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# East Inform

Chambre de Commerce Belgo-Luxembourgeoise pour la Russie et la Belarus, asbl  
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## "THE BELGIAN-LUXEMBOURG ECONOMIC MISSION in NIZHNIY NOVGOROD" UNIQUE GATEWAY TO THE RUSSIAN MARKET 4-8 October 2011

### Multi Sector Mission

We are glad to invite you to participate in **the Belgian-Luxembourg Economic mission in Nizhny Novgorod on 4-8 October 2011**. During your stay you will have opportunities of participation in:

- The 16<sup>th</sup> International Industrial and Economic **Forum and Exhibition "Russia United"**.
- Specific seminars that will allow you to get a comprehensive understanding of the potential of the Russian regions in the fields of "Communication", "Cluster Plastic & Chemistry", "Oil & Gas".
- The B2B sessions and round-table discussion on practical issues.
- Organised visits of leading enterprises of the NNOV region.
- Networking events with the possibility to meet the key opinion leaders and decision makers such as governors, ministers, officials, senior business executives of Russian Federation.

The forum's traditional sponsors include the Russian Federation Government, the Administration of the RF President's Volga Federal District Plenipotentiary, the RF Chamber Of Commerce & Industry and the Russian Union of Entrepreneurs and Industrialists.

Note: Pay attention to the fact that the prospection outside of the EU is supported by the 3 Belgian regions in the form of subsidies or other financial participation. Do not hesitate to take contact with Fit, Awex or Brussels Export for further information.

#### Table of contents

The Belgian-Luxembourg economic mission in Nizhny Novgorod .....	1
Nizhny Novgorod Region .....	5
News from Russia .....	8
News from Belarus .....	11
Conference / Seminar / Visit of delegations .....	13
Business proposals / Jobs .....	14
Jobs search .....	15
Culture .....	16
Information on the Chamber of Commerce for Russia and Belarus (CCBLR) .....	18



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**DRAFT PROGRAM  
4-8 October 2011**

DATE/TIME	ACTIVITY	PLACE
04.10.11	Free program	
	Arrival and welcome at Nizhniy Novgorod Airport and transfer to the hotel for delegations of minimum 10 persons. (Later evening: see flights below) (bus)	Hotel Nikola House
05.10.11	Official Opening of Russia United Forum & Exhibition	
08.00	Breakfast	Hotel Nikola House
09.00	Departure for the Forum (Bus)	Hotel
10.00	Official opening of "Russia United" Forum & Exhibition Speeches by The Belgian Ambassador in Russia, Mr. Guy Trouveroy and by the representative of Luxembourg GD.	Yarmarka
10.30	Presentation of the potential in NNOV region by Minister of Investment Policy, Mrs Natalya Kazachkova	Yarmarka
11.00	Round table for the Belgian and Luxembourg delegation hosted by the Governor of NNOV Region, Mr.Valery Shantsev and Vice Governor Dmitry Svatkovsky. Visit of the Exhibition	Yarmarka
13.00	Departure to the Chamber of Commerce (Bus)	
13.30	Lunch for the Belgian delegation	Chamber of Commerce & Industry of NNOV
14.30-17.30	Seminar: "Potential of Russian Regions and new applications of Polymers". (Belgian, Luxembourg and Russian presentations)	Chamber of Commerce
14.45-17.30	B2B for the companies NOT interested by the Seminar "Cluster Plastic-Chemistry"	Chamber of Commerce
17.30- 18.30	Free time	
19.30-22.30	VIP Cocktail presided by GOVERNOR SHANTSEV and Ambassador Trouveroy for the Belgian, Luxembourg and Russian delegations	Coat of Arms Hall, Yarmarka
06.10.11	B.L. Economic Mission in NNOV	
08.00	Breakfast	Hotel
09.00	Departure to Kstovo and Bor (Lukoil-Rusvinyl-AGC Glaverbel) (Bus)	Hotel
10.00	Welcome Words by the General Manager Alexey Kovalenko, Visit of Lukoil NNOV, presentation of Lukoil's projects. Q & A.	Lukoil
12.00-13.00	Lunch offered by Lukoil	Lukoil Kstovo
13.30-14.30	Presentation and visit of Rusvinyl (J.V. SOLVAY-SIBUR)project: Cluster Plastic-Chemistry in NNOV Region	Rusvinyl Kstovo
15.30 -17.00	Visit and presentation of the AGC Flat Glass (Glaverbel) factory	AGC Bor
17.10	Departure to Hotel Nikola House (Bus)	
18.00	Free time or Cultural Program	Nizhniy Novgorod



07.10.11 Belgian Luxembourg Economic mission in NNOV		
09.00	Breakfast	Hotel
9.30	Departure to the Yarmarka (Bus)	
10.00-12.00	Participation to the Forum: "Communication in the Russian Regions"	Yarmarka
12.30-	Lunch	TBC
13.35	Departure to the Chamber of Commerce (Bus)	
14.00-15.30	Business to Business. Multi sector	NNOV CC & I
15.30-15.45	Break Coffee	
15.45-16.45	Round table discussions for suppliers of different product categories, Q & A	
17.00-18.30	Cocktail offered by Belgian Luxembourg CC for the Belgian, Luxembourg and Russian participants and Authorities	NNOV CC & I
19.00	Free time or Cultural program beginning at 19.00	
08.10.11 B.L. Economic Mission in NNOV		
05.00	Departure to Airport (Bus)	Hotel
06.20	Flight to Moscow – arrival at 07.25	
09.40	Flight to Brussels – arrival at 11.10 am	

**Concerning the flights Brussels - Moscow - Nizhniy Novgorod, we suggest you:**

- 1) **04 October 2011 - 12:00 Brussels** - AEROFLOT / SU 236 :  
Arr: **17:15 Moscow**-Sheremetyevo, / Airbus A319
- 2) **04 October - 23:30 - Moscow**-Sheremetyevo - AEROFLOT Direct / SU 713,  
Arr: **00:35 Nizhniy Novgorod - 05 October 2011**, AIRCRAFTNAMES: SU9
- 3) **08 October - 06:20 - Nizhniy Novgorod** - AEROFLOT Direct / SU 714  
Arr: **07:25 - 08 octobre Moscow**-Sheremetyevo , AIRCRAFTNAMES:SU9
- 4) **08 October - 09:40 Moscou**-Sheremetyevo - AEROFLOT Direct / SU 235,  
Arr: **11:10 - 8 October 2011 Brussels** / Airbus A319

**Total flights & taxes : 334.18 EUR (6 July 2011) [www.aeroflot.ru](http://www.aeroflot.ru)**

See the application form on the next page...



