

March  
2009

# East Inform

Chambre de Commerce Belgo-Luxembourgeoise pour la Russie et la Belarus, asbl  
Belgisch-Luxemburgse Kamer van Koophandel voor Rusland en Wit-Rusland, vzw

Chamber certified CCI Belgium

For the activities, missions, ... please consult our web site:  
[www.ccbler.org](http://www.ccbler.org)

## International Conference in Brussels

March 25<sup>th</sup> 2009  
SOLVAY, 44, Rue du Prince Albert, 1050 Brussels.

### “Investing in Russia in the current economical situation”

What to know about the crisis in Russia to preserve your investment and find your niche in the  
295 strategic corporations in Russia

Dear Sir, dear Madam, dear Member of CCBLR,

Please find below the programme and the registration form for a seminar organized by our Chamber, dedicated to the crisis in Russia and the possibilities to detect and decide on market opportunities.

We look forward to meeting you at this important event.

Truly Yours,  
**Arkady Arianoff**, General Manager CCBLR

### Programme:

- 10.00-11.00      **Registration** (conference hall, Solvay)
- 11.00-11.05      **“Welcome Words”**  
**Werner Cautreels Ph.D.**,  
President of the Chamber of Commerce, CEO Solvay pharmaceuticals.
- 11.05-11.25      **“The Russian banking sector: a factor of sustainable growth?”**  
**Cyril Pineau-Valencienne**  
Cyril Pineau-Valencienne is heading CPV Conseil which focuses on Central and Eastern Europe and advises companies searching for strategic partners in the region, especially in the following sectors: banking and energy. Moreover he is chairing the Audit Committee of an independent Russian gas company.

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He wrote and lectured on the Russian banking sector. Prior to setting up CPV Conseil, he held financial executive positions in the industry and in the banking sector. In particular he served as Chief Representative of Credit Agricole Indosuez in Russia.

11.25-11.45

**“The impact of the global crisis on Russia’s fundamentals and how it alters the country risk”.**

**Ben Deboeck,**

ONDD (Office National du Ducreire – Nationale Delcrederedienst) , Country Risk Analyst (Europe - CIS - Northern Africa).

11.45- 12.05

**“Tax aspects of the financial crisis : challenges and solutions”**

**Kurt Demeyere and Benoît Malvaux**

Lawyers NautaDutilh bvba/sprl

Benoît and Kurt are tax lawyers. Benoît has many years of experience with international taxation. Kurt studied at Moscow State University in 2008 and has a large interest for legal matters related to the Russian Federation.

12.05- 12.25

**“Strategic corporations in Russia”.**

**Mr. Alexander Podsevalov,**

Counsellor of the Russian mission to the EC

There are 295 company names which were approved by the government’s commission on sustainable economic development .Belgian and Luxemburg’s companies could find their opportunities amongst these companies.

12.25-12.50

**“Banking services in Russia: What has changed for international investors in the past 6 months”**

**Harald Stoffaneller**

Director of the French and Belgian representation in Paris RZB – Raiffeisen Zentralbank Österreich AG

12.50- 13.10

**Q&A**

13.10-14.40

**Walking Lunch for registered participants**

**Registration:**

Please send a mail at following e-mail address: [olga.bogdanova@solvay.com](mailto:olga.bogdanova@solvay.com), with copy on: [ccbtlr@belgacom.net](mailto:ccbtlr@belgacom.net).

Please acknowledge your participation by March, 20.

I will assist to the **CONFERENCE and** at the walking **LUNCH**, fees: **40 €** (25 € for the members of CCBLR)

I pay .....€ on CCBLR account number: 210-0559990-61

IBAN: BE622100559990-61 - BIC: GEBABEBB with the mention: participation fees sem. 25 March

Name :.....

Company: .....

GSM: .....

Email : .....

Website :.....



## **“The 2009 DAYS OF BELGIUM in RUSSIA”: SARATOV and VOLGOGRAD (2009, September 27 – October 2)**

Dear Sir, Dear Madam,

From February 15<sup>th</sup> to 24<sup>th</sup>, we have travelled in Russia in order to prepare **“The 2009 DAYS OF BELGIUM in RUSSIA”**, specially for you, an Economic and Cultural mission of our Chamber to the cities of **SARATOV and VOLGOGRAD** on the Volga river, that will take place **from September 27<sup>th</sup>, 2009 to October 2<sup>nd</sup>, 2009**.

We have attended several meetings with the Vice Governor (Investment and Trade), and many Ministers and personalities of both Regions: Ministers for Investment Policy, for Economic Development, for Culture, for Tourism, Directors of the Regional Administration for International Cooperation, Heads of the Regional Chamber of Commerce and Industry, directors of the Cities Committees for the Development of Industry, Transport and Telecommunication, directors of Museums... in order to prepare your Business to Business meetings and “à la carte” visits of factories, your meetings with the Administrations, two interesting exhibitions on past Belgian-Russian defence cooperation and Court relationship, with the support of the Belgian Ministry for Defence and the regional Ministries of Culture, plus a cultural programme, etc, and your hotels, translators, transports and diners, ...)

During the same trip, we have also prepared **another Economic Mission (MOSCOW-KRASNODAR\*, the last week of June 2009)**. This mission will be especially devoted to the Winter Olympic Games – SOCHI 2014 and the investment in the Krasnodar Region, Moscow being the centre of decision for the tenders.

Please find below a description of the potentials of the two Regions of SARATOV and VOLGOGRAD.

The detailed programme and the cost for your participation will be published in the next edition of our EAST INFORM review. An official presentation of the two regions will be organized on a date to be fixed during the third week of April, 2009.

### **\* Possible extension of the trip to SOCHI and the Olympic Site (Krasnaya Polyana)**

Yours truly,

**Daniel Stevens and Arkady A. Arianoff**  
**The Belgian Luxembourg Chamber of Commerce for Russia & Belarus**

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## **Saratov Region**

Saratov Region is one of the largest regions of European Russia. A hundred years ago, it was an ordinary backwoods Russian province; but at the same time, it had its own cultural distinctiveness.

Saratov Region borders on Penza, Ulyanovsk, Samara, Orenburg, Volgograd, Voronezh, and Tambov regions, as well as Kazakhstan. The administrative centre is the city of Saratov, located in a scenic basin of the Volga Uplands. The city covers an area of 377.93 km<sup>2</sup> and has a population of about 1.000 000 and the Region, 2.600.000.

The region's geographical location favours the development of a high-capacity regional transportation system. Modern airliners will convey you and your cargo to any point within Russia and beyond. The Volga Railway connects the region with the centre of Russia, the Urals, Siberia, the Caucasus, and Central Asia. Water routes link Saratov with Moscow, the Western Urals, the Baltic States, and the Black and White seas.



Saratov is a large industrial centre with well-developed power, fuel, petrochemical, engineering, metal working, woodworking, and light industries.

The region has oil and gas reserves that are being explored and developed by AO Saratovneftegaz, one of the industry's oldest specialized companies. The AO Kreking oil refinery is able to satisfy regional demand for refined oil, as well as the fuel oil and bitumen requirements of construction and road-building companies.

Institutes of the Russian Academy of Sciences and a large number of design and research institutes are located in Saratov Region.

Saratov Region attracts both business people and tourists. Fresh air and inviting nature have favoured the development of holiday homes, health resorts, sports and recreation clubs, and tourist centres.

## HISTORY

Saratov's history began in the second half of the 16th century, when, after completing the formation of a centralized Russian state, Tsar Ivan the Terrible finally defeated the remnants of the Golden Horde on the Middle and Lower Volga. Following his plan, a series of fortified towns, including Saratov (1590), were built on the south-eastern edge of the extended state boundaries.

Since ancient times, the main Old World trade routes from the Black Sea coast, the Caucasus, Persia, Khorezm, the Urals, and Rus had passed through the Saratov Volga. All of this had an impact on the overall cultural level of the resource-rich territory, on the extent of its development, and on its importance in the Russian state system.

Saratov Province was a territory with well-developed agriculture and processing industries, fairly high literacy levels among the population, and highly developed cultural forms (theatre, fine arts, literature, and publishing).

Saratov's transformation into the provincial capital was accompanied by the appearance of a large number of private enterprises and rapid growth of trade. Saratov gained a reputation as a merchant city. Rapid industrial growth began, new steam-powered mills and oil-pressing factories were built, and the city became a major grain-trading and flour-milling centre. In the 19th century, Saratov was not only a granary, but also Russia's "salt gate" and a centre of the oil-pressing and fishing industries. Business brought English, French, Belgian, and German settlers to Saratov, which became the centre of the Volga Germans. The city led other Russian provinces in attracting foreign capital to industry and in the number of foreign bank offices. In the 1890s, Western investments built the giants of heavy industry, e.g., iron foundries, metal works, an internal-combustion engine factory, a nail and bolt factory, steel mills, and shipyards. **A Belgian tram company** helped launch Russia's first tram service in Saratov.

