



CHAMBER  
ACCREDITED TO  
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BELGIUM

**August-September  
2010**

# 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

Please visit our website [www.cbclr.org](http://www.cbclr.org)

## UNIQUE GATEWAY TO THE RUSSIAN MARKET "THE BELGIAN-LUXEMBURG ECONOMIC DAYS in PERM" - 25-29 October 2010



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**EXPO PERM, CCBLR, AGORIA & Carbon Energy Club, ESSENCIA, Perm Administration**, are glad to invite you to participate in Belgian-Luxembourg Economic Days in Perm on 25-29 October 2010. During your stay you will have opportunities of participating in:

- The International Oil, Gas & Chemistry exhibition
  - Active participation to present your products and know-how in the stand of the Belgian Luxembourg section,
  - Passive participation – visit of the exhibition;
- Seminars for the Belgian and Luxemburg participants that will allow you to get a comprehensive understanding of the communication (Newton) and financial aspects (Absolut Bank (KBC group) and specifics of the Russian market. Presentation of Belgian and Luxemburg companies.
- Both B2B sessions and round-table discussion on concrete issues.
- Seminar for the Belgian and Luxembourg's participants in the Head Quarter of LUKOIL.
- Organised visits of the leading companies of the Perm 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 and of other CIS countries.

**The Mission in PERM, will be led by H.E. Mr Guy Trouveroy, Ambassador of the Kingdom Belgium and H.E. Mr Gaston Stronck, Ambassador of the Grand Duchy of Luxembourg in Russia**

Note: 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 the relevant organisms for further information.

You will find all information in our web site: [www.cbclr.org](http://www.cbclr.org)  
click on activities/events, choose "Perm", then documents.





**DRAFT EVENTS PROGRAMME  
"BELGIAN DAYS IN PERM"**



**of 12<sup>th</sup> international specialized exhibition «OIL. GAS. CHEMISTRY- 2010»  
Exhibition Centre «Permskaya Yarmarka»**

Time	Event, organizer	Place
<b>October 26, 2010</b>		
11.00-12.00	<b>Press-conference</b> dedicated to the beginning of the Exhibition	Conference-hall #2
12.00-13.00	<b>Official opening of the Exhibition.</b> Brief review of the exposition	Pavilion #1
13.00-14.00	<b>The presentation of The Belgian-Luxemburg Chamber of Commerce for Russia and Belarus stand.</b> Examining of the exhibition by representatives of the Belgian & Luxemburg delegation.	Pavilion #2
16.00-17.00	<b>Seminar</b> «The questions of communication. The price of actual commercial information in modern world». <i>«Newton» Company, Perm</i>	Conference-hall #2
17.00-18.00	<b>Seminar</b> «Financial aspects of commercial companies' activity in Russia». <i>«Absolute» Bank (KVS Group)</i>	Conference-hall #2
<b>October 27, 2010</b>		
10.00-11.00	<b>Official opening</b> of the «Days of Belgium & Luxemburg in Perm» business mission. The speeches of Perm region Administration representatives. The presentation of Perm region's investment potential.	Conference-hall #2
11.00-13.00	<b>«Business contacts exchange»</b> of the representatives of Perm and Belgium enterprises and businessmen. Investment projects <i>Exhibition Centre «Permskaya Yarmarka», The Belgian-Luxemburg Chamber of Commerce for Russia and Belarus</i>	Conference-hall #2
14.00-15.00	<b>Seminar</b> «Corrosion defense in industrial and civil building. Polysyloxan materials ARMOKOT produced by Morozovsk chemical factory – universal materials for metal, concrete and ferroconcrete defense. Methods and practice of usage». <i>«Morozovsk chemical factory» firm, LLC</i>	Conference-hall #2
11.30-13.00	<b>Seminar</b> «Pneumatic systems of stop valves control» <i>«FESTO», LLC, Chelyabinsk</i>	Conference-hall #1
14.00-15.00	<b>Circular table</b> «Investment and economic policy of Perm region». <i>Perm region Administration, The Belgian-Luxemburg Chamber of Commerce for Russia and Belarus</i>	Conference-hall #1
15.00-17.00	<b>«Business contacts exchange»</b> of the representatives of Perm, Belgium and Luxemburg enterprises and businessmen. <b>Presentation</b> of «Agoria, Carbon Energy Club» (Belgian federation of Oil and Gas) <b>Presentation</b> of «Essenscia» (Belgian federation of Chemical and Life Sciences industries) <b>Presentation</b> of Belgian and Luxemburg companies <i>The Belgian-Luxemburg Chamber of Commerce for Russia and Belarus, Perm Chamber of Commerce and Industry, «Absolut Bank»</i>	Conference-hall #1
<b>October 28, 2010</b>		
10.00-15.30	<b>Work</b> of the «Days of Belgium & Luxemburg in Perm» business mission: trip to «LUKOIL-Perm» office. Circular table for providers and consumers of different equipment and accessories	«LUKOIL-Perm» company office
10.00-13.00	<b>Conference</b> «Perm oil – is an excellent oil!» <i>«LUKOIL-Permnefteprodukt», Perm</i>	Conference-hall #2



## “THE BELGIAN-LUXEMBURG ECONOMIC DAYS in PERM” 25-29 October 2010

### B2B Form

In order to organize your Business to Business contact in PERM, please complete the following form and send it back by **SEPTEMBER 15** to [cbblr@belgacom.net](mailto:cbblr@belgacom.net) with copy to [Olga.bogdanova@solvay.com](mailto:Olga.bogdanova@solvay.com)

**COMPANY NAME:** .....

**ADDRESS:** .....

**WEBSITE:** .....

**CONTACT DETAILS OF THE COMPANY REPRESENTATIVE PARTICIPATING TO THE ECONOMIC MISSION IN PERM:**

First name: .....