## Application form for participation

### “THE BELGIAN-LUXEMBOURG ECONOMIC MISSION in NIZHNIY NOVGOROD”

In order to register, please, send the application form **before 30 July 2011**  
 attention: Maria Landenok email: [maria.landenok-ex@solvay.com](mailto:maria.landenok-ex@solvay.com)  
 with copy attention Arkady Arianoff: [a.arianoff@cblr.org](mailto:a.arianoff@cblr.org)

- Your Name: .....
- Job Position: .....
- Company: .....
- Town: .....
- Field of Activity: .....
- E mail: .....
- Phone: .....

The Estimated Cost of the mission on base of 15 participants: € 1.900,00 all In

- Registration fee: 400 € for the members, 600 € for no members
- Flight Airbus Brussels-Moscow-Nizhniy Novgorod-Moscow- Brussels by Aeroflot : 334,18 € (price July 2011)  
(Departure from Brussels the 4<sup>th</sup> October at 12.00 am, arrival at NNOV: the 5<sup>th</sup> at 00.35 am)  
See the web site [www.aeroflot.ru](http://www.aeroflot.ru)
- All Transfers in Bus (see program) : 105 €
- Hotel Nikola House 4 stars: 130 €/1 night
- Organization by the Russian side of B2B: 200 €
- Translators: 50 €
- 2 lunches: 50 €
- VIP evening the open day hosted by the Governor: 95 €
- Belgian Luxembourg VIP Cocktail : 50 € (you could invite your Russian customers)

NB: The other lunches, dinners and costs for the visa are not included. If needed, the visa formalities can be made with the assistance of the travel agency: <http://www.rta-eastwest.be>

**If you want to take part in the economic mission and in the program, reserve Hotel or obtain more information, please contact Mr. Arkady Arianoff - E-mail : [arkarian@yahoo.fr](mailto:arkarian@yahoo.fr), phone: +32 (0) 473 948655**

Today, I pay the registration fee of €400,00 for the Members or €600, if not a member! on the CCBLR account **210 0559990 61**  
IBAN: BE622100559990 – BIC: GEBABEBB with the mention “Nizhniy Novgorod mission October 2011”

Signature (Name-Company)



## Nizhny Novgorod Region

Nizhny Novgorod Region is situated at the confluence of the Volga and Oka rivers and serves in a sense as a bridge between the European and Asian parts of Russia.

The Russian chronicles say that Nizhny Novgorod was founded by Grand Prince Yuri in 1221.

Owing to its strong industry and stable agriculture, Nizhny Novgorod Region is also in a favorable socioeconomic and political position. The region's cultural and historical heritage has contributed greatly to its spiritual and intellectual influence on European Russia.

The region covers an area of 80 500 km<sup>2</sup>, which is approximately equal to the entire area of the Benelux countries. Agricultural land occupies 41% of this area; forests, 48%, lakes and rivers, 2%; and other lands, 9%.

Nizhny Novgorod Region has a population of 3.7 million people (about 2.5% of the population of Russia), 78.2% of whom live in urban areas; the population density is 48.5 people per km<sup>2</sup>.

The regional center is the city of Nizhny Novgorod located 400 km northeast of Moscow. It has a population of 1.4 million, making it Russia's third-largest city.

The main industrial sectors are car manufacturing, engineering, food processing, and the chemical and petrochemical industries.

The city's industrial period began in the second half of the 19th century, and Nizhny Novgorod became one of Russia's largest industrial centers. The Sormovo plant founded in 1849 played a leading role in shipbuilding and machine manufacture. More than 10,000 people worked there producing riverboats and railway cars. Kurbatov (founded in 1857) and Yakovlev were other large plants connected with shipbuilding. (About half of all Russian ships were built in Nizhny Novgorod, and the first motorized ships in the world were produced here.) Nizhny Novgorod was connected with Moscow by railway in 1862, and the Sormovo plant produced its first locomotive in 1898. In 1897, Bugrov and Bashirov, the city's richest merchants, set up a weaving plant that became one of the largest in Russia.

Rozhdestvenskaya Street (now Mayakovsky Street) became the center of Nizhny Novgorod. Hotels and restaurants, trading houses, the largest, richest banks, and the offices of shipbuilding companies were all located there. In the early 20th century the main fair house,

Nizhny Novgorod remained the industrial center in the USSR. The largest auto plant in Russia was founded here in 1937. But it was only in 1990, after the decline of Communist regime, that the fair was revived.

### NATURAL RESOURCES

The forests of Nizhny Novgorod Region consist mainly of pine (43.2%) and birch (34.9%), with some spruce (7.1%), aspen (10%), and other species (4.8%); total timber reserves are 352.16 million m<sup>3</sup>. The region itself is located within three natural zones: coniferous forest or taiga, deciduous (oak) forest, and steppe. Soils are mainly sod-podzolic and podzolic. In 1934, Gorky University received a forest tract for a biological station in the area of the Pustynskie Sink Lakes near the village of Staraya Pustyn, Arzamassky District (Pustynsky Reserve). Other reserves, e.g., Kerzhensky, Buturlinsky, Dalne-Konstantinovsky, and Navashinsky, were established later (there are 14 altogether). By a Decree of the Gorky Regional Soviet of October 20, 1965, 30 rare and notable natural sites in the region, including Bornukovskaya Cave and the Ichalkovsky pine forest, were placed under protection.

A list of several dozen medicinal and other wild plants of Gorky Region whose collection was prohibited was approved in 1978. Steppe areas, bogs, and lakes with rare and relict plant species, forest tracts with valuable tree species and rare species of underbrush and grasses, arboreturns, old parks and laneways, and unique trees were all declared protected.

The region is taking a series of measures to protect the habitats of animals and birds such as the muskrat, marten, beaver, otter, black stork, golden eagle, and various owls. Bears, moose, wild boars, wolves, lynx, wolverines, foxes, badgers, and grouse are some of the other inhabitants of the forests of Nizhny Novgorod Region.

There are more than 9000 rivers and streams in the region with a total length of 33 000 km. waterways, the city of Nizhny Novgorod has a large river port with access to the Baltic, Black, Caspian, and White seas and the Sea of Azov.