This unique fusion of European cultures influenced the city's architecture.

Saratov turned into a major commercial and industrial center of the Volga region. According to the census of 1897, Saratov was the eighth-largest city in the Russian Empire and the third-largest Russian city after Moscow and St. Petersburg.

In 1909, Saratov became a university town; and although the university consisted of only a single faculty of medicine, the department heads were future world-famous scientists. Also worth noting is the conservatory, which opened in 1912 and became the country's third higher music school.

After the Second War ended, a new round of economic development began in Saratov.

Production of the first Saratov refrigerators began in 1951. Yuri Gagarin studied at the industrial college from 1951 to 1955. An obelisk was set up on the site Saratov Region, where Gagarin landed after his historic flight.

The city's first trolleybus line began operating. In June 1965, the "Saratov" train set out on its first trip to Moscow. Construction of a highway bridge across the Volga was completed in July of the same year.

**Today, Saratov is synonymous with airlines, refrigerators, automated machine tools, glass, bearings, synthetic fibres, electronics, and space communications.**

The biggest bridge in Europe

## MINERAL RESOURCES

Saratov Region has a variety of subsurface resources, including gas, oil, salts, and building materials, which have been deposited according to the region's particular





geological structure. The first natural gas source was discovered in Elshanka near Saratov in 1941; and a gas pipeline was later built between Saratov, Nizhny Novgorod, and Cherepovets. Today, the region delivers gas not only to large Russian cities, but also abroad. The gas consists of 94% methane. The largest reserves are located in the Elshansko-Kurdyumovskoe, Sokolovogorskoe, Pesachno-Umetskoe, Goryuchinskoe, Uritskoe, and Stepnovskoe fields. Oil was found soon after the gas discoveries.

Among other resources are the well known Savelevskoe, Ozinskoe, Obshchesyrtovskoe, and Orlovskoe oil shale deposits of the Trans-Volga (the left bank of the Volga, or Zavolzhye); total identified reserves amount to several billion tons. More than 100 peat deposits located in the valleys of the Khoper and Medveditsa rivers and their tributaries, as well as along tributaries of the Volga. There are deposits of various kinds of building materials, such as chalk, sand, and limestone; and deposits of medium-quality phosphorite containing 20-22% phosphoric anhydride have been discovered on the right bank of the Volga. In addition, the world's second largest aragonite deposit (a semiprecious stone) has been discovered at the Berezovsky quarry in Balakovsky District and the Chapayevsky quarry in Pugachevsky District.

Potassium and magnesium salts alternate with beds of rock salt and anhydride. Potassium salts are used profitably as a valuable fertilizer, which is in especially high demand due to extensive irrigation in the Trans-Volga area.

White writing chalk is used as a raw material for making cement and lime and is also used to fertilize fields in mixtures of peat, manure, and mineral salts. In addition to calcium, chalk often contains phosphorus, which increases its value as a fertilizer. The region has large deposits of limestone, dolomite, and glassmaking sand and more than 50 known deposits of building and ballast sand. Sand accumulations along the Volga River contain reserves of up to 12 million m<sup>3</sup>. There are also famous large deposits of sand that are the required standard for testing the products of cement plants throughout Russia.

Mineral water has been known in Saratov Region since the mid-19<sup>th</sup> century; however, larger mineral water reservoirs were discovered later near Saratov during oil drilling operations. A thick artesian aquifer of hydrosulfuric mineral water similar to Matsesta (from Sochi) was discovered at a depth of 228 m at Sokolovaya Mountain on the bank of the Volga. The water has a total salt concentration of 1%; it contains boron, bromine, iodine, and hydrogen sulfide and is noted for its radioactivity.

## ECONOMY

**Saratov Region is part of the Volga economic district and is in third place within it in the scale of industrial development. Engineering and the chemical, oil refining, and food industries account for the largest share of production.**

The largest companies in Saratov Region are the Balakovo Nuclear Power Plant (Balakovskaya AES), the Saratov Aircraft Plant (Saratovskiy aviazavod; produces Yak airplanes), and the Khimvolokno Production Association (PO Khimvolokno).

The Volsk-16 chemical warfare test range, a major air base (Engels), and part of the Kapustin Yar test range are located in the region.

In the area of agriculture, the main crops are wheat, rye, corn, millet, barley, sugar beets, sunflowers, mustard, flax, and vegetables and cattle, pigs, sheep, and poultry are raised.

The region's leading engineering companies are located in the cities of Engels and Saratov. Their main products include machine tools, trolleybuses, farm machinery, bearings, diesel engines, and refrigerators.

The chemical and petrochemical industries are concentrated in Balakovo, Saratov, and Engels. They produce chemical and other fibers, general rubber goods, and mineral and phosphate fertilizers. The building material industry produces bricks, stone, and building blocks.

AO Saratovneftegaz explores for and produces oil and gas from the region's fields. Companies like AO Kreking, which produces refined oil, fuel oil, and bitumen for regional needs, is representative of the fuel industry.

Along with the Balakovo Nuclear Power Plant, the regional power base also includes the Saratov Hydroelectric Power Plant (Saratovskaya GES) on the Volga River. The parent company is OAO Saratovenergo.

The electronics and instrument-making industries are characterized by a high concentration of original technologies and specialists skilled in high-end production. These enterprises have associated research institutes and experimental design offices that work on high-level scientific developments.

The food industry of Saratov Region is the third largest in the Volga region. The meat and dairy industries have more than a 50% share in total output, and flour and cereal production accounts for the rest.



Companies such as Alternativa (batik-style silk goods) and the Dinamo sportswear factory (a wide range of cotton and synthetic goods) represent light industry. Saratov Region is Russia’s largest producer of silk fabrics.

There are nearly 100 joint ventures with foreign companies registered in the region. Foreign participants include companies from the United States, Austria, Bulgaria, Hungary, Germany, Great Britain, Italy, Spain, India, Switzerland, Serbia and Montenegro, China, France, Poland, Greece, Canada, Israel, and Guinea-Bissau.

Saratov Region’s primary exports are raw materials and chemical and petrochemical products, mainly to the Netherlands, Switzerland, Turkey, and the United States. The region imports mainly high-tech instruments, medical equipment, plastics and plastic goods, pipe, inorganic chemical products, corn, grain, and clothing.

### AUTHORITIES

Saratov Region is divided into 38 administrative and territorial districts. There are 12 cities under regional jurisdiction, 5 cities under district jurisdiction, 34 towns, and 597 rural administrations.

The Administration of Saratov Region is the region’s highest executive body, and the Saratov Regional Duma is the highest legislative body.

### CULTURE AND ART

Saratov is one of Russia’s most important cultural centers. Its theaters have already played and continue to play an enormous role in educating the people of Saratov and introducing them to the world of art and literature. Saratov residents especially enjoy the Academic Opera and Ballet Theater, the Academic Drama Theater, the Young People’s Theater (the first in Russia), the puppet theater, the oldest circus in Russia, and the Academic Philharmonic Symphony Orchestra.

**Official Site of the Administration of Saratov Region:** <http://www.gov.saratov.ru>



### Volgograd Region

This beautiful region located in the south-Eastern part of the East European Plain is a connecting link between all Russian regions, the CIS countries, and the whole world. It shares a border with many neighbours, including Voronezh, Saratov, Astrakhan, and Rostov regions, the Republic of Kalmykia, and Kazakhstan. The Volga River divides the region into the high Right Bank (elevations to 358 m) and the low Left Bank (or Trans-Volga). The Volga and the Don are the region’s main rivers. Volgograd Region has an area of 113 900 km<sup>2</sup> (0.67% of the Russian Federation).

### POPULATION

Volgograd, which stretches along the right bank of the Volga, is one of the largest cities in the Lower Volga region. It has a population of 998 588. People of working age make up 58.2% of the population.

The region has a total population of 2.7 million that includes representatives of more than 100 nationalities and ethnic groups. Russians make up about 89% of the population; Ukrainians, 3%; Kazakhs, 1.6%; Tatars, 1%; and Belarussians, Chechens, Chuvashes, Azerbaijanis, Maris, Armenians, Gypsies, Mordvins, and Moldovans, less than 1% each. Udmurts, Jews, and Kalmyks also live in the Volga region. The population density is 23.7 people per km<sup>2</sup>.



## HISTORY

The brief history of the city of Tsaritsyn, which was founded in 1589 at the place where the Volga makes a sharp bend towards the Caspian Sea.