Last name: .....

Function: .....

e-mail: .....

Phone nr.: .....

Mobile: .....

**DESCRIPTION OF THE PRINCIPAL ACTIVITIES OF THE COMPANY:**

.....  
.....  
.....

**TYPE/PROFILE OF THE LOCAL COMPANIES AND PERSONS YOU WOULD LIKE TO MEET**

E.g.: **Which sphere of activities?** Do you expect a specific expertise? ...

.....  
.....  
.....  
.....

**ARE THERE ANY COMPANIES YOU CERTAINLY WISH TO MEET?** IF YES, PLEASE MENTION THE CONTACT DATA IF POSSIBLE (PLEASE ADD IF AVAILABLE A COPY OF THE BUSINESS CARDS)

.....  
.....  
.....

**MANUFACTORY/PRODUCTION SITE YOU WOULD LIKE TO VISIT:**

.....  
.....



The Belgian-Luxembourg  
Chamber of Commerce  
for Russia and Belarus  
[www.cbblr.org](http://www.cbblr.org)

**VIVACTIS**  **NEWTON21**  
G R O U P

29 September 2010 at 16.30  
in the BECI conference room  
avenue Louise 500, Brussels

## COMMUNICATION IN RUSSIA: COUNTRY SPECIFICS AND PRACTICAL ADVICE ON EFFECTIVE PROMOTION OF YOUR BUSINESS

29 September 2010 at 16.30 in the BECI conference room, av. Louise 500, Brussels  
seminar is followed by **networking cocktail**

CCBLR in close cooperation with BECI, Russian Public Relations Association  
and the Vivactis – Newton 21 group invites you to discuss the following topics:

- Overview of the Russian communication market
- Communication and information trends in contemporary Russia
- Legal environment of your communication
- Informing audience and creating reputation
- Specifics of the decision-making cycle
- Efficiency of communications tools

### Guest speakers:

Alexey Glazyrin, President of Russian Public Relations Association  
Natalia Gurova, Media-director of Newton – PR & Communications  
Margarita Sandler, Expert in PR & Business communication

Thank you for early registration by sending the email to [olga.bogdanova@solvay.com](mailto:olga.bogdanova@solvay.com)  
**with a copy to [cblbr@belgacom.net](mailto:cblbr@belgacom.net)** as the number of places is limited.  
Confirmation of your inscription will be sent by email.

Individual meetings with the guest speakers are available on the request.



## NEWS FROM RUSSIA

### \* Nizhny Novgorod: Work starts on Russia's largest PVC plant (Solvay)

Construction has formally begun on Russia's largest integrated PVC production complex, with a planned polymer capacity of 330,000 tpa, in the country's Nizhny Novgorod Region.

The Rusvinyl complex, a joint venture project backed by Russian group Sibur, Solvay and BASF, was launched in a formal ceremony of the laying of the first corner stone at the site in Kstovo.

Now set to come on stream in 2013, the complex will also include a 235,000 tpa caustic soda plant. Subject to the development of salt deposits in the Nizhny Novgorod region and sufficient supply of the raw material, the Rusvinyl PVC capacity could be expanded to more than 500,000 tpa.

Rusvinyl's operation, which was formerly scheduled to be launched this year, is located close to Sibur's existing ethylene cracker in Kstovo.

The joint venture will use PVC production technology licensed from vinyl chloride specialist SolVin, jointly owned by Solvay and BASF, while international engineering project management consultancy, Technip, is responsible for plant design, equipment supply and construction management, according to Moscow-based Sibur.

The Russian scheme is expected to attract around 750m of financial credit, including loans that may be provided by the European Bank of Reconstruction and Development and by the Savings Bank of Russia.

The Kstovo complex is expected to employ around 500 when it is up and running.

### \* 10-Year Plan to Develop Siberia Is Published

The government is planning to transform Siberia from a raw-materials backwater into a comfortable place to live and do business through the development of high-tech industries, science and tourism, but officials have yet to put a price tag on the project.

The government on Wednesday published on its web site a strategy for developing Siberia through 2020. The region has many problems to overcome, the report said, including its harsh climate, which makes the cost of living and doing business there 25 percent to 40 percent higher than in the European part of Russia. Siberia also has too few roads and airports, and links among regions there are also weak, it said.

But the main threat, the authors of the report wrote, is that Siberia could solidify its role as nothing more than a source of raw materials for developed countries.

Officials want to develop refineries and other value-added production, as well as science and tourism in Siberia. Among the priorities are bio-technology, machine building, medical equipment, agricultural development, construction of affordable housing, as well as production of pulp, paper and furniture

Universities in Irkutsk, Krasnoyarsk, Tomsk, Omsk, Novosibirsk and Kemerovo could be used as the foundations for national research universities. The strategy's authors want the universities to create test models of world-class innovative technologies, which would subsequently be produced and implemented in Siberia.