Explored reserves of drinking and process water in the region amount to 2.67 million m<sup>3</sup>/day. There are extensive subsurface reserves of low-mineral sulfate drinking water, as well as chloride, sodium, and bromine brines used in medicine.

There are more than 7000 lakes in Nizhny Novgorod Region, enormous reserves (more than 2.5 billion tons) of rock salt suitable for producing high-grade table salt, chlorine, and caustic soda have been discovered in the region. The southern part of the region also has small deposits of nonferrous (copper, lead, and zinc) and rare (molybdenum) metals, trace elements (scandium, yttrium, and lanthanum), and rare earth elements (neodymium, cerium, and ytterbium). There are extensive deposits of building sand in the region, as well as large reserves of gypsum, anhydrite, peat, and sapropel (aquatic ooze).

## ECONOMY

Along with a favorable geographical location that has made Nizhny Novgorod a connecting link between Europe and Asia, the drive and initiative of its people and their willingness to devise and carry out bold projects has contributed to the region's economic development. The region's reputation for strong industry and daring economic experiments is growing year by year, and the city is better known outside Russia now than it was only ten years ago.

Nizhny Novgorod Region ranks seventh in Russia in industrial output, while the processing industry predominates in the local economy. The mining industry accounts for only 1.7% of total production. Among regions belonging to the Great Volga (Bolshaya Volga) Association, Nizhny Novgorod is in third place after Samara Region and the Republic of Tatarstan. More than 633 industrial companies employ nearly 700 000 people, or 62% of the workforce involved in material production.

Industry generates 83% of the regional GDP and makes 89% of all material expenditures. The leading sectors are engineering and metalworking, followed by the chemical and petrochemical industries and the forestry, woodworking, and paper industries. The first three sectors account for about 75% of all industrial production. In addition, there are other smaller but still important sectors, for example, clothing, shoes, building materials, and the food industry.

The engineering industry is mainly oriented towards transportation, i.e., the auto industry, shipbuilding, diesel engines, aircraft manufacture, and machine tools, with the auto industry being the leading sector (50%).

The national importance of these industries is shown by the fact that 34% of the trucks and 26% of the buses produced in Russia are made in Nizhny Novgorod Region. Car manufacturing began here in 1932 with the construction of the Gorky Automobile Plant (GAZ). Today, AO GAZ is the region's largest company. The plant has close ties with many allied companies. Various auto industry facilities in other Russian regions and the CIS were relocated to Nizhny Novgorod Region to form the basis of a regional production complex. At present, there are ten plants in Nizhny Novgorod Region and other areas of the Volga-Vyatka economic district producing assembled units, accessories, and components for the auto industry. Among them are AO Etna, Zavolzhye Motor Plant (ZMZ), Lyskovo Electrical Engineering Plant (Lyskovsky elektrotekhnichesy zavod), Pavlovo Tool Plant (Pavlovsky instrumentalny zavod), Bor Glassworks (Borsky stekolny zavod), and Bogorodsky Tannery (Bogorodsky kozhzavod). New auto industry plants have been built in Pavlovo (buses), Zavolzhe (caterpillar tractors), and Arzamas (car parts). Various goods and raw materials for the region's auto industry are supplied from plants in the Volga region, the Urals, and southern Russia.

Shipbuilding, unlike car manufacturing, is an old traditional Nizhny Novgorod industry. Large shipbuilding companies involved in full-scale production of modern ships grew up around the old Russian shipyards of Sormovo and Mordovshchikov (Navashino). The industry continues to build innovative river and sea-going vessels, combined river-sea vessels, diesel-electric ships, train ferries, catamarans, hydrofoils, hovercraft, and airfoil boats. Shipbuilding, like the auto industry, has an extensive production network. Shipyards, ship-repair works, and mechanical plants operate in the cities of Gorodets, Chkalovsk, and Bor and in Vorotynsky, Borsky, Vyksunsky, and Bogorodsky districts. These facilities build floating cranes, landing stages, docks, reinforced concrete vessels, pontoons, and other ships; manufacture winches, water heaters, pumps, and other shipbuilding products; and repair ships. AO RUMO of Nizhny Novgorod is a leading producer of marine engines and Russia's largest diesel engine manufacturer.

AO Melinvest, which has operated in Nizhny Novgorod for nearly 130 years, produces modern automated systems used in the food industry. Chemical engineering received a boost with the formation of the Khimmash group of companies, which operates plants in Dzerzhinsk, Zavolzhe, Semenov, and other cities of the Volga-Vyatka region. The machine tool and metalworking industries are located in Nizhny Novgorod, the Volga-Oka area, and in old metal industry districts of the region (Pavlovsky, Vachsky, and Sosnovsky). These industries specialize in the manufacture of blanks, tools, and hardware for the engineering industry, as well as metal consumer goods (knives, forks, scissors, locks, etc.), medical instruments, and fitting/assembly, automotive, and woodworking tools. The leading machine tool company is AO ZeFS, which manufactures N/C (numerical control) milling machines equipped with microprocessors. Many engineering and metalworking plants also produce various household appliances and other consumer goods for leisure and home use.



The chemical and petrochemical industries have contributed significantly to the region's industrial development. Construction of several chemical plants began in Dzerzhinsk in the 1920s. Today, Dzerzhinsk is one of the country's largest chemical production centers. Synthetic corundum used in manufacturing textile machinery, lasers, and jewelry was first developed here. Dzerzhinsk chemical plants produce sulfuric acid, fatty acids, caustic soda, PVC resins and copolymers, organic glass, plastics, highly effective plant protection agents, fertilizers, various catalysts, activators, preservatives, cleaning agents, and many other products. Chemical companies in Nizhny Novgorod Region include Zarya Production Association (PO Zarya); AO Kaprolaktam; state enterprises (GP) Korund, Orgsteklo, and Sverdlov Plant (Zavod im. Sverdlova); Plastic Production Association (PO Plastik); and AO Sintez.

The NORSI Production Association (PO NORSI), established in Kstovo in 1957, is a major producer of gasoline, kerosene, diesel fuel, fuel oil, oil bitumen, mineral oils, paraffin, and other petroleum products. In the early 1980s, it became the base for a complex producing ethylene, propylene, and benzene delivered by product pipeline to Dzerzhinsk for polymer production.