The history began, with the first district tramway built by the Belgian in Russia and five fish on its coat of arms (the three sterlets of Saratov Province and its own two sturgeons). The city itself was planned as a fortress along the southern borders of the Russian state. The steppe between the Volga and the Don had been the scene of fierce battles for many centuries, and Tsaritsyn was given the task of defending the Russian lands and the great Volga route from nomad raids.

It is known that Peter the Great initially planned to use the city as a transfer point for ferrying warships from the Volga to the Don. However, after the Crimea and the Kuban were annexed to Russia in the late 18<sup>th</sup> century, the state boundaries moved far to the south and Tsaritsyn lost its military significance after more than 150 years as a border fortress. In 1782, it was transformed into a district city of Saratov Province. It was later connected outside world via the 3 Tsaritsyn- railway lines.

The Soviet period of Russian history occupies a special place in Tsaritsyn's history. Soviet rule was established in Tsaritsyn in November 1917, and the city followed Petrograd as a bastion of the Revolution. Like the entire country, the city later plunged into the abyss of the Civil War [1918-1921] and suffered material damage as a result. Throughout its 400-year history, the city had often been at the center of the major events of Russian public and national life and had been the scene of great historical dramas. However, after the end of the Civil War, many of the industrial facilities and public utilities were rebuilt within a few years.

Tsaritsyn was renamed Stalingrad in 1925 in honor of Josef Stalin, who had personally taken part in the defense of Tsaritsyn in 1919. However, Hitler's forces were unable to take Stalingrad quickly. The great battle on the Volga lasted 200 days. The 62nd Army commanded by General V.I. Chuikov and the 64th Army commanded by General M.S. Shumilov defended Stalingrad from August 23, 1942, through 1943. The victory in the Battle of Stalingrad had enormous political, strategic, and international significance; and the battle itself is considered one of the most important battles of the century and possibly of all human history.

MAMAEV KURGAN is the grandest and most famous monument to the Battle of Stalingrad and the Second World War.(h.92m.)

In 1961, the city was renamed Volgograd after only 36 years as Stalingrad. The new name quickly took hold, and a new era in the city's history began.



## RESOURCES

Volgograd Region has abundant mineral resources. Oil, natural gas, phosphorite, salts (sodium and magnesium chloride), mineral water, building sand, clay, and limestone are among the minerals produced in the region.

The animal and plant life of the Volga region is rich and varied. The muskrat, a unique small animal that prefers clean water, is found here and moose, deer, martens, wild boars, raccoon dogs, and stoats are some of the more common mammals. Altogether, the region is home to 49 species of mammals, nearly 200 species of birds, and 38 species of fish.

Volgograd Region is also unusual for its rivers and watersheds. The beautiful Volga and Don rivers flow majestically through its territory, and there are 199 other waterways associated with the Volga and Don basins.

## ECOLOGY

Hazardous environmental emissions from stationary sources exceed 180 000 tons, and atmospheric pollution levels in Volgograd and Volzhsky have remained high over a period of many years. Motor vehicle exhausts, accounting for 38% of all emissions, are a major cause of environmental damage. Industrial treatment plants are able to neutralize more than 670 000 tons of hazardous substances in waste gases, 80% of which are recovered. Industrial production activities result in emissions of more than 1 million tons of toxic wastes into the atmosphere, only 18% of which are recovered and neutralized. Authorized dumps and waste disposal sites occupy 5200 hectares of land. Effluent discharge into small water bodies totals 268 million m<sup>3</sup>, including 51.6 million m<sup>3</sup> of polluted water. Seventy-three companies with 114 on-site water outlets where scientific investigations are carried out are currently being monitored, as are the Volga and Don rivers. A mechanical sludge dewatering plant with a capacity of



50 tons per day, which started up in 1996, allows a reduction in the area of sludge fields, the curtailment of polluted water discharge into the Volga River, and the briquetting of wastes. Damaged land covers an area of 2800 hectares; 800 hectares of land are reclaimed each year. Forest regeneration work is being carried out on 2600 hectares of land.

Volgograd Region is participating in an experiment of the RF Ministry of Natural Resources to introduce environmental insurance for predicting the prevention of environmental crises and elimination of their consequences. Volgograd has been designated as an experimental center for developing new atmospheric quality control methods.

## ECONOMY

Volgograd Region is an industrial centre of southern Russia and is a member of the Volga economic district. The region's main industrial sectors are engineering and metalworking (tractors, ships, tower cranes, and bearings; equipment for the oil, electronics, and food industries; and drilling, warehouse transport, medical, and store equipment), fuel (oil and gas production), oil refining, chemicals and petrochemicals (including production of caustic soda and chemical fibers), and ferrous and nonferrous metallurgy.

The building material, textile, woodworking, and food industries are also well developed in the region. The main types of industrial goods produced in Volgograd Region are steel pipe (148 000 tons), cement (1 270 000 tons), tractors (3575 units), roofing slate (224 million standard tiles), ceramic facing tiles (1 895 000 m<sup>2</sup>), meat and meat bird products (42 600 tons), whole milk products (59 700 tons in terms of milk), and vegetable oil (47 200 tons). The leading sectors of the industrial complex are chemicals and petrochemicals, power, engineering, fuel and food. Other smaller sectors include ferrous and nonferrous metallurgy; forestry, woodworking, and pulp and paper; building materials; and light industry. For the past two years, the production volume index for the city of Volgograd has been higher than in the region as a whole.

Despite this, Volgograd's industrial profile is undergoing significant changes, with ferrous and nonferrous metallurgy becoming increasingly important. More than 400 large and medium industrial plants with an annual output of more than 18 trillion rubles operate in Volgograd Region. The power, chemical and petrochemical, and engineering and metalworking industries account for 15-16% of total output; the food and fuel industries and ferrous metallurgy, for 9-12%; and the building material industry, ferrous metallurgy, light industry, and other sectors, for 6%.

Agriculture is well developed in the region, with 27 state companies, 150 joint-stock companies, 67 partnerships, 50 production cooperatives, and 12 900 farms currently in operation. The main agricultural products are wheat, sunflowers, mustard, potatoes, vegetables, melons, eggs, meat, milk, and wool.

More than 250 active joint ventures and foreign companies are registered in Volgograd Region. Companies with foreign investments are mainly involved in ferrous and nonferrous metallurgy, furniture manufacturing, lumber production, clothing, construction, and scientific research. Joint ventures provide various services, such as transportation, automotive maintenance, money transfers, etc. The region exports tractors and engines, steel pipe and cable, drilling rigs and oil production equipment, fishing boats, bearings, petroleum products, and cotton fabrics to Russian and foreign markets. Companies in the chemical and petrochemical industries supply car tires, petroleum products, synthetic resins, plastics, fibers and thread, and caustic soda among other products. The largest industrial facilities in the region include the following: Volgograd Cannery Shop No. 23 (Volgogradskiy konservny tsekh No. 23), a commercial production firm which in five years has been transformed from a small shop for canning meat in glass bottles into a large meat-processing plant,

- AOOT Volgograd Tractor Plant (VgTZ),
- OAO Red October Metallurgical Plant (Volgogradskiy metallurgichesky zavod Krasny Oktyabr),
- AO Volzhsky Pipe Plant (VTZ)
- AO Mikhailovsky Engineering Works (Mikhailovsky mashinostroitelny zavod),
- AO Lukoil-Lower Volga Oil Company (Lukoil-Nizhnevolzhskneft),
- AO Lukoil-Volgograd Oil Refinery (Lukoil-Volgogradneftepererabotka),
- OAO Volzhsky Chemical Fiber Plant (Volzhskoe khimvolokno),
- OAO Volzhsky Orgsintez,
- AOZT Volzhskrezinotekhnika,
- AO Kaustik,
- OAO Khimprom,
- TOO Kamyshin Cotton Mill (Kamyshinsky khlopchatobumazhny kombinat im. A.N. Kosygina)

However, the situation in the region's industry is not entirely cloudless, since many companies are operating at a loss. The products of most companies cannot compete with the products of foreign manufacturers in structural perfection, quality, design, and operating and environmental characteristics. Furthermore, the government does not protect domestic producers from imports.

## AUTHORITIES

According to the Charter of Volgograd Region, which establishes the region's status and the principles of the organization and activities of government bodies, the Administration of Volgograd Region consisting of the Governor of the region and the administrative bodies formed by him exercise executive authority in Volgograd Region.

The Administration organizes and administers the region, draws up and implements the budget and development programs in the interests of the region's population, works to solve current problems, and concerns itself with the region's future harmonious development.