Tourists can also experience the beauty of Siberia beyond its famous Lake Baikal, they wrote. The region has thermal springs, therapeutic mud baths, forests and beautiful landscapes.

The governor of one of Siberia's regions warned, however, that it would be impossible to shake off the region's reliance on raw materials. The focus should be on developing refining facilities near mineral deposits and investing in training to improve workers' skills, he said.

Siberia's coal deposits account for 80 percent of Russia's total. The region also holds 70 percent of Russia's copper, 68 percent of its nickel, more than half of its hydropower resources and forests, as well as 99 percent of its platinum group metals, the strategy said.



The document offers no estimates for what it might cost to redevelop Siberia. A draft version included the estimate of 1.5 trillion rubles (\$49 billion), said one of the officials who participated in the document's preparation. It was decided to drop the figure from the final version, he said, because the strategy should set general goals, while the volumes and sources of financing should be determined for specific projects.

There are about 200 projects now under consideration at the federal and regional levels, such as high-tech birch plywood, ionic batteries and polycrystalline silicon, the source said.

Without a cost estimate, the strategy loses its meaning, said Natalya Zubarevich, director of regional programs at the Independent Institute of Social Policy. Massive spending is needed, and it's not clear who will be investing that money into Siberia, she said. "Without an estimate of costs, a list of sources for funding and specific projects, the strategy will turn into a natural history textbook," said Bulat Stolyarov, director of the Institute of Regional Policy.

Russia must be counting on active participation of Asian investors, since the state is unlikely to find enough money for the region on its own, he said.

13 August 2010. By Alyona Chechel / Vedomosti

### \* VISUMPLICHT

De Russische president Dmitri Medvedev heeft er woensdag bij de Europese Unie op aangedrongen de visumplicht af te schaffen voor het reizen tussen Rusland en de EU. Vrij reizen tussen zijn land en de Unie is noodzakelijk voor het aanhalen van de betrekkingen, zei de president in Finland.

Rusland wil de visumplicht al langer afschaffen, maar EU-landen wijzen op het geweld in de onrustige Russische Kaukasus en de zwakke grenzen met voormalige Sovjet-buurlanden als reden om de grenscontrole EU-Rusland in stand te houden. Ook dient Rusland de veelvuldige binnenlandse registraties te verminderen.

Brussel heeft het reizen zonder visum eerder voorgesteld aan Oekraïne, Moldavië, Georgië, Armenië, Azerbeidzjan en Wit-Rusland om deze landen ertoe te bewegen democratische hervormingen door te voeren en de mensenrechten te respecteren. Zowel reizigers naar als uit Rusland klagen over de verplichting een visum aan te schaffen. Het krijgen van een visum is een tijdrovend proces en duur voor Russen en EU-burgers die vaak brieven nodig hebben van werkgevers en bewijzen van inkomen moeten overleggen. Niets houdt Rusland echter tegen om eenzijdig de visumplicht af te stappen en op een eenvoudige paspoort-grenscontrole over te gaan.

### \* Acquisition of Berezniki Soda Ash Plant by SOLVAY cannot be finalized

The acquisition of a majority stake in the Berezniki Soda Ash (BSZ) plant from Sodium Group Investment Limited, as announced on September 8th, 2009, cannot be finalized.

On June 4, after an administrative procedure of 5 months, Solvay's proposal to acquire a majority ownership of the Berezniki Soda Ash (BSZ) plant was cleared by Russia's Federal Antimonopoly Service (FAS), four days after Sodium Group's decision not to extend the validity of the sale and purchase agreement concluded with Solvay.

On the same day, FAS authorized also the Bashkim Group of Companies to acquire the control of the Berezniki Soda Ash (BSZ) plant.

On June 9, it appeared Sodium Group had sold its majority ownership in BSZ to the Bashkim Group of Companies. Bashkim would thus control 65% of the Russian soda ash market.

Solvay is deeply disappointed by the administrative process which led to this outcome despite the pro-competition content of its project and the commitment to modernize and provide financial support to the Berezniki plant for the benefit of all its stakeholders.

Solvay considers the Russian market of great interest and will continue to support its soda ash customers in Russia for now with imports of product from its European and American plants.

Solvay will thoroughly investigate its strategic options in this matter.



### \* Skolkovo: the brain attraction - The Russian 'Silicon Valley'

Russia intends to "import brains" from abroad to its Skolkovo innovation center, to be built near Moscow, Vladislav Surkov, the Presidential Executive Office's First Deputy Chief of Staff has said.

*"We should make it a habit [for foreigners] that it is normal to come and work in Russia,"* Surkov, who also heads the working group on creating the modern scientific centre in Skolkovo. According to the official, despite all the clichés about Russia outside the country, everything can be overcome.

*"As soon as the first window is broken through, dozens and hundreds of people will start arriving, and later it will be happening naturally,"* he said as quoted by Interfax agency.

He was speaking Thursday at the State Duma discussions of legislative guarantees for Russia's ambitious high-tech project.

The deputy head of the Medvedev administration underlined that Skolkovo should be internationalized. Best specialists should be working in the center – no matter where they come from. Therefore, the *"import of brains, import of specialists, not only local ones,"* is crucial. He recalled that the government allocated grants to attract foreign scientists to work in Russia, while companies inviting specialists from abroad allow them get financial support from the state.

If the most talented people are not selected to work for Skolkovo it is doomed to failure, Surkov said. He added that special bodies might be created to focus exactly on headhunting.