Dzerzhinsk used to be a city of secret factories, design bureaus, and research institutes that produced state-of-the-art armaments and defense technology, from electronic anti-aircraft defense systems, supersonic interceptor fighters, nuclear submarines, and airfoils to atomic and hydrogen bombs. This required a science-intensive, high-technology industry designed to output these products, well-equipped factories, and skilled workers. Nizhny Novgorod Region had all of these then and still has them.

The city's traditional role as a commercial center and the region's defense significance has led to the construction of an extensive transportation infrastructure. The region has more than 1000 km of waterways (most of them are equipped with light fixtures and reflectors and have a guaranteed depth of 3.5 m), more than 14 000 km of roads (with a network density nearly five times the average figure for Russia), and more than 1000 km of railways. The rail network can be considered complete, and electrification is currently nearing completion.

The city has had its own subway since 1985 and an international airport since 1994. The airport serves about 20 Russian routes and one international route (Frankfurt-Nizhny Novgorod operated jointly with Lufthansa), as well as tourist flights to a number of other countries.

The conclusion of a series of international transport agreements offers real prospects for local companies, owing to the fact that two Eurasian transport corridors intersect in Nizhny Novgorod Region: the road and railway Pan-European Corridor No. 2 (Berlin-Warsaw-Minsk-Moscow-Siberia TransSib) and a shipping route (Antarctic-Middle Eastern seas through the Volga Basin).

Today, the city and the region are open for cooperation; many joint projects have been developed and are already being implemented. The region maintains trade relations with many countries and has an export surplus. The largest volume of exports goes to Ukraine, Belarus, Switzerland, Kazakhstan, Belgium, and France. Imports come mainly from Ukraine, Germany, Belarus, Kazakhstan, Austria, the Netherlands, China, and the United States.

Nizhny Novgorod Region has traditionally been attractive to investors. In 2002, Moody's rating agency confirmed a Caa1 rating based on the region's long-term foreign currency liabilities.

A great deal is also being done to develop the securities market. The stock market infrastructure is quite well developed in Nizhny Novgorod, and the exchange business is expanding. Companies and organizations registered in the region include 1153 joint-stock companies, 63 investment institutions, 34 commercial banks, 35 insurance companies, 1 voucher investment fund, 1 investment fund, 17 nongovernmental pension funds, 2 associations of professional stock market dealers, and 3 exchanges (stock, currency, and agricultural). Nizhny Novgorod Region was one of the first to issue a Eurobond loan, a promising field of activity for everyone. Today, Nizhny Novgorod Region is noted for having relatively highly developed market relations.

The year 1990 marked the revival of the Nizhny Novgorod trade fair after a 60-year lapse. The fair was liquidated on March 16, 1930, by order of the Council of Labor and Defense after more than 300 years of existence (from 1624 to 1817 in Makarev and from 1817 to 1930 in Nizhny Novgorod). Another notable event took place in 1996, when the Nizhny Novgorod fair hosted the All-Russian anniversary exhibition "The Future of Russia" dedicated to the 100th anniversary of the All-Russian Industrial Exhibition of 1896.

Today, the region needs serious partners interested in equitable, long-term, mutually beneficial partnerships. The Administration of Nizhny Novgorod has many specific programs that may be of interest to business partners.

*Kommersant*



## NEWS FROM RUSSIA

### \* Sibur, Solvay propose creating polyvinylchloride processing cluster!

Russian petrochemical holding Sibur and Belgian chemical company Solvay have proposed creating a polyvinylchloride (PVC) processing cluster in the city of Dzerzhinsk in Russia's Nizhny Novgorod Region, the city's administration said in a statement Monday.

The two companies are interested in processing PVC that is to be produced by their affiliate from 2013, the administration said. The Belgian Luxembourg Chamber of Commerce for Russia and Belarus present at this meeting will sustain the project during an economic mission in October 2011.

RusVinyl, a joint venture between Sibur and SolVin, owned on a parity basis by Solvay and Germany's BASF, plans to launch a PVC plant with an annual production capacity of 330,000 tonnes of PVC in the region in 2013, the administration reiterated. The plant's capacity may be increased to 500,000 tonnes of PVC by 2016.

### \* Belgium is more than ever on the map in Russia

- Belgium is more than ever on the map in Russia after the successful visit of HRH Prince Philippe to Moscow and Saint-Petersburg in April 2011.  
It is indicated to capitalize now on the present climate and to develop a stronger presence in the Russian regions.
- The Prime Minister of the Russian Federation Mr V. Putin, has underlined during a recent visit to Nizhny Novgorod, the importance of supporting the development in the region of the Oil and Gas industry and the implementation of a local Plastic and Chemistry cluster.  
It is highly important to note that according to V. Putin, in the Russian Federation, the domestic oil companies will invest over a period of eight years not less than USD 309 billion, starting in the immediate future and going on up to 2020 and that the Government will support the medium and small companies in the sector.
- the SOLVAY group is at the center of the plastics and chemistry development, saving no money and efforts to make the 1,3 billion EURO investment in the Nizhny Novgorod in a fifty-fifty joint venture with SIBUR, a success.  
As you know the management committee of Solvay kindly approved that one of his key- members accepted the presidency of our chamber.
- LUKOIL, probably the best known Russian investor in Belgium, which has welcomed in April, HRH Prince Philippe in his headquarters in Moscow, with their most important and modern refinery installations in Nizhny Novgorod has already confirmed its full commitment to cooperate with the chamber and to contribute to the success of the Belgian-Luxembourg Economic Mission in October 2011.

### \* New Ahlers Moscow Office!

The new office has been established in the West of Moscow, close to the ringroads. The new office is very close to Vnukovo airport. The general manager is Wijnand Herinckx, who has a track record of 6 years in the transportation business in Moscow. He speaks fluent Russian, English and Dutch. The office offers integrated supply chain solutions, enhancing solutions for groupage, full truck loads, custom clearance, local distribution and warehousing. And this also for breakbulk or out of size cargo. You can contact Wijnand via mail: [wijnand.herinckx@spb.ahlers.com](mailto:wijnand.herinckx@spb.ahlers.com), or via his mobile +7 915 216 4694.

### A 'quick step' into Russia

Unilin, the producer of the well-known 'Quick Step' flooring from Wielsbeke, Belgium, has been a much appreciated customer of Ahlers in Russia since May 2009. The Belgian cargo arrives by sea in the port of St Petersburg, where Ahlers performs the customs clearance of the goods and takes care of the transportation out of the port. From the warehouse the goods are distributed by pallet or even per box. Since the launch of Quick Step in Russia, the products have experienced a tremendous success. This led in turn to the decision of Unilin/Quick Step to establish a local flooring production facility. Quick Step is also well known for its sponsorship of the cycling team of Tom Boonen.