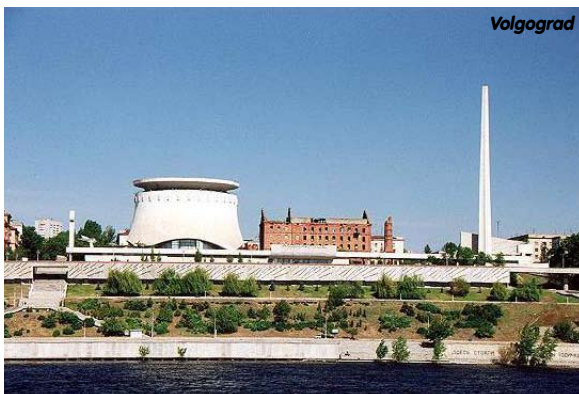
The goal of the Administration's activities is to ensure an adequate standard of living for the residents of Volgograd Region, primarily by solving the following problems:

- increasing budget generating potential and tax collection;
- reducing payment arrears to budgets of all levels;
- creating a favourable investment climate and increasing investments from all possible sources;
- supporting programs and projects with rapid payback of invested funds;
- protecting the interests of regional producers, promoting the output of competitive products, and developing new markets;
- creating the conditions for effective employment of the population, curbing the growth of unemployment, and creating new jobs;
- maintaining and developing the region's support system and preserving social infrastructure.

The Legislative Assembly is the region's standing representative and legislative body.

**Official site of the Administration of Volgograd Region: <http://www.volganet.ru/>**

*Kommersant*





## NEWS FROM RUSSIA

### \* Olympstroy

**Olympstroy** State corporation is to announce tenders for **construction of six hotels** and a number of infrastructure facilities in Sochi as the city is preparing for the 2014 Winter Olympics. Under plans is construction of a four-star 3,100-room hotel, five-star 1,300-room hotel and four three-star 2,000-room hotels.

Sochi city authorities have assigned \$3.15m to be spent on **resort and tourism** development in 2009, of the amount, \$1.4m is to be invested in advertisement of the resort.

U.S. **investors** are willing to participate in projects, related to the organization of 2014 Winter Olympic Games in Sochi. **(See our Economic Mission in Moscow last week of June)**

### \* Bright future for nanotechnology in Russia

Nanotechnology, which is becoming increasingly competitive with traditional sectors, is seen as one of the key pillars of the future economy. Many ideas still in the research stage now will be used in commercial projects by 2020, experts say.

Analysts agree that the only way for nanotechnology to thrive in Russia is if it quickly closes the gap separating it from nano products in developed countries such as Japan or the United States. This could be done relatively quickly – in five years' time – provided that available foreign and Russian projects are used intensively, and that the nano industry develops efficiently.

Any industry will be successful if its products are in demand, explains Valery Piven, an analyst at Otkritie Financial Corporation. And the demand must correspond to the needs of the economy as a whole. In this respect, it is important to take into account the nature of the industry. "It will take a long time for nanotechnology to become a key industry for the country's entire economy. So far, nanotechnology owes its success to several companies. As far as I know, despite the crisis, the government is still funding the industry as before. Another question is how quickly the investment will pay off," Piven said.

Among problems facing the nanotechnology market is the lack of qualified personnel. "Indeed, it is quite a challenge to interbreed pioneering research and corporate technologies. In this respect, Russia is only beginning to develop; besides, gifted managers and other specialists are in demand in other industries, too," the expert emphasized.

The market will certainly see more nano companies. "Most likely, these will be small and mid-sized companies with their share prices prone to volatility or some other factors. Yet, they will not appear anytime soon. Perhaps, it will take five to ten years for these companies to find their niche on the stock market," he explained.

"In times of crisis, investors prefer more reliable and more liquid assets such as hard currency, precious metals and real estate. In this situation, hi-tech products, including nanotechnology, with its technological risks, are simply seen as an unwise choice," said Alexei Belyakov, chief analyst at I2BF VC.

On the global market, hi-tech products are out of favor with investors now. "But the situation is different in Russia thanks to the Russian Nanotechnology Corporation, which has the mandate to invest in nanotechnologies," he said. It is this state corporation that gives Russia the chance to bridge the nanotechnology gap. Currently, the Russian Nanotechnology Corporation has a unique opportunity to buy state-of-the-art nanotechnologies abroad at a cheap price, or even foreign companies that fell in price, and adapt them to Russian conditions, perhaps, in the form of joint-stock ventures. "Regular venture projects take 6-7 years to move from abstract ideas to stock exchange listing, and big players may appear on the Russian market," he concluded.

If the nano industry comes up with fresh, interesting ideas, appealing to investors, there will be new IPOs and new blue chips, as was the case with computer and Internet technologies, Dmitry Konovalov, vice president of UniCredit Securities, is convinced.

### \* Government boosts competition

The government has approved a program to support competition, Economy Minister Elvira Nabiullina told reporters.

The program for the development of competition in Russia until 2012 shifts the focus from the control over companies – including by antimonopoly regulators – to closer control over government agencies. The Federal Antimonopoly Service will be authorized to carry out a number of inspections in order to reveal any wrongdoing connected with the creation of artificial barriers for entrepreneurial activities. The range of transactions requiring approval by the Federal Antimonopoly Service will also be reduced.

Among other things, the proposed measures facilitate market entry for companies by lowering administrative barriers, as well as introducing speedy investigation into the violations of equal access to natural monopoly services, punishable by the disqualification of officials responsible for such violations. Rules to provide equal access to gas pipelines are also needed.

To support small businesses, the authors of the program propose a partial moratorium on the inspections of small companies until the law to remove administrative barriers comes into effect, as well as a moratorium on the tax inspections of loss-making companies based on their 2008 figures. Small companies will also be granted wider access to loans, and their access to infrastructure will be simplified, through, among other things, cheaper access to electricity networks.



To enhance the mobility of the working-age population, the program offers simplified residential registration procedures, easier access to medical insurance services, efficient transportation and accommodation rental services, and financial support for employers creating new jobs.

RBC

### \* New lows in store for Russian stock indices

While bulls failed to spark a pre-holiday rally on the Russian stock market on February 16-20, negative trends prevailed. Most stock market analysts are now revising their mid-term forecasts. Their basic recommendation at the moment is to at least keep enough cash to buy into stocks when they go cheaper, if not open short positions. Expert opinions have been split regarding the lows the market may hit in the mid-term, though they generally stayed within the range of 350-450 points on the RTS index, suggesting that hardly anyone on the Russian stock market doubts that it will tumble to levels not seen in years. This said, Quote.ru analysts warn that it is useless to try and predict the dynamics for the next two trading sessions, as the time to buy has yet to come.

Analysts expect negative trends to continue on the Russian stock market, with erratic efforts to speculate for the rise. There is not much chance of growth drivers appearing in the near term. The ruble's devaluation will most likely persist, against the background of continued inflow of negative news from western markets where a new portion of financial metrics is to be released. After the Dow Jones hit a 12-year low on Monday, the U.S. stock market is expected to sink further, with the Russian market in its wake.

With the sell-offs driven largely by Russian investors, the RTS index is likely to test the 500-point mark this week, many specialists expect. However, the fact that the liquidity situation may improve towards the weekend when the tax payment period ends is one positive factor for Russian stocks. Either way, Russian trading floors will remain largely dependent on developments in the United States. Some analysts say the market is ready for an upturn, citing the level of 900-1,100 points as the likely range for the Micex index in the second half of 2009.

### \* Foreign investment down as crisis deepens

Foreign investment in the Russian economy reached \$103.8 billion in 2008, down 14.2 percent from 2007, the Federal State Statistics Service reported. In the first quarter of 2008, foreign investment dropped 29.9 percent year-on-year, to \$17.3 billion; in the second quarter the amount rose to \$29.3 billion (down 18 percent), edging down to \$29.2 billion in the third quarter (up 6.1 percent) and \$28 billion in the fourth (down 15.2 percent).

Direct investment shrank 2.8 percent to \$27.027 billion last year, while portfolio investment tumbled by a whopping 66.3 percent to a measly \$1.415 billion, and other investment fell 15.3 percent to \$75.327 billion.

At the end of 2008, Russia's accumulated foreign capital was estimated at \$264.6 billion, up 19.9 percent from 2007. Direct investment accounted for 46.3 percent (46.7 percent in 2007) of total accumulated foreign investment, and portfolio investment made up 2.1 percent (3.1 percent in 2007).

The bulk of investment came from Cyprus, Britain, the Netherlands, Germany, Luxembourg, France, and the Virgin Islands, which together provided 77 percent of Russia's total accumulated foreign investment last year, and 79.4 percent of all foreign direct investment.