Meanwhile, on July 1, a new law came into force which makes it simpler for highly-qualified specialists – those who earn over 2 million rubles (about \$65,000) a year – to get a work permit in Russia.

As with anything connected with the most up-to-date technologies, Skolkovo is going to be rather a pricy project: 60 billion rubles (about \$2 billion) of public and private investments will be required in next three years.

*"Our estimate is this: over three years we shall need about 50-60 billion rubles for this project,"* the head of the Skolkovo the coordinating council, businessman Viktor Vekselberg, told the media, writes Itar-Tass. He underlined that he was referring "not only to state funds, we will strive to maximize our fundraising partners."

*"Our task is to achieve 50/50 co-financing by public and private contributors within five years,"* he added.

Vladislav Surkov touched upon the tricky money issue as well. *"We have been taught for a long while that science should be paying back. It is a lie,"* he stated. Without financing from the state, he went on, *"even such free and super-rich economy as the American cannot create new technology."*

It is a common practice everywhere in the world, Surkov said, for the state to co-finance projects. Therefore, the situation when the state helps large companies to start new ventures is normal, he added.

The Skolkovo scientific center might be just the beginning. According to State Duma Speaker Boris Gryzlov, duplication of innovation will be practiced there.

*"Without transition to an innovative economy, we will not be able to fulfill those tasks which were outlined in the development strategy through 2020, particularly a labor productivity growth four- to fivefold,"* he said, Itar-Tass quotes.

Gryzlov said that Skolkovo is a perfect idea, but it is important *"that it can be tested as a standard for the creation of such centers in Russia."* All necessary legal bases will be laid down in order to duplicate such centers, he said.

Western Giants, like Boeing, Join Russia's Skolkovo High-Tech Project.

<http://www.i-gorod.com/en/>



**\* Carrying your belongings may be the only affordable way to move to Russia. A new tariff, which stems from a customs union, is imposing a \$5 per kilogram fee for every kilo beyond a 50-kilogram limit**

Foreigners hoping to uproot their families and move to Russia face a major new headache: new customs fees that can run into the tens of thousands of dollars.

Moving companies said that dozens of shipments that arrived after July 1 have been left stranded after customs officials told them that every kilogram after the first 50 would be slapped with a minimum charge of 4 euros (\$5).

The tariffs, which emanate from a new customs union with Belarus and Kazakhstan, introduce a hurdle for the influx of foreign specialists advocated by President Dmitry Medvedev.

"This will not stimulate people to move to Russia," said Norbert Gooren, general manager at AAA Logistics, a U.S.-based international freight company.

Harry Kerbs, owner of Moscow-based movers IMS, said he currently had three trucks awaiting clearance at the Zelenograd customs point outside the capital. One of them faces a bill of 12,000 euros (\$15,000) — payable in cash at any Sberbank office. "I do not know how to raise the money because my client said he will reimburse me only later and through a bank account," an angry Kerbs said in a telephone interview.

Companies like IMS have been hit hard and unexpectedly by the new charges, which come right in the middle of the summer, the busiest season for family relocations.

The new regulations, spelled out on the Federal Customs Service's web site, stipulate that household items, formerly customs-exempt, will be treated like commercial goods upon entry into the country, except for a list of 21 items that are exempt, including jewelry, consumer electronics, baby strollers and pets.

Company representatives said that the list of exemptions, identified in Appendix 4 of the regulation, was pointless because the items on it usually make up only a tiny share of a household shipment.

The new tariff is officially supposed to amount to 30 percent of the movers' bill, but the regulation includes the minimum 4 euro-per-kilogram rule as a means against artificially low bills.

The only other exemption is the first 50 kilograms. Shipments for diplomats and other governmental officials remain tax-free. A family of five typically arrives with about 40 cubic meters of goods weighing 4,000 kilograms, Kerbs explained. "Subtract the exempt 50 kilos and you are left with a 15,800 euro (\$20,000) bill," he said.

Industry representatives said that while they had expected changes, they were caught off guard when customs officers told them about the new tariffs when the first shipments arrived this month. "We found out the hard way last week," said Sherman Pereira, regional director of Crown Relocations.

Gooren, of AAA Logistics, said it took customs officials more than a week to adjust to the new rules, leading to a backlog at customs checkpoints. "When we came to them early in July, they told us they would not work because they were still studying the customs union," he said by telephone from St. Petersburg.

Spokespeople at the customs service's press office directed calls to a customs hotline, where Alexander Makulin, a hotline duty officer, said customs officials were just following the law. He conceded that the list of exceptions was too short. "Maybe they forgot to discuss the number of items on it," he said, referring to the authors of the customs union.

But he added that the list left little room for interpretation and that the customs service could not change the rules. "We are law-takers and not lawmakers," he said. But time is pressing.

Trucks have to pay a parking fee of 8,000 rubles (\$260) every day that they wait at a customs point, and warehouse costs could be added to the amount if officials decide to unload the goods for inspection, Kerbs said. Pereira, of Crown, said he was monitoring dozens of affected shipments and several clients had decided to send their goods back home after learning about the extra cost. Still, he said, others who are less flexible have already paid up. "People have schools booked and paid deposits," he said. This, he suggested, makes it unlikely that the new rules will be canceled by a government eager to collect extra revenues as it struggles with a budget deficit. "It's a tricky situation," Pereira said.