### Come and visit Ahlers at :

WTL 2011 - Warehouse.Transport.Logistic - 2011, Moscow, 24-28 October 2011 at the Moscow Expocentre, Booth 1A30

Ahlers continues to extend its activities in Russia. Recently opened offices in Moscow and Novorossyisk have started in respectively the months of May and June. The Novorossyisk office in the south of Russia is the consequence of an outsourcing contract for an international customer. Moscow was opened thanks to an increase in general demand for transport and warehousing in the city region.



Ahlers offers now the full range of activities within Russia, making it a true gem and a favourable logistics partner to cooperate with in the country. Next to the geographical spread of offices, it also owns 44.000 m<sup>2</sup> warehouse in St Petersburg. Co-ordinating monthly over 1000 trucks on the road in the region also creates adequate buying power at road transportation firms. Employment in Russia will increase to 250 and beyond in the coming months. Ahlers activities in the country are International Transportation - Customs Clearance - Warehousing - Local Distribution - Value Added Services.

Contact information : Ahlers Russia/CIS Desk:

Contract Logistics : [didier.duponselle@ahlers.com](mailto:didier.duponselle@ahlers.com)

Transportation : [natalija.shupika@ahlers.com](mailto:natalija.shupika@ahlers.com)

### \* GE signs preliminary deal on Skolkovo research center

General Electric (GE) signed a preliminary agreement to establish a research center at the Skolkovo hi-tech hub being created near Moscow. Viktor Vekselberg, the president of the Skolkovo Foundation, said at the signing ceremony that a final agreement on the project should be in place by the end of the year.

"We welcome the decision by GE to implement such a significant project," the billionaire businessman is quoted as saying in a foundation press release. "The specific size and format of this involvement will, I hope, be agreed before the end of the year."

The plans currently provide for the U.S. corporation to establish a center for around 50 scientists to conduct research primarily focusing on energy efficiency, health and information technology.

GE chairman and CEO Jeffrey Immelt hailed the agreement as "a vivid example" of the company's long-term commitment to Russia.

"We are confident that GE's new research center in Skolkovo will become a universal platform for the application of Russian scientific potential in specific business projects, as well as for the introduction of advanced GE technologies in Russia," he is quoted as saying in the press release.

Seen as a key part of President Dmitry Medvedev's drive to modernize Russia's commodity-dependent economy, Skolkovo is intended to be an ultra-modern science community for the development and commercialization of new technologies.

The hub, being set up just outside Moscow, will focus on research in five priority spheres: energy, information technology, communication, biomedical research and nuclear technology.

### \* Russia to be Europe's largest car market by 2014

Russia, currently Europe's third largest car market, is likely to become the biggest in Europe by 2014, Trade and Industry Minister Viktor Khristenko said.

"The steady growth trend for Russian production and the domestic market has turned the country into Europe's third largest car market by sales in the first five months of the year. I am absolutely sure that we'll become Europe's largest car sale market by 2014," Khristenko said.

"We hope that all the processes connected with the 'cash-for-clunkers' program will be finished, and we'll gradually enter a period of normal and natural market growth and steady demand," Khristenko said.

The Russian market has rebounded strongly since the economic crisis on 2008, thanks in part to state support for the industry with a cash rebate scheme for customers scrapping old vehicles in exchange for buying locally made cars.

### \* Alrosa posts 42 pct Q1 net profit growth

Russia's diamond monopoly Alrosa posted a 42 percent increase year on year in its first quarter IFRS net profit to 12.040 billion rubles (\$431.54 million), the company said Alrosa's revenues in the first three months of 2011 fell 5 percent to 29.6 billion rubles from 31.082 billion rubles the previous year, the company said in a statement.

The company's adjusted EBITDA in the first quarter jumped 78 percent to 14,072 billion rubles, while operating profit grew 25 percent to 12.732 billion rubles. The average price of rough diamonds sold by the company hit \$102 per carat, 34 percent higher than the \$76 per carat in the same period last year.

Alrosa's net debt fell 13 percent to 86.892 billion rubles, while short-term debt dropped 86 percent to 12.266 billion rubles. The company's diamond output in January-March 2011 rose 16 percent to 10 million carats, while sales fell 28 percent to 9.1 million carats.

"In the first quarter of 2010 Alrosa's sales in terms of volume were higher year-on-year due to the sale of inventories accrued in 2009," the company said.

*Ria Novosti*



Многофункциональный  
промышленный округ

«КОТОВО»

в Наро-Фоминском  
муниципальном районе  
Московской области

Multi-Functional Industrial Area  
«KOTOVO» in Naro-Fominsk District  
of the Moscow Region



The Multi-Functional Area «KOTOVO» is situated in Naro-Fominsk district of the Moscow region.

The Moscow region is the most developed industrial regions of Russia with high scientific and educational potential. The up-to-date face of the region is built up by cities producing competitive industrial products, cities of science fulfilling scientific researches and applied projects of global importance.

In the Moscow region, resources are fully available in fields such as hi-technology, machine industry, new materials, construction, processing food, healthcare or mass consumption products.

The Naro-Fominsk district has become for the last years one of the most intensively developing districts of the metropolitan area because the Government of Naro-Fominsk district has created attractive conditions for investments. New enterprises have been created with Russian or foreign capital. Naro-Fominsk district is on the top of the rate of the Moscow region thanks to the sustained development of industry and agriculture. Approximately 300 enterprises of machine building, electro-technical, light, food, processing, timber, and woodworking industry are successfully operating in the district.

The «KOTOVO» area is also next to the Kaluga region where world-renowned companies such as Samsung Electronics or Volkswagen have heavily invested and are now running important plants. West of KOTOVO, there are sites of «REXAM Beverage Can Naro-Fominsk», a can producer having the world-largest volumes of production, and an American cosmetics company «AVON Beauty Products».

The residential area of «KOTOVO» will include four types of buildings: multi-storey buildings, low-rise apartment buildings, townhouses and cottages; the total area of the ready houses will be 425-500 thousand sq.m. It is planned to build three schools, 5 kindergartens and other institutions such as libraries, hospitals, physical training institutions, etc.