Investment redemption reached \$68 billion in 2008, up 16.3 percent from 2007. In the first quarter of 2008 it stood at \$14.3 billion (down 18 percent year-on-year), reaching \$20 billion in the second quarter (up 54.2 percent), \$13.8 billion in the third quarter (down 5.7 percent), and \$19.9 billion in the fourth (up 6.9 percent).

As of the end of 2008, accumulated Russian investment abroad stood at \$53.8 billion. Foreign investment from Russia climbed 53.1 percent to \$114.3 billion, with investment redemption at RUB 103.2 billion (approx. \$2.9bn), up 76.3 percent from 2007.

The inflow of foreign capital into Russia, once steady and powerful, has been falling over the past few months, and it could lead to a net outflow. What attracted foreign investors to Russia earlier were high prices on international raw material markets, high yields on Russian assets, and promising outlooks for the Russian economy. Yet with the onset of the global crisis, emerging markets lost much of their appeal, and frightened investors hastened to withdraw their money from them. Russia's case is certainly not unique, as foreign investment is falling all across the globe, except perhaps in the United States, where an impressive inflow of foreign capital has been seen as jittery investors try to shield themselves from risks.

RBC

### \* Chery trying to enter Russian auto market via Belarus

Chinese automaker Chery Automobile Co, which last year cancelled a car-assembly contract with Avtotor Co. in Kaliningrad, Russia's Baltic exclave, still hopes to enter the Russian and CIS auto markets.

This February, corporate top managers visited the Minsk Automotive Plant (MAZ) to discuss possible cooperation. Chery and MAZ are to prepare a business plan for manufacturing passenger cars in Minsk by April.

The Chinese company could launch commercial car production at the Belarusian automotive giant.



Although both sides did not negotiate investment and production volumes and forms of cooperation, Sergei Varivoda, CEO of Chinese Cars Co., a Belarusian distributor of Chery vehicles, said China was ready to finance construction of a full-fledged automotive plant.

In December 2008, China Eximbank issued a \$1.5 billion export-project expansion loan to Chery which could invest in MAZ, Varivoda told the paper.

Chinese doubts over the project's profitability could thwart cooperation plans. "Their previous Russian projects have failed. Used cars offer tough competition to new vehicles on the local Belarusian market," Varivoda said.

Consequently, the Belarusian Science and Industry Association advocates higher import duties for reducing the influx of used cars. Varivoda said the country must export more new vehicles to Russia.

Last year, Chery accounted for 10% of 1,300 Chinese car sales in Belarus, Chinese Cars Co. said.

Chery has lost its positions on the Russian market. The European Business Association said 290 Chery cars were sold here in January, an 83% slump. The Chinese company cut sales after Avtotor stopped assembling its cars.

The Taganrog Automobile Plant (TagAZ), another Russian partner of Chery, is also having trouble making ends meet.

This January, two other Chinese automotive giants, Geely Automobile and Lifan, sold just 215 and 235 vehicles, respectively, in Russia.

Chery's Russian office said the company had spent a lot of time looking for a local construction site, but that specific project parameters remained unclear.

*CCBLR & RIA Novosti are not responsible for the content of outside sources.*

### \* Unemployment in Russia hits 6.1 mln - statistics body

The total number of unemployed people in Russia grew to 6.1 million in January, up 5.2% on December, while only 1.7 million were officially registered as jobless, the state statistics body said.

Russia, which is heavily dependent on oil and gas exports, has been hard hit by the current financial crisis, which has dampened worldwide demand and sent energy prices down. Businesses, struggling to repay their loans, have been closing down or laying off employees en masse.

"State employment agencies have registered 1.7 million people, and 1.4 million of them are receiving unemployment benefits," Rosstat said.

However, according to figures calculated to International Labor Organization (ILO) standards, 6.1 million people, or 8.1% of Russia's workforce, were jobless as of late January, Rosstat said.

In December 2008, 5.8 million people, or 7.7% of "the economically active population," were unemployed, according to ILO standards.

Analysts expect unemployment in Russia to grow as the global economic crisis continues. The country's Social Development and Health Ministry earlier said official unemployment figures could reach at least 2.2 million this year.

President Dmitry Medvedev sacked four regional leaders on Monday in a move experts said was punishment for their poor performances as well as a warning to others.

In a televised interview on Sunday, Medvedev said some of the regional governors were "inept and inefficient," and not "responsible enough in dealing with unemployment" amid the ongoing crisis.

### \* McDonalds to invest \$120 mln in 40 new restaurants in Russia

McDonald's, the world's largest fast food chain, intends to invest at least \$120 million in opening about 40 restaurants in Russia in 2009, the company's president for Russia and Eastern Europe said.

Khamzat Khasbulatov said investment required for the construction of one restaurant was \$3-4 million.

In addition, McDonald's plans to modernize existing facilities in Russia in 2009 and also invest in the expansion and improvement of production capacities at restaurants, he said.

The company intends to expand its presence in Russian cities where it already has restaurants and also gain a foothold in other populated areas, including small locations, Khasbulatov said.

The executive also said the company had set itself the task of transferring the entire production chain for its Russian division to Russian soil. "Currently, 80% of what we produce [in Russia] is made in Russia. The task is to move the remaining 20% to Russia," he said.

McDonald's fast food chain in Russia includes over 200 restaurants.

*Ria Novosti*



### \* Russia to deliver 4th Tu-204 airplane to Cuba in March

Russia will deliver a fourth Tu-204 medium-haul airplane to Cuba in March, the United Aircraft Corporation said on Wednesday. The corporation said the Tu-204SE, a cargo modification, would be delivered under a 2008 contract signed with Cubana de Aviacion.

Two Tu-204-100E passenger airliners and one Tu-203SE were transferred to Cubana de Aviacion in 2007.

The Cuban company has an option to buy two Tu-204-300 airliners.

### \* Russian Migration Service Returns To Simplified Visa Policy

The Russian Federal Migration Service has agreed to resume a policy of issuing work permits and visas to foreigners in one procedure after it ended the practice last month, requiring companies to engage in extra rounds of tedious application work, foreign business organizations.

The service has vowed that the so-called "one window" service will resume as of March 1, the American Chamber of Commerce and the Association of European Business said in separate statements.

The one window policy in question applies only to AmCham and AEB member companies.

The promise was made by migration service head Konstantin Romodanovsky during a meeting with AmCham president Andrew Somers and AEB head Frank Schauff, the statements said.

Migration service spokesman Konstantin Poltoranin confirmed to The Moscow Times that the meeting with Romodanovsky had taken place. He denied, however, that the one window policy had ever been scrapped.

Instead, Poltoranin said, there had been problems with determining companies' membership in the organizations. "These misunderstandings are now solved," he said.

EU diplomats had said earlier this week that the dispute should be raised during talks between EU Commission President Jose Manuel Barroso and Prime Minister Vladimir Putin, which are scheduled for Friday in Moscow.

"In principle, the item is off," a spokesman for the EU delegation.

TMT

### \* Nizhny Novgorod region to present 4 realty projects in Cannes

Central Russia's Nizhny Novgorod Region will present four large investment projects at the Cannes 20th commercial property fair, the regional governor said.

The MIPIM-2009 premier real estate trade fair will be held in the French resort city of Cannes on March 10-13.

"This is not the first time that the region has taken part in the fair, which is expected to be attended by about 1,170 delegations from 383 firms representing around 80 countries," Valery Shantsev said.

The first investment project involves the development of the central historical part of Nizhny Novgorod, while the second offers a comprehensive plan for the development of transport routes and logistics centers, Shantsev said.

In addition, the Nizhny Novgorod Region will present a project for the reconstruction of an area of mountain skiing ski-ramps on a high bank of the Volga River.

"A 400-meter artificial tube for all-year mountain skiing, an aqua park, hotels, and a shopping mall linked with transport networks will be built there," Shantsev said.

The Nizhny Novgorod Region administration will also present a project for a 57,000-square meter business center near the Meshchera Lake, where investors will be able to build office buildings, hotels, a shopping mall and entertainment infrastructure, the governor said.



## NEWS FROM BELARUS

### \* Free economic zones' output up 34.1% in 2008

In 2008 resident-companies of the free economic zones (FEZ) manufactured Br6.032 trillion worth of products and services, up 34.1% from 2007, BelTA learnt from the National Statistics Committee.

Sales margins made up 11.8% last year. Total revenues of resident-companies increased by 31.2%, taxes to budget and off-budgetary funds were up by 24.1%. Yet, the share of weak companies remains high, accounting for 15.9% of the total number of resident-companies.