At least one businessman offered a ray of hope, saying the new tariffs could be legally challenged if they caused a major burden. Dmitry Cheltsov, chairman of the Association of European Businesses' transportation and customs committee, said a significant worsening of shipping conditions would run counter to the Istanbul Convention on Temporary Admission. "This stipulates that conditions must not differ significantly from other countries," he said.

Ironically, the new tariffs came into force on the same day as new immigration rules aimed at attracting foreign investment. The reform, backed by Medvedev, allows higher-salaried foreign employees to apply for new three-year visas and work permits, rather than the previous one-year papers. Those new procedures, however, have also gotten off to a slow start, said Alexei Filipenkov, head of the Visa Delight agency. The new application forms only became available last week — well after July 1. The main problem seems to be that the Federal Migration Service remains unsure of how to implement the new procedures. "Nobody seems to know how it works," Filipenkov said.

### \* Economic mission with Flanders Investment and Trade ("FIT") to Novosibirsk and Yekaterinburg (30 May 2010 - 4 June 2010)

The contacts among the participants were extremely well. Mrs. Evelien Staelens of FIT took care of a perfect organisation. FIT is willing to organise activities with the CCBLR, and to investigate on which point we could collaborate or be complementary. Interesting contact with the people of Sibfair, and several Chambers of Commerce (Ural, Novosibirsk, Yekaterinburg).

17 participants: Ahlers NV, Attends Healthcare bvba, Barco NV, Belgian Luxembourg Chamber of Commerce for Russia & Belarus, Best NV, Calsa NV, Clayton of Belgium SA, Europowers Generators bvba, LMS International, Mesware Inox NV, Packo Inox NV, Schreder SA, Spiromatic NV, Flarus, Van Hulle B & C bvba, Voka Oost-Vlaanderen, Willem Van Herreweghe bvba, Wincanton NV

#### Activities 1 June 2010 (Novosibirsk)

- Meeting with the Governor: Mr. Tolokonskiy Viktor Aleksandrovich;
- Meeting with the Deputy-Mayor: Mr. Sandakov Vladimir Leonidovich;
- Meeting with the First Deputy-Mayor: Mr. Viktor Voronov;
- Meeting with person from the Mayor's office responsible for new technologies: Mr. Silkin Sergey Vladimirovich;
- Meeting with the President of the Russian Federation Chamber of Commerce and Industry Mr. Yuri I. Bernadsky;
- Meeting with Official of the RF Ministry of Foreign Affairs Mr. Chufistov Sergey A.
- Evening: Reception by FIT (discussions with FIT Invest Deputy Mr. Christophe Baeten, Representative Mr. André De Rijck and Mrs. Evelien Staelens).
- CCBLR ACTIVITIES: Morning and noon: visit of ITE Siberian Fair. Our chamber was contacted by the committee organising SibBeauty (1-4 June). They explained their activities and provided with documentation and a list of fairs that they organise during the year. More info: [www.sibfair.ru](http://www.sibfair.ru)
- Meeting with ITE Siberian Fair Director General: Sergey Tsoi and ITE Siberian Fair Head of International Department: Marina Chekalina;
- Action point: they wish to closely work together with CCBLR and organise a mission to Brussels
- Afternoon: visit of Akademgorodok.

#### Wednesday 2 June 2010 (Yekaterinburg)

- Meeting with VOKA: Mrs. Nathalie Vandekerckhove;
- Contact of the Mayor of Yekaterinburg: Mr. Arkady Michkailovich Chernecky;
- Contact with the Governor of Yekaterinburg: Mr. Alexander Misharin;
- Meeting with the Kamensk-Uralsky Chamber of Commerce : O. Ponomarev
- CCBLR Activities: Afternoon: visit of the Medical Center "Novaja Terapija": They are only looking to sell their magnetisers in Belgium (Europe);
- Meeting with the Belgian Ambassador: Mr. Guy Trouveroy;
- Evening: Reception by FIT.

#### Thursday 3 June 2010 (Yekaterinburg)

- Meeting with the Ural Chamber of Commerce and Industry: Mrs. Nataliya Y. Mekhontseva (Head of information support division);
- Meeting with the Ural Chamber of Commerce and Industry: Mrs. Olga Y. Bashmakova (Head of interregional development and information division);
- Meeting with the Ural Chamber of Commerce and Industry: Mr. Yuri P. Matushkin (President - Chairman of the Board)
- Action point: they wish to sign a cooperation agreement with us (they will contact us by e-mail).



**\* On the 22<sup>nd</sup> of June the representatives of NNR CCI held a meeting with the representatives of the administrative and business community from Wallonia (Belgium), as part of the Belgian multi sectoral economic mission in Nizhny Novgorod**

Took part in the meeting : head of the department in charge of business organizations of NNR CCI, Irina Dotsenko, head of the department of project planning and analysis of NNR CC, Alexander Anosov, as well as counsellor for economic affairs of the Embassy of Belgium in Russia, Natalie Stefanovic, director general of the Belgium-Luxembourg Chamber of Commerce on relations with Russia and Belarus, Arkady Arianoff, and the representatives of companies specialized in Green building, manufacture and sale of metal and plastic profile systems, outdoor surveillance systems, floor coverings and insulations.

