programs they watch and not a full subscription The same applies to video on demand. The cus tomer will be able to contact a central service office and select news, sports or entertainment programs at will

With near video on demand, customers will be able to order from several packages of programs offered by the service, but they will have to wait an average of 2.5 minutes for the transmission

Telemarketing and teleshopping will allow cus-tomers to get information on products that interest them and to order by using a credit card or similar means that can be applied through the cable

According to European Union directives, the reign of most telecommunications monopolies will end on allowed five more years. 1998 Greece with until 2003 to end monopoly By then Greece's largest state usual company should be ready to face the competition both locally and internationally

#### Powerhouse

Mr. Papoulias disclosed that OTE will invest about \$80 million, or 7 percent of its profits before taxes, annually through the year 2000 – for a total investment of \$400 million.

"What we are doing to protect out company from losses is to spread investments in the international mar-ket and to examine each investment proposal with specialized firms like Barclays (BZW), the HSBC, Alpha Finance and Ionian Finance," says Mr. Papoulias.

The president of OTE said that his organization hopes to become a regional "telecommunications power" in the Batkans, the Middle East, North Africa, the Black Sea and other emerging markets "as we pass from an environment of limited competi-