Nominal wages of employees of the FEZ resident-companies reached Br902,000 in 2008. Some 5,124 new jobs were created. Capital investments in the FEZ amounted to Br594.735 billion. Manufacturing industry accounted for 85.6% of the total investment, immovable property operations accounted for 6.5%, trade and public catering 5%.

In 2008, the FEZ resident-companies exported \$1.539 billion worth of products. Exports to the CIS totaled \$1.342 billion (87.2% of total exports), including \$1.167 billion to Russia (75.8%).

Major exports were furniture (12.4%), tinned fish (7.8%), plastic containers (6.7%), polyacetal resin and polyether (5.1%), meat products and tinned meat (5.8%), synthetic fibres (5.1%), aluminum metalware (4.1%), insulated wire, cables (3.3%).

As of January 1, 2009, 268 companies were registered as resident-companies of the free economic zones in Belarus. 264 of them were active. The biggest number of resident-companies are registered with the Minsk FEZ (26.1% of the total number) and Brest FEZ (24.3%).

### \* Minsk Automobile Plant reorganized into open joint stock company

The Minsk Automobile Plant (MAZ) has been reorganized into an open joint stock company.

The decision on reorganization has been passed in line with Belarus State Property Committee's Decree No387 of December 30, 2008 and Belarus Industry Ministry's Decree No163 of February 19.

Founded in 1944, the Minsk Automobile Plant is the largest producer of heavy-duty trucks, buses, trolleybuses and trailers in Eastern Europe and the CIS. MAZ has developed a commodity distribution network in 17 non-CIS and 10 CIS states. The company employs 27,000 people. MAZ includes eight companies. It produces more than 250 modifications of trucks. In 2008, the Minsk Automobile Plant produced 23763 trucks.

### \* Up to 6,000 people may be used to build Belarusian atomic station

Around 6,000 people will be used for construction and installation works during the building of the Belarusian nuclear power plant. The information was released by Vitaly Malishevsky, head of the production and technical department of the Nuclear Power Plant Construction Directorate, at a seminar held in Brest on February 26 to discuss the atomic station construction.

The Ostrovets site has been chosen for building the nuclear power plant. A decision on the station project will be made soon. After that the cost of the project and the number of personnel the nuclear station requires may be revealed. Following IAEA recommendations the entire staff should be trained and on payroll at least two years before the first energy unit becomes operational. The 2008-2020 state programme for training personnel for the nuclear energy industry is in effect in Belarus already. In line with the programme Belarusian energy industry specialists are being chosen for re-education, while four Minsk universities offer training in professions the nuclear station needs, with experienced atomic energy professionals headhunted.

There are plans to commission two 1,000MW energy units. The first one is supposed to become operational in 2016, the second one — 2018.



### \* The Babushkina Krynka Dairy is planning to invest Br30 billion

The Babushkina Krynka Dairy is planning to invest Br30 billion in upgrade projects in 2009, learnt from Igor Kononchuk, the director of the enterprise.

The dairy is planning to use its own funds and long-term loans for upgrading production lines, which will allow to increase the level of milk processing, minimize waste and decrease costs. The company is going to modernise a chocolate-covered curd bars production line, upgrade the compressor department, install milk sterilizing equipment, and upgrade a line producing whole dairy products. The Belynichskiy subsidiary is going to build an iron removal station and finish reconstruction works of the buttermilk section. The company is also planning to launch an extra-class instant milk powder production, which is in great demand in Europe.

*Belta*

### \* MZKT to manufacture dump trucks together with Russian Mashinostroitel

Minsk Wheel Tractor Plant (MZKT) plans to set up a joint venture with Voskresensk Plant Mashinostroitel (Moscow oblast, Russia). Voskresensk Plant Mashinostroitel has already been granted the Russian approval of the transport vehicle type for MZKT 65151 dump trucks, which will allow issuing certificates of title for a vehicle to customers without unnecessary procedures.

Initially the enterprise will assemble dump trucks using MZKT-supplied parts, excluding Russian-made dump platforms. As the dump truck uses Russian diesel engines, in future they may be supplied directly from Yaroslavl to Voskresensk.

Director General of Voskresensk Plant Mashinostroitel Grigory Goryachyi said, the company had a history of implementing joint projects with MZKT, including the manufacturing of products for foreign markets. The company has modern machine tools for mechanical processing, welding, and steel casting. Mashinostroitel has been manufacturing mechanical engineering products for 65 years. The company is able to start manufacturing some spare parts for trucks.

According to MZKT Director General Gennady Sinegovsky, the project is supposed to bring MZKT products closer to Russian customers. It will allow reducing the paperwork and facilitating the registration of vehicles. As a result, it will have a positive effect on the end product price.

Minsk Wheel Tractor Plant (MZKT) specialises in manufacturing large-capacity road and off-road vehicles, trailers, special wheeled chassis able to bear equipment used by transport companies, construction companies, oil and gas industry, mechanical engineering industry. The MZKT offers special multiaxial wheeled chassis fit for operation in the far north and off-the-road conditions. It was set up in 1991 using the existing wheeled tractor production facilities of Minsk Automobile Plant.

### \* Verkhnedvinsk Butter and Cheese-Making Plant to commission new cheese-making shop

Verkhnedvinsk Butter and Cheese-Making Plant is finishing the construction of a new cheese-making shop with a capacity of 180 tonnes of milk per day, said general manager of the plant Andrei Bezzubov. He noted that the commissioning works are coming to an end. Thus in Q4 2009 the new products will hit the store shelves. The commissioning of the cheese-making department will allow to broaden an assortment of cheese, and improve its quality.

In 2008 Verkhnedvinsk Butter and Cheese-Making Plant produced 2,900 tonnes of products, up 16% over 2007. The plant exported the production worth over \$9 million. In January 228 tonnes of cheese was produced, 120 tonnes of which was exported, mainly to Russia (the export increased 75% over January 2008).

The enterprise produces 8 types of cheese. Verkhnedvinsk packed cheese won three gold medals, Krestyanskoe butter – a bronze medal in the contest "The Best Product 2009" in Moscow.

According to Andrei Bezzubov, the company receives raw materials from agricultural enterprises of the Verkhnedvinsk region. In January 3,900 tonnes of milk was processed (up 25.9% over January 2008), in 2008 over 52,000 tonnes of milk (up 22.9% over 2007).

Verkhnedvinsk Butter and Cheese-Making Plant specializes in cheese and whole-milk production.



## ◆ **BUSINESS PROPOSALS :**

### - The Russian firm "BitCom", the Internet the provider

searches for the supplier of equipment PLC (BNL) for broadband access, granting of services of a cable television and VoIP. The catalogue of the available equipment and the price send to michael\_c-s@mail.ru address. Contact person: +79202544708, Michael. The company has a possibility to have the representative in Belgium.

### - Coproduction in territory of Belgium

I offer cooperation or **coproduction in territory of Belgium** or the countries of EUROPEAN ECONOMIC COMMUNITY (it is possible and in other countries). I now live in Russia, and 15 years I work in the field of fibreglass and an artificial stone, 8 years developed in Russia own manufacture. Base experience has received in Australia. There are many own development and inventions. Now I make and I sell: - a plinth from a stone crumb; - Table-tops and window sills from a stone crumb; - « the River stone » - the decorative facing material, also is used in columns with illumination; - street and internal fixtures from « the River stone »; - products from fibreglass; - forms from fibreglass. There are projects on improvement of pools from fibreglass on new technology, development in the field of thin decorative plastics for furniture manufacture, facades for kitchens and furniture and as there are ideas in motor industry on change of *свето-transfer* in shape of the car that allows to change radically design of the car which for today is adhered somewhat to light lanterns ahead and behind. As these effects can be applied to yachts and planes to their greater safety. My table-tops with illumination shone figure have no analogues in the world, on them it is necessary to receive the European patent (the owner of firm ITALTOLBY Mazza Pietro wished to deliver them to Japan, but I have postponed it before reception of the patent). As there is an opportunity of manufacture in Russia of a tank for the machine tool pigs birth's and are available developed by me plastic windows forms for manufacture. Demand for them grows in Russia, manufacture of food stuffs - a paramount problem of the government of Russia. This tank in Russia is not made by anybody except for me. For this manufacture tank, need support of the civilized legal system of the European countries is required.

In Russia I work on the equipment made individually for me under drawings. The supplier of a stone crumb for manufacture of products from an artificial stone can be Greece, Turkey, Italy. Manufacturers of qualitative polyester pitches in the Europe very much a wide range.

**Sayfatshin Igor Sergeevich**

**350001, Majakovskogo st., 120/17, Krasnodar, Russia.**

**E-mail: paramatta01@mail.ru**

**mob.ph. 007-918-188-33-83**

### - Summary of innovation projects (Russian High-Tech Stock Exchange, OJSC)

#### **Project: "The «Mitsefit» preparation – a plant growth regulator"**

The core of the issue: increased agricultural efficiency and safety of food staples and food stuff.