## NEWS FROM BELARUS

### \* Belarus in talks with European, Russian companies over flat steel manufacturing

Belarus is currently in talks with European and Russian companies over flat steel manufacturing at the Belarusian Steel Works (BMZ), First Vice Premier of Belarus Vladimir Semashko told media on 1 July.

Vladimir Semashko noted that at the investment forum in Frankfurt the Belarusian company signed a memorandum of intention with the Italian company Danieli on the implementation of the project. "A memorandum is only an intention, not a contract. But we still consider the Italian company as one of our potential partners in the project," he said. The negotiations with other foreign companies are in progress as well.

According to the Belarusian official, the issue is expected to be settled within the next two months. "We are open for any cooperation," Vladimir Semashko stressed. He has added that the decision has been recently taken on the BMZ flotation. It is necessary, first of all, for being prepared for an immediate response to investors' offers. "Investors are welcome to participate in the transformation of the company into a joint stock company in general or get engaged in a flat steel manufacturing project only," Vladimir Semashko said.

The project is of high significance for the country. It is estimated at almost \$1 billion. "The project has a well-developed business plan already. Its first stage envisages the production of 700,000 tonnes of hot-rolled sheet a year. It will meet the country's needs in full. Its capacities will be further doubled to develop the company's export potential," Vladimir Semashko said.

### \* Nizhny Novgorod offers automotive cluster project to Belarus

Nizhny Novgorod Oblast offers Belarus to create an industrial cluster for the production of passenger cars, the deputy governor of Nizhny Novgorod Oblast, Dmitry Svatkovsky, said at a meeting of the Belarus and Nizhny Novgorod Business Cooperation Council, BelTA informs.

Dmitry Svatkovsky noted that Nizhny Novgorod Oblast hopes that the local automotive industry will be expanding as GAZ and Volkswagen auto producers signed a cooperation agreement. This document provides for the launch of a new production facility with the capacity of 120,000 cars. According to Dmitry Svatkovsky, this area of cooperation with Belarus is promising too. "We offer Belarusian partners to develop the automobile cluster, cooperate in the joint production of components. We are fairly optimistic about these projects. The auto-cluster in Nizhny Novgorod brings together more than 110 enterprises," he said.

In turn, First Deputy Prime Minister of Belarus Vladimir Semashko noted that Belarus and Nizhny Novgorod Oblast need to expand cooperation. At present, joint projects are being discussed with the Ministry of Agriculture and Food, Industry Ministry, Belarusian Railways and the Belavia national air company. Belarus is interested in their successful implementation and is ready to create all necessary conditions for that. "We are ready to create all the possibilities to encourage business of Nizhny Novgorod to arrive in the Belarusian market," said Vladimir Semashko. According to him, promising areas for partnership are not only industrial projects, but projects in agriculture. Belarus is ready to supply Nizhny Novgorod Oblast with the necessary amount of food on mutually beneficial terms. Besides, Belarus is interested in developing cooperation with Nizhny Novgorod in high technology, science and innovation.

In January-April 2011 the bilateral trade between Belarus and Nizhny Novgorod Oblast went up 26.2% over the same period last year to reach \$185 million. Export made up \$109.2 million, import \$75.8 million. Belarus had a \$33.4 million surplus in trade with Nizhny Novgorod. The growth of Belarusian export was due to the increase in the deliveries of combustion engines, sugar, tractors and trucks, cheese and quark, road and construction equipment. The main imports from Nizhny Novgorod Oblast were alcohol, oil products, spare parts for cars and tractors.

### \* Customs Union introduces unified duties on imported cars

Unified customs duties on automobiles imported by individuals to the Customs Union were introduced on 1 July 2011, BelTA has learnt.

Starting 1 July 2011 unified Customs Union duties and taxes on the import of automobiles by individuals will be in effect in Belarus.

A protocol on temporary exemptions from the single customs territory regime of the Customs Union was in effect before. The document had been signed by representatives of the three Customs Union countries. The document provided for enforcing



unified customs duties and taxes on transport vehicles to be imported by individuals as from 1 July 2011. The customs duties and taxes are specified by the agreement on the procedure for imported commodities and vehicles by natural persons.

A reminder, in 2010 the Customs Union countries signed an agreement to stipulate the transportation of personal-use goods by natural persons across the Customs Union border. Among other things the document stipulates the size of customs duties on imported vehicles. The agreement has been used in the Customs Union on a temporary basis.

At the same time the sides signed a protocol on temporary exemptions. The protocol extended the use of national laws for the import of vehicles to the territory of Belarus till 1 July 2011. The temporary exemptions protocol will no longer be used as from 1 July. It means that unified Customs Union customs duties and taxes on car imports will be used. These duties and taxes are based on Russia's existing customs duties and taxes. Experts say that Russia's existing customs duties and taxes exceed those Belarus uses at present by at least four times.

### **\* Belarus seeks investor for LCD panel production**

Belarus is looking for an investor to launch high-technology manufacture of LCD panels, First Vice Premier Vladimir Semashko said while answering MPs questions on 30 June.

"Today the country needs new technologies and know-how to set up joint companies. A number of projects are under consideration now. One of the largest of them is the assembling of the entire range of LCD panels in Belarus," Vladimir Semashko said. In his words, Belarus has a considerable potential necessary for successful implementation of the project.

The manufacture will get its best development within the Customs Union which is to open a huge market for the Belarusian producers, Vladimir Semashko is confident. "We need a plant that is able to meet the needs of both Belarus and the Customs Union," the Belarusian official believes. In his words, the Industry Ministry is expected to find an investor for the LCD panel production this year.

### **\* Almost all businesses in Belarus adjusted to new ruble/dollar rate**

Almost all enterprises in Belarus have adjusted to the new ruble/dollar exchange rate, First Deputy Prime Minister Vladimir Semashko said at a joint session of the Belarusian Parliament.

"Today almost all businesses have adjusted to Br5,000 per \$1," Vladimir Semashko said.

Vladimir Semashko said that the cost of goods does not equal 100% the price of imported materials or components. Moreover, companies made use of material and energy efficiency programs. It is only the oil refineries that are having hard time adjusting. Yet, Naftan, for instance, has reported the level of profitability it had in January this year.

"I think we managed to stabilize the prices," said Vladimir Semashko. In his opinion, there are no grounds for further big price increases for groceries or for consumer goods.