In her complimentary speech, counsellor for economic affairs of the Embassy of Belgium in Russia, Natalie Stefanovic, highlighted that Belgium business community is seeking to expand the geographical area of its cooperation with Russia and, in particular, to find mutually beneficial contacts in the Nizhny Novgorod region.

Mr.Arianoff, in turn, admitted the similarity of views between Belgian and Nizhny Novgorod's entrepreneurs on mechanisms of a joint partnership to overcome the effects of the global financial crisis and to implement new technologies in the place of production.

He said that Wallonia selected, out of numerous sectors of the economy, five competitive directions: transport and logistics, outer space and aeronautics, agriculture, mechanical engineering, biological sciences. Actions to support competitiveness in these sectors are the main direction of the new Walloon economic policy, which is aimed to win a high reputation in the international market. Supporting enterprises-clusters is one of the tools for economic development. Thus, Wallonia supports 14 clusters, among which are transport, logistics, information technologies, automobile production, Green building, etc.

Further perspectives on development of trade and economic cooperation between Belgium and Nizhny Novgorod, and also questions on support to companies interested in investment in the Nizhny Novgorod region were discussed at the meeting, as well as the main tendencies in the construction sector in Nizhny Novgorod.

On June 23rd, a meeting between the Belgian and Nizhny Novgorod's entrepreneurs took place in the hotel "Nicolas House". The Belgian participation was represented by companies such as CONVERGENT (impregnation for concrete floors manufacturer, [www.convergent-group.com](http://www.convergent-group.com)), Aluthermo (insulations manufacturer, [www.aluthermo.be](http://www.aluthermo.be)), MD (metal and plastic profile systems manufacturer, [www.mdb.eu](http://www.mdb.eu)), FLOORCOVERINGS (floor coverings manufacturer, [www.bintg.com](http://www.bintg.com)), SCHREDER (street and architectural lighting, [www.schreder.com](http://www.schreder.com)), NUMECA (software, [www.numeca.org](http://www.numeca.org)), EURO CONSULTANTS (consultant in the food industry, [www.euroconsultants.be](http://www.euroconsultants.be)).





## NEWS FROM BELARUS

### \* SOCIAL AND ECONOMIC SITUATION IN BELARUS - A COMPARATIVE SURVEY

Belarus was the first CIS country to regain the Soviet-time gross national income (GNI) per capita level (2003) and the first CIS country to double it (2006).

As the financial crunch persists in the world economy generating detrimental economic conditions for Belarus development, pressures continue to build up on the dynamics and major indicators of Belarus' socioeconomic performance.

This comparative study indicates, though, that Belarus stands up rather well to the crisis effects which even places the country well in the lead in terms of major development indicators.

The European Commission's study *The EU's neighbouring economies: emerging from the global crisis* (Occasional Papers, issue 59, April 2010) notes that:

- In 2009 Belarus was one of the two countries (alongside with Azerbaijan) in the Eastern Partnership (EaP) that had a GDP growth (overall fall in the region is -8.0 per cent).
- Belarus is the only EaP partner that finished the year without budget deficit.
- In terms of GDP per capita Belarus ranks second among EaP partners after oil and gas producing Azerbaijan.
- Belarus has one of the highest (after Moldova) economic openness rates in the region (.120 per cent of GDP).
- Belarus together with Ukraine are the two EaP partner countries with an important export sector and a balanced trade performance.
- Belarus has one of the lowest levels of public debt (after Azerbaijan).
- Out of six eastern partners, only Belarus and Azerbaijan have full employment.
- Belarus has one the lowest non-performing loans rates in the region (1.7 % by the end of 2009).

In the opinion of the European Commission, Belarus was the country in the region that used the most the crisis as an opportunity to reinvigorate economic reforms.

As far as the business climate is concerned, according to the IFC-World Bank *Doing Business 2010* annual report, Belarus took the 4<sup>th</sup> position globally among the countries most actively implementing reforms aimed to improve business and investment climate including simplification of government regulations in business doing. Belarus improved significantly its relative position in the *Doing Business* index jumping by 62 positions in just two years, reaching the 58<sup>th</sup> spot.

Belarus reformed in six out of 10 areas studied by the report authors. It became much easier to start a new business in Belarus. It sprang to the 7<sup>th</sup> (from 97<sup>th</sup>) position in the world (very close to Georgia's 5<sup>th</sup> place).

According to the report, doing business is less problematic in Belarus than in a number of EU countries (namely Spain, Luxembourg, Poland, Czech Republic, Italy and Greece).

Belarus improved its position on the 'Corruption perception index' (from 139<sup>th</sup> to 127<sup>th</sup> spot).

According to the Heritage Foundation Economic Freedom 2010 report Belarus features the following positive indicators:

- *Business Freedom* – 72.1 out of 100 (Ukraine – 38.7, Russia – 52.2, Moldova – 70.2, Croatia – 61.5, BiH – 61.3, Albania – 68.0, Latvia – 72.9, Malta – 70.0, Montenegro – 70.0, Poland – 62.2);
- *Trade Freedom* – 80.34 out of 100 (Moldova – 79.92, Russia – 68.42);
- *Fiscal Freedom* – 85.2 out of 100 (Austria – 51.2, Cyprus – 72.7, Czech Republic – 80.1, Denmark – 35.9, Finland – 65.4, France – 51.9, Germany – 58.3, Italy – 55.2, Latvia – 82.7, Lithuania – 84.6, Russia – 82.3, Ukraine – 77.9, Moldova – 85.1);
- *Labour Freedom* – 84.8 out of 100 (Austria – 79.1, Finland – 43.8, France – 54.7, Germany – 39.9, the Netherlands – 59.1, Sweden – 54.9, Poland – 61.5, Russia – 59.6, Ukraine – 57.7, Moldova – 42.7).