##### Advantages of "Mitsefit" in comparison with competitors

- It is impossible to give an "overdose" of "Mitsefit" while stimulating growth and development of agricultural plants. The complex of biologically active components in the preparation works as a growth stimulant when administered in very low concentration: 0,1 g is sufficient for processing 1 ton of seeds or spraying over 1 hectares of planting. Its preparation is extremely economical and easy.
- "Mitsefit" has a large action spectrum. Experimental batches have been tested under various climate conditions as well as under glass on various crops (grain, vegetables, decorative plants) and have proved to be efficient under all conditions, providing increased quantitative and/or quality indicators by 10-100 %. The preparation increases the adaptive potential of plants, drought resistance, and resistance to low temperatures, salinity resistance, and disease immunity. It can be applied in combination with organic fertilizers (in that case the preparation alleviates stress imposed on the plants by fertilizers).
- "Mitsefit" improves the quality of produce (increased sugar content and beta-carotene content in carrots, decreased nitrates content)
- "Mitsefit" is produced in dry form, providing for its simple and convenient application and long shelf life. The preparation can be used both at large- and small-scale enterprises (household plots). Application of the preparation does not require modification of the existing agricultural methods.

#### **Project: "Paint for road markings"**

The project aims to create new varnish-paint materials for pavement markings on the basis of water dispersed paint, development of production technology, methods for assessing the quality of paints, proposals to develop the legal and technical documentation for their application and use of their specialized road equipment.



The paint is designed for road and the streets markings (GOST 51256) of asphalt-concrete and cement and concrete coatings. The paint is a modern composition dilutes with water that does not contain organic solvents, and different environmental performance, coupled with high quality and advanced performance features.

The paint is significantly different from its analogues: drying speed (from 2-3 minutes at 23 °C and humidity to 65%), opportunity to put on wet surfaces, environmental performance.

### **Project : "Heat-Proofing Surface Finish "Facture"**

Heat-proofing surface finish is designed to provide thermal protection in combination with decorative furnish of facades, walls, overlapping, roof of buildings and premises, as well as to provide thermal protection of pipelines of hot and cold water supply in order to prevent formation of condensate and other applications connected with low heat conductivity of a coating.

HEAT-PROOFING SURFACE FINISH "FACTURE" is developed in various modifications: for indoor works with enhanced heat-shielding properties and for outdoor works with high durability to atmospheric forcing. The modifications also differ in application temperature. The coating received is vapor permeable and has a raised adhesion to various surfaces: concrete, plastered, brick, wooden and metal surfaces and so on. The dried up coating is moisture resistant, washable and strong, it won't crack. Intrusion of biocide additives into the mix compounding prevents reproduction of fungi, mould and other microorganisms. An application light-resistant pigmentary paste allows receiving durable color decorative heat-shielding coating.

### **Project: "Nickel-Zinc accumulator"**

Product. The project's target is the production of zinc-nickel accumulators with enhanced characteristics, which will enable them to become a better and cheaper alternative to nickel-cadmium, nickel-metal hydride and lead-acid accumulators. One of the most perspective ways of implementation is their usage as automobile motor starters (for example, in cold weather).

**Market Need:** Russian accumulators market is estimated to be 12 mln batteries per year. Primary market accounts for 1,3 mln units, secondary – 10–10,5 mln. 80% of costumers consist of passenger car traffic, 20% - freight motor transport and buses. Main trends of Russian accumulator market development are: increase of native produces share, increase of trademarks qualitative level. The appearance of a new relatively cheap, light-weighted, small and ecological accumulator will be perceived enthusiastically.

**Competition** on the market is not so strong, as on the other markets, but still there are some Russian and foreign competitors.

**Main comparative advantages** of zinc-nickel accumulators are: number of blasting charges cycles advantage, usage of ecologically clean components, smaller size and low self-cost.

**Technology** As a result of the carried out research, accumulator batteries which should be produced will exceed the existing alkaline accumulators in a number of characteristics: will be cheaper, lighter weighted and would be created out of ecologically clean materials.

### **Project: «Lavriol – paste»- preparation against bloodsucking mosquitos' larvae.**

"Lavriol-paste" is a fast acting biological preparation for exterminating blood-sucking mosquito larvae. The preparation works against all types of malaria and non-malaria mosquitoes (Anopheles, Aedes, Culex ) found in both natural and artificial bodies of water. The preparation has selected toxic capacity against mosquito larvae, because the active compounds become toxic only under the influence of the fermentation process in the stomachs of the larvae. The preparation is harmless to people, animals, and fish. Effectiveness of the preparation: 98-100%

**EFFECTS.** The preparation is active in any season in different natural zones. In confined water bodies - basements of residential and other buildings flooded with ground and waste water - the preparation is active during 20-30 days, in open water - 15-20 days. The preparation becomes active during 24 hours.

**TESTING.** The preparation has been widely tested, both in Russia and abroad (Germany, France, America, India, Vietnam, Campuchea Malaysia, Brazil). It is recommended for use by the World Health Organization.

### **Project: «Increase of oil-gas recovery factor by treatment of bottom hole zone with chemicals»**

The goal of the project is to use the developed chemicals and compounds for: increase of clay dispersing and clay dissolving ability of the compound providing high formation permeability; increased depth of formation treatment; increased bottom zone permeability of oil and gas formation (bottom hole formation zone) due to rock constituents dissolving, opening pore spaces of



the terrigenous reservoir.

The Project is relevant due to:

- the absence of analogs of the proposed chemical formula combining: reasonable production price, universal use for treated rocks, high effectiveness of formation stimulation and significant recovery increase, sustainability and safety during transportation, wide possibilities of work performance that provide ecological cleanness as to both the delivery of the chemical and the production;
- the possibility to use it for a number of reservoirs with low permeability and significant presence of clay materials and also sensibility to water mineral composition;
- the possibility to be used for the vast majority of different rock types, that compose treated formation (sand rocks (SiO<sub>2</sub>), clay rocks (Al<sub>2</sub>O<sub>3</sub>), sedimentary chalky carbonaceous (CaCO<sub>3</sub>)), in a wide range of formation temperatures.

Interested parties are free to apply for information & other deeds to:

**Unikom S.a.r.l. (Luxembourg)**

**Tel : +352 621771752**

**Email : unikomlu@gmail.com**

### - Ideal for your investment project in Russia

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**Contact: A.Arianoff [cblr@belgacom.net](mailto:cblr@belgacom.net) who will transfer.**

### - «MNK» Ltd.

Mironovskaya Street, 46  
Moscow 105318, Russia  
Tel./fax: + 7 495 369 7026  
Tel: + 7 499 166 9965

Factory «MNK» Ltd offers wholesale lots of sewn special gloves (50 thousand per month) for industrial application.

There are two main types of special sewn gloves: first is made with polycaprolactam and second – napless (lint free) made with cotton. These gloves are used in electronic, optical, food processing, nuclear and space industries as well as for police and military purposes.

Factory «MNK» Ltd now is a sole producer of such special gloves in Russia.

All products are certified according to the standards that are currently in force in Russia.

Wide range of products' sizes is offered at request of customer.

## ◆ **EXHIBITIONS/ CONFERENCES :**

### - ZDRAVOOKHRANENIYE

On behalf of ZAO "Expocentre" we would like to take the opportunity to thank the exhibitors and visitors of the exhibition "ZDRAVOOKHRANENIYE -2008".

We hope that participation in the exhibition "**ZDRAVOOKHRANENIYE -2008**" encourages development of your business. We truly appreciate our long-term cooperation and we are very much interested in its continuation. We hope you could establish direct business contacts and got a comprehensive insight into the latest medical technologies and technical developments taking into consideration the unstable situation on the world market. ZDRAVOOKHRANENIYE -2008 welcomed the world-famous companies and brands:

Number of exhibitors - 1060

Number of visits – 28 343

Number of participant countries - 40

The exhibition "ZDRAVOOKHRANENIYE -2009" will pass in pavilion #1, #2, #8 and Forum" December 7-11, 2009.

Welcome to the exhibition "**ZDRAVOOKHRANENIYE -2009**"!

Yours faithfully,

Division of the exhibition "ZDRAVOOKHRANENIYE"

<http://www.zdravo-expo.ru/en/>

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



## - MOSBUILD, Moscow March 31- April, 3

MosBuild is Russia's largest and arguably best known trade event that comprises 25 individual exhibitions in 6 main categories that cover the entire spectrum of products and services within the building and interiors industry. In the year 2000, MosBuild covered more than 22,000m<sup>2</sup> but since then, an explosion of confidence in the vast and growing Russian market attracted the interest of many more companies from around the world. In 2007, MosBuild hosted 2667 companies from 42 countries in two venues and covering over 85,000m<sup>2</sup> ...and the growth of MosBuild looks set to continue in 2009 and beyond.