Speaking about utility prices, Vladimir Semashko also said that currently negotiations are underway with Gazprom to freeze and stabilize gas prices. "This allows us to hope that we will be able to reduce significantly the share of expenses on energy," said the First Deputy Prime Minister and added that in recent years prices for imported energy have increased significantly, by about \$4 billion.

### **\* Asahi Glass Company interested in joint projects with Belarus**

Asahi Glass Company concern (ex Glaverbel) is interested in joint projects in glass industry with Belarus, said the concern's director general for CIS Vladimir Shigaev as he met with Belarus' Prime Minister Mikhail Myasnikovich.

Vladimir Shigaev noted that Asahi Glass Company boasts a huge experience in both the reorganization of operating glass companies and the creation of new plants. "We consider our contacts with Belarus as another step in bringing investments to the country," he said. Vladimir Shigaev highly values Belarus' potential in the glass production. Asahi Glass Company is keen to invest in all promising projects in this field.

Mikhail Myasnikovich, in turn, said that Belarus is ready to cooperate with the concern. "It is better to develop in cooperation. Our meeting will highlight the prospects of cooperation and outline the joint projects. You have a century-long experience in this field. Belarusian companies also occupy a significant segment on this market."

In his words, the joint efforts and cooperation with the concern will help Belarus promote its interests and strengthen its positions on foreign markets. "We need to outline joint projects to promote our mutual interests on the global markets," summarized the Prime Minister.



## ◆ **CONFERENCE / SEMINAR / VISIT OF DELEGATIONS :**

### **- VISIT OF RUSSIAN COMPANIES**

Please be informed that we are going to provide for the visit of Russian companies engaged in heavy-lift and heavy transport to the Netherlands and Belgium. The meetings will be held from 12-16 September 2011 with tours in the ports of Amsterdam, Rotterdam and Antwerp.

Russian delegation already includes around 30 companies (and counting) representing TOP-50 Russian enterprises handling heavy and oversized cargoes:

Mortrans

<http://www.mortrans.ru/en/>

Group of Companies «RosTransLogistic»

<http://www.rostranslogistic.com/en/index.php>

TIS GROUP

<http://transinterservice.com/eng/home>

NSC, Arkhangelsk

<http://www.ansc.ru/Inf.shtml>

Full delegate list with contact details will be sent to you as soon as you register with us.

This visit is going to be a unique opportunity to meet the leading freight companies of Russia, interested in logistic service offered in Belgium and Netherlands. It will include meeting with transport companies of Netherlands (14th September 2011, Rotterdam) and Belgium (16th September 2011, Antwerp). Informal conversation in one of the restaurants will add value to mutual cooperation.

If you would like to take part in this event, please send your contact details (full name, position, phone, fax, E-mail). Registration fee makes up 350 EURO for a single person.

### **Stevedoring companies can also participate in excursions to terminals.**

Our company is the only organizer of events in the sphere of heavy-lift transport and logistics in Russia and CIS countries. Annually we hold such conferences as Heavy-Lift Russia and CIS (Moscow, Russia, click HERE for details: <http://www.ibforum.ru/conf010-eng.php> ), Caspian Heavy Lift & Offshore (Baku, Azerbaijan) and Heavy Lift Black Sea (Odessa, Ukraine). We also publish Heavy Lift Russia magazine (<http://www.negabaryt.com/index-eng.php>).

With kind regards,

Sergei Evmenenko

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## ◆ **BUSINESS PROPOSALS / JOBS :**

### - **Faymonville**

Le Groupe Belgo/Luxembourgeois Faymonville dispose d'une expérience de plus de 40 ans dans la production de semi-remorques. Il est aujourd'hui en Europe un des plus importants constructeurs de véhicules tractés, destinés au transport exceptionnel et hors gabarit.

Dans le cadre du renforcement de notre équipe commerciale, nous recherchons:

#### **1 délégué commercial (m/f) pour les pays C.E.I., Slovaquie, République tchèque, Moyen Orient et Afrique du Nord**

##### Tâches:

- Organisation, prospection
- Etablissement des offres et négociation des contrats
- Conseil et accompagnement de la clientèle
- Mise en place et gestion d'un réseau de distributeurs

##### Profil:

- Bonne expérience commerciale dans des produits d'investissements
- Compréhension technique
- Engagement, flexibilité, esprit d'équipe
- Très bonnes connaissances du russe, de l'anglais et du français (parlé et écrit)
- Disposition à voyager
- Capacité de gestion de dossiers complets
- Bonnes connaissances en informatique (Windows, Office)
- Domicilié près de nos bureaux à Weiswampach ou disposé à déménager dans la proximité de nos usines en Belgique ou en Luxembourg

##### Nous offrons:

- une gamme de produits compétitive
- un emploi sûr et intéressant
- une rémunération attrayante et adéquate

Si vous correspondez à ces critères et si vous êtes intéressé à travailler dans une entreprise innovatrice en pleine expansion, adressez votre C.V. avec lettre de motivation à Monsieur Arnold Luxen.

E-Mail: [arnold.luxen@faymonville.com](mailto:arnold.luxen@faymonville.com)

The group Faymonville is a family company, with more than 40 years of experience in development, construction and production of innovated semi-trailers for the specialist heavy haulage. The group is one of the manufacturer leaders in special trailer construction in Europe.

We are looking for :

#### **1 sales representative for CIS countries, Slovakia, Czech Republic, Middle East and North Africa (m/f)**

##### Duties and responsibilities:

- Organization and prospecting
- Prepare proposals and sales contracts
- Advise and follow up customers
- Develop and manage a distributor network

##### Profil:

- Good commercial experience in investment goods
- Technical understanding
- Flexibility, willingness, team spirit
- Very good Russian, English and French language skills (written and spoken)
- Availability for travelling
- Ability to manage complete dossiers
- Good computer application skills (Windows, Office)
- Live in the surroundings of our offices in Weiswampach or be ready to move close to our production sites in Belgium or Luxembourg

##### We offer:

- A competitive product range
- An interesting job
- An attractive salary package

Interested? We are looking forward to receive your application, including your CV. Please forward your application by e-mail to: [arnold.luxen@faymonville.com](mailto:arnold.luxen@faymonville.com)



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Website: [www.faymonville.com](http://www.faymonville.com)



### - Tired of bad translations?

When even Hillary Clinton gets her Russian translations wrong (remember the "reset button" last year?), you better trust a quality partner to do your translations, editing, proofreading and interpreting. ElaN Languages translates your annual reports, websites, brochures, contracts, etc. with great care, and with native speakers ONLY.