The economic liberalization reforms are being accompanied by a progress in the political field. According to the *Freedom House Index for post-communist countries in transit* in 2005 – 2008 Belarus was the only country in the EaP region to improve its score in the areas of democracy, electoral process, civil society, independent media, national democratic governance, and corruption...



### \* Belarus' foreign trade up 17.8% to \$26bn in H1 2010

In H1 2010 Belarus' foreign trade in goods and services was up by 17.8% from the same period in 2009 to \$26 billion, Belta learned from the National Statistics Committee.

Belarus' export increased by 23.7% to \$11.246 billion and import rose by 13.7% to \$14.756 billion. Belarus' foreign trade deficit came to \$3,510 billion (in January-June 2009 the deficit was \$3.889 billion). A reminder, last year witnessed a fall in foreign trade. In 2009 Belarus' foreign trade in goods totalled \$49.846 billion, or 69.3% as against the same period of 2008. Export reduced to \$21.282 billion (65.3% over 2008), import – down to \$28.564 billion (72.5%).

In January-June 2010 Belarus' trade with the CIS countries was up by 22.7% to \$14.997 billion. Export reached \$5.978 billion (up 50.4%), import – \$9.018 billion (up 9.3%). Belarus' trade with Russia increased by 18.5% to \$12.506 billion. Export to Russia amounted to \$4.424 billion (up 48.9%), import from – \$8.081 billion (up 6.6%).

In H1 the trade with Kazakhstan \$301.1 million, up 82.2% from the same period of last year. Export surged by 74.3% to \$224.2 million, import skyrocketed by 209.8% to \$76.8 million.

The trade with the non-CIS was up 11.8% to \$11.005 billion. Export inched up by 3% to \$5.268 billion, import – by 21.4% to \$5.737 billion.

### \* Belarusian breweries to get managers from foreign financial companies

The Belarusian state food industry concern Belgospisheprom suggests hiring executive managers of the world's leading financial companies to run Belarusian breweries. The proposal was voiced by Belgospisheprom President Ivan Danchenko at a session of the Council of Ministers Presidium on 10 August.

The move is supposed to help evaluate capabilities of the Belarusian brewing industry. "We are working vigorously with several companies to hire so-called intermediate managers in order to get advisors and to once again critically evaluate our capabilities, especially those of Krinitsa," he added.

According to Ivan Danchenko, executive managers of the world's leading financial companies will be able to give the required evaluation and apply the latest beer manufacturing and selling solutions.

In 2006-2010 Belarus' brewing industry attracted \$185.5 million in investments, 20% more than the goal set by the program designed to guide the industry development in 2006-2010. Foreign investments stand at \$61.5 million. Two major breweries have been refitted and modernized – Brestskoe Pivo and Krinitsa. At present these companies are cutting-edge manufacturers that meet the latest requirements.

### \* Nearly ten new bio-technology manufactures in Belarus soon

Nearly ten new hi-tech bio-technology manufactures will be set up in Belarus in the near future, Deputy Chairman of the Presidium of the National Academy of Sciences of Belarus Sergei Rakhmanov told media on 3 August.

Such facilities will be opened at the National Academy of Sciences of Belarus, the Belbiofarm Concern, agro-industrial companies. The production capacity of the Vitebsk Biofactory will be expanded as well. "There will be also built up other bio-technology manufactures in the country," Sergei Rakhmanov said.

A network of new manufactures as well as the creation of a large bio-technology complex will help the country increase considerably the export of bio-technological products. "Today we earn presumably \$100 million a year. In some five years we will be able to make hundreds of millions of US dollars in the export of bio-technological products," he said.

In his words, scientists and producers are now busy with satisfying the needs of the domestic market with bio-technological goods, securing import substitution and boosting export.



## \* Two large hi-tech parks to be set up in Belarus in 2010

Two large national sci-tech parks are to be opened in Belarus this year, Chairman of the State Science and Technology Committee of Belarus Igor Voitov said in a session of the working commission for sci-tech cooperation between Belarus and the Chinese province Shandong on 2 August.

A park of advanced technologies in microelectronics and a sci-tech park in biotechnologies are expected to come on stream in 2010.

According to Igor Voitov, the state innovation development program envisages the development of innovation infrastructure. The implementation of the program is slated for this year. In line with the program, there have been created more than 10,000 new hi-tech jobs, set up new manufactures, upgraded many existing companies in the country. "We set forth even more ambitious goals for the next five-year period," Igor Voitov said.

In particular, the program provides for new hi-tech manufactures, an increase in the export of hi-tech goods. The share of the innovation products will be increased to 40% of the total. By the end of the five-year period the financing of the sci-tech and innovation activity in Belarus will soar six times. Priority areas for development will be energy, energy saving, agricultural, construction, industrial, nano and biotechnologies. Special attention will be focused on the development of cosmic, information and communication technologies.

A lot is to be made to improve the legislation base regulating the innovation activity. In particular, the head of state instructed to work out and adopt a law on the state innovation policy. In this respect the key attention is paid to the development of hi-tech manufactures, Igor Voitov noted.