**with the participation of Flanders Investment and Trade and AWEX (Belgium)**

[www.mosbuild-expo.com](http://www.mosbuild-expo.com)

### ◆ **JOBS :**

#### **IGNATOV Nikita**

Young (26) and motivated graduate searching for an innovative company that would allow me to learn more on one side, but where he would be able to realize his skills and knowledge acquired at university and previous experience especially in the field of business administration, strategy development and business development.

**Education :** ICHEC; Bachelor in Business Administration (2-nd year) and MAI, Moscow, Russia (Leading Moscow Institute in technical sciences) MSc Engineering Major in engineering of the medical equipment. **Experiences:** - Europa One: Provided support to the management in the field of domains of development and upgrading its IT-systems. This included analysis of the data concerning business development activities with the European Commission and other EU Bodies. -WYG International Limited. As a part of the studies programme analyzed a British management consulting company which provides a range of consulting services. By the end developed a study for the university.- Cultural center of Woluwé-St-Pierre.Provided assistance with organization of three modern art expositions. This included communication with organizers, artists, support with the organization of the event and assistance with sales. **Competences:** Organizational skills: Experience assisting organizations with their activities bringing people together, supporting organization of events and management of their activities.International profile. Experienced working and functioning efficiently in a multicultural environment. **Excellent IT-Skills:** Windows, MAC OS X as well as of the Microsoft Office (Excel, Outlook, PowerPoint, Word) **Languages:** Russian (fluent), French (good ), English (basic).

**tel:** +32 473 194 753, **Email:** [amenus.pack@gmail.com](mailto:amenus.pack@gmail.com)

#### **PROZOROV Oleg B.**

Looking for an internship/full-time position. Permanent resident in Luxembourg since 2002. Work permit without restrictions.

**Professional Skills and knowledge:** Fluent in French, English and Russian. Ability to work with other people. Team spirit. Ability to coordinate and administer the projects. Skills and technology competences acquired in different areas. Skills covering word processing, spreadsheets, database, browsing the Internet etc... The sense of responsibility, accuracy, great analytical capacity. High learning ability, professional ethics, know-how to resolve the conflicts.

**Work experience : 2008** - Export sector. Marketing and development. NOBLE PARTNERS SA Luxembourg. **2002-2007** Managing Director. Software quality control, project management. STELLA ATLUX S. A. Luxembourg. **1997-2001** Conseiller Marketing. Project management. AGENCE IMMOBILIER Villerupt France. **1993-1996** Sales Director. Import, Export, Customs. Analytical reports. MB INVEST BVBA Antwerp Belgium.

**Email :** [atlux@pt.lu](mailto:atlux@pt.lu) tel. +(352) 661 444 661

#### **DONCHENKO Iryna**

**For companies interested in working with Russia or the former USSR countries**

I am about to complete the course **International Trade** and I ready to work in the following fields: Prospecting of new market potential - Preparation of the Trade Fairs and presentation of the products in those – Customer search - Drafting contracts & negotiations - Sales & customer support in Russian.

I would welcome an opportunity to do an internship for 4 weeks.

About myself: fluent Russian, Ukrainian, good knowledge of English and Dutch.

I can work independently as well as a team player; ready to travel.

+32 499 28 33 08 Email : [idonchenko@yahoo.co.uk](mailto:idonchenko@yahoo.co.uk)



### KRAPIVINA Anna

Young but with 3 years of work experience and having had permission to work in Europe without restrictions, I am looking for EU-Russia cooperation projects, as well as Belgium - Russia commercial projects.

**Competences:** In my previous jobs I did a lot of analysis and reporting, and since the biggest part of my jobs was on projects, I have developed the organisation skills, sense of responsibility and got used to working under pressure.

**Work experience in Italy:** Revenue manager in an Airline Company; Auditor; Business analyst in a Management Consulting Company

**Work experience in Belgium:** Trainee in the European parliament in Brussels until 28 February 2009

**Education:** Master's in European Affairs at the European College of Parma, Degree in Business Administration at the University Bocconi of Milan

**Languages:** Russian (mother tongue), Italian, English, French, Spanish

**Contact:** tel. +32 / 0487605694, email: [krapi@gmail.com](mailto:krapi@gmail.com); [anna.krapi@europarl.europa.eu](mailto:anna.krapi@europarl.europa.eu)

### TRIBUKHOVSKAYA Irina

Transport Forwarding Manager/Shipping Agent TN - TRANS- Logistics management in the context of freight transport : receiving and tracking orders, organization of road trans-establishment, preparation of accompanying documents and invoices.

**Education:** 2 week's workshop about « Organization and management of the transport forwarding ».

Bachelor of Human Sciences / Aggregation in French and English. State Language's University, Minsk (Belarus)

**Languages:** Russian:mother tongue, Belarus:mother tongue, French:fluent, English:fluent.

Windows (XP, Vista) OS, Internet use in order to search for information's, E-mail, Microsoft Office (Word, Excel, Powerpoint,etc...) 33 years old, Mobile phone : 0479/57.55.13, [irina@dommel.be](mailto:irina@dommel.be)

### SHUMKOVA Nadezhda

I'm currently in the 1<sup>st</sup> year of Master in International Management in ICHEC Management School. For the next school year (my last year of studies), I'm looking for an internship which can be organized in 3 following ways

1) 1 full month in the summer 2009 (July or August) and 2-3 full months starting from February 2010

2) 2 days/week from September to December 2009 and 2-3 full months starting from February 2010

3) 1 full month in the summer 2009 (July or August), 2 days/week from September till December 2009 and 2-3 full months starting from February 2010.

I'm originally Russian, but also speak a few European languages. Therefore I'm very interested in a position where I could use my language skills as well as knowledge in management and finance. Moreover I've been working as Guest Relations of the Conrad hotel In Brussels for 1,5 year now, so a position with some human contact would be very much appreciated.

GSM: 0486.40.88.29 e-mail: [nadezhda.shumkova@googlemail.com](mailto:nadezhda.shumkova@googlemail.com)

### DOROFEEVA Julia

Après 3 ans d'études supérieures à Moscou (Université d'Etat Lomonossov), j'ai complété ma formation en France, par une licence (3) d'Ethnologie, une licence (3) d'Etudes Européennes, un Master (1) de Sociologie, un Master (1) en Science politique et, enfin, un Master (2 R) en Relations internationales à l'INALCO (Paris) avec spécialisation UE - Russie.

Etant très intéressée par la construction européenne, j'ai effectué un stage au Parlement européen à Bruxelles (mai- juin 2008), où j'ai été de nouveau invitée pour 5 mois en octobre 2009. Actuellement, je voudrais appliquer mes connaissances au sein d'une société coopérant avec la Russie. Je parle couramment le français et l'anglais, et le russe est ma langue maternelle.

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# Request for Membership

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for RUSSIA and BELARUS  
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Avenue Louise, 500 1050 Brussels - [www.ccbler.org](http://www.ccbler.org)  
Tél : 0473 94 86 55 - e-mail : [ccbler@belgacom.net](mailto:ccbler@belgacom.net) [arkarian@yahoo.fr](mailto:arkarian@yahoo.fr)

- **REQUEST for MEMBERSHIP ( 12 months )**  
Company: 250€ - Honorary membership: 1.250€
- **Banner in our Web Site [www.ccbler.org](http://www.ccbler.org):**  
1.200€/First Year (1.000€ next)
- **Logo in "EAST INFORM" first page**  
1 year, 10 n°s: 1.000 €/year  
(East inform is received by 1.350 Belgian Enterprises,  
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- **"Combi": Honorary member + Banner**  
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- **"Combi": Honorary member+ Sponsor EAST**  
12 months: 1.800€
- **"Combi": Honorary member + Banner + Sponsor EAST**  
12 months: 2.500€

PS : Banner : please in .swf format

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Company: .....

Adress: .....

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Postal code & city: .....

General Manager: .....

Contact person: .....

Position: .....

Phone (general): ..... Mobile: .....

Phone (direct line): ..... Fax: .....

E-mail: .....

Website: .....

Number of employees: .....

Activity: .....

**I WANT TO BECOME MEMBER** for 12 months and  
transfer ..... euro on the account number: **210-0559990-61**  
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# COMPOSITION & FONCTIONNEMENT SAMENSTELLING EN TAAKVERDELING

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