A recent survey has revealed that 80% of international businesses suffer because of errors in document and website translation. An ironic proofreader complains on the Internet: "The average translator's plan seems to be to replace all the Russian words with English ones that have roughly the same meaning and leave it at that. This is, admittedly, a step in the right direction but it hardly amounts to a translation."

It is amazing that companies in Russia order translations and then find it perfectly acceptable to spend additional time and money re-doing them.

### Style is crucial. It adds to your image.

Russian language has less words than English. This may be why many translators feel the need to use at least twice as many words when drafting documents in English. They use commas without any clear idea of when or how to use them. If you've used more than two commas in a sentence without good grammatical reason, you've almost certainly got it wrong.

On the other hand, translations into Russian usually have sentences that are too long. This look may have been acceptable in philosophical works of the 19th century, but it makes for a very uncomfortable read in today's business environment.

### Careful with internet translations!

Translating tools on the internet are developing quickly but should not be relied upon. The time is over when the English "Out of sight, out of mind" was translated into Russian as "blind idiot", but still...

### The proof is in the proofreading

- "We use ElaN for all our marketing materials. They know the terminology and take great care about using the right style"  
– Steven Palstermans, General Director, **SWIFT**, Moscow
- "Thanks for the good work. Although our material is very technical, there were very few changes which we made after proofreading it. It facilitated my staff's work significantly"  
– Sebastien Dakin, Communications Manager, **International Science and Technology Center**, Moscow
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### ◆ **JOBS SEARCH :**

#### **SERGEEVA Elena**

MBA student in "International Business Management" with previous experience in administration, project-management and business development is looking for Internship in Belgium with a financial services company or a company working with CIS market.

**Education:** Hogeschool-Universiteit Brussel (Belgium), current. Also I have university degrees in Law and World economy in Russia.

**Languages:** Russian (Mother tongue); English (fluent); French (intermediate); German (notions).

Mob.: +32 475 90 21 55, E-mail: [helennord63@gmail.com](mailto:helennord63@gmail.com)

#### **SYCHEVA Irina**

Young specialist in International communications, investment in realty, operations with realty, commercial realty and ground areas is looking for a job in Nizhniy Novgorod or Moscow regions.

**Education** - Lobachevsky State University of Nizhniy Novgorod - commerce in external economics (trading business), finance (in paper currency sphere)

**Working experience:** coordinator of «The Days of Belgium in Russia. Nizhniy Novgorod region», project manager in international projects, operations with realty, manager of sales promotion

**Personal skills:** Team spirit, strong communication skills, diplomat, well-organized, active, punctual, positive. Russian-English. Ph. +7 920 29 666 21 Email: [sychva@mail.ru](mailto:sychva@mail.ru)



### ODOU Karolien

Young motivated soon to be graduated student in the fields of Translation, Multilingual & Business Communication and Copywriting is interested in employment in Moscow. My education has enabled me to speak and write fluently in English, Russian and Dutch in business environments and I am accustomed to multitasking and team work.

**Education:** Bachelor in Applied Linguistics (English – Dutch – Russian) University College Ghent and Master in Multilingual Communication (English – Dutch – Russian) University College Ghent (graduation in July)

**Languages:** Dutch (mother tongue), Russian (fluent), English (fluent), German (good), French (basics)

**Mob.:** +32 477 23 58 51 **E-mail:** [karolienodou@hotmail.com](mailto:karolienodou@hotmail.com)

### VOROBYEV Boris

Senior marketing leader, with 13 years of experience in the leading companies (Procter & Gamble and Wimm-Bill-Dann, NYSE-traded Russia's largest Food company with \$3 billion revenue), with international marketing experience across CEE, India and extensive experience in Russia, in looking for the position of Marketing Director / Strategy Director or as project consultant.

Experience/skills

Portfolio strategies for multi-brand and multi-category businesses; Brand building; Geographical expansion / white space launches; New brand development and entrance into new categories; Leadership of multifunctional team (R&D, Finance, Product Supply, Market Research, Trade Marketing).

Contact details

[Vorobyevboris@hotmail.com](mailto:Vorobyevboris@hotmail.com);

<http://www.linkedin.com> – Vorobyev Boris, mobile phone - (+7 916) 169 65 59; (+7 916) 156 96 11

### RAMANISHYNA Alesia

Looking for a job in EU policy and/or EU project management sector or in companies dealing with post-soviet countries.

**Education:** Graduate in International Law; post-graduate and Master in European studies (EU policy advisor & EU project consultant); **Experience** in the EU Commission and private sector. **Languages:** Russian (mother tongue), Belarusian (fluent), English (fluent), Italian (fluent), French (good), German (good). I am a quick learner, sociable and adaptable, used to work in the multicultural environment. **Mobile:** +32 4888 23 535 (Belgium). If not available please call + 375 29 636 79 56.

**Email:** [alesia.ramanishyna@hotmail.com](mailto:alesia.ramanishyna@hotmail.com)

### FIRSOVA Yulia

Young postgraduate specialist in International Relations, EU-Russia cooperation, international commerce and business affairs is looking for a position of export/import assistant, administrative employee or interpreter.

**Professional profile:** 2-years work experience (internships included) in political and business analysis, project coordination, administrative issues, interpretation, translation, research, sales. Work experience in public administration (Russian Parliament, Russian regional administrations, Belgium Foreign Affairs Ministry), in European think-tanks.

**Education and training :** postgraduate studies in Political Sciences, Master degree in European Affairs, License degree in International Relations, training in tourism, journalism, management, languages.

**Personal skills :** Strong communication skills, good administrative capacities, team spirit, responsible, active, diplomat, excellent ability to analysis, used to work in international environment.

**Languages :** fluent Russian, French, English, basic Spanish.

Please feel free to contact me by e-mail [balansia@mail.ru](mailto:balansia@mail.ru) or by mobile +32 491 084 082

### STROYKOVA Elena

Belgian, engineer, mother tongue Russian & Ukrainian, bilingual French and mastering spoken and written English, understanding of many Slavic languages is seeking a Sales Assistant position in an export service oriented countries of Eastern Europe.

**E-mail:** [e.stroykova@gmail.com](mailto:e.stroykova@gmail.com); **tel. +32495494588**

## ◆ CULTURE :

Le Centre Culturel et Scientifique de Russie,  
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