## \* Belinvestbank to have strategic investor from EU

A financial institute from the European Union will become Belinvestbank's strategic investor, Chairman of the Board of the National Bank of Belarus Piotr Prokopovich told media.

"Belinvestbank is sold not for changing its name but attracting a strategic investor, an investor that makes the world's top twenty banks list, in order to turn Belinvestbank into a bank with a large financial potential," Piotr Prokopovich said.

In his words, one of the conditions the National Bank sets forth before a potential investor is that an investor "should put in Belinvestbank's development billions of Euros". Secondly, the investor should come from the EU.

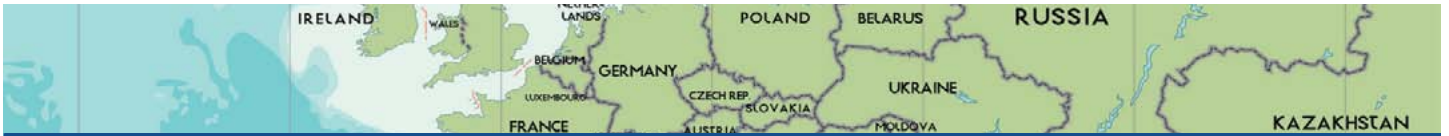
According to Piotr Prokopovich, "Belarus has two main economic partners – the EU and Russia. There are nearly 10 banks in Belarus with the capital of Russia and other CIS countries. There are only two banks with the EU capital in the country".

The Belarusian Bank of Development and Reconstruction Belinvestbank was founded on 3 September 2001 through a merger of Belbusinessbank and the Belarusian Bank for Development. Belinvestbank services government programs, accumulates government investment resources, pursues the government investment policy and services credit lines of foreign investors. Belinvestbank is one of Belarus' five largest banks.

As of 1 July Belinvestbank assets exceeded Br5.79 trillion, with credit assets reaching Br4.58 trillion.

In January-June 2010 the regulatory capital increased by 13.4% to Br701.3 billion, with the authorized fund as large as Br382.1 billion.

BELTA



ТОРГОВО-ПРОМЫШЛЕННАЯ ПАЛАТА РОССИЙСКОЙ ФЕДЕРАЦИИ  
**ТОРГОВО-ПРОМЫШЛЕННАЯ ПАЛАТА  
КРАСНОДАРСКОГО КРАЯ**

CHAMBER OF COMMERCE AND INDUSTRY OF THE RUSSIAN FEDERATION  
**CHAMBER OF COMMERCE AND INDUSTRY OF KRASNODAR REGION**

Dear Madam / Sir,

I'm sincerely glad to invite you to participate in the **IX International Investment Forum**, which is to take place from **September 16 to 19, 2010 in Sochi City, the Capital of Winter Olympic Games of 2014**. The Forum, held with support and participation of the Government of Russian Federation, is the Russia largest site to present the investment potential of Russian regions and major investment projects.

This year the Forum is to become the center to discuss the issues of attracting investments in the infrastructure, improving the mechanisms of state-private partnership and developing favorable investment climate in Russia. Investment projects of the construction of facilities for Winter Olympic Games of 2014 in Sochi are to be a special subject for the discussion.

Sincerely Yours,  
Chairman of the CCI of Krasnodar Region

Yury N. Tkachenko

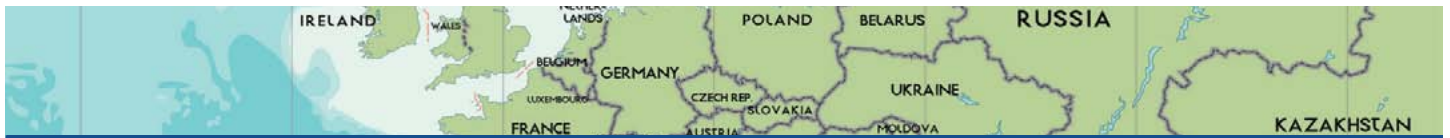
For registration,  
conditions of participation,  
individual requests  
further information

please contact the **Belgian-Luxembourg Chamber of Commerce for Russia and Belarus:**  
[a.arianoff@cblbr.com](mailto:a.arianoff@cblbr.com), [Olga.Bogdnanova@solvay.com](mailto:Olga.Bogdnanova@solvay.com)  
or take a look at the website [www.forumkuban.com](http://www.forumkuban.com)



Россия, 350063, Краснодар, ул. Коммунаров, 8. Тел./факс (861) 268-22-13  
Internet: <http://www.tppkuban.ru>; E-mail: [tppkk@tppkuban.ru](mailto:tppkk@tppkuban.ru)  
8, Kommunarov St., Krasnodar, 350063, Russia. Telephone/fax: (861) 268-22-13





## Russia – Belgium: Business forum and round tables on Innovations and Technologies / IPR / Certification & Customs November, the 17<sup>th</sup>, 2010, Brussels, Belgium



On the threshold of the World Exhibition on Innovation, Research and New Technologies “Brussels – Innova”, the Belgian-Luxemburg Chamber of Commerce for Russia and Belarus (CCBLR), the Federation for the Technology Industry “Agoria” and Science and Technology Association “Technopol-Moscow” will organize the **Business forum and round tables on Innovations and Technologies / IPR / Certification & Customs** which will be held in Brussels on 17th November, 2010.

**Who should attend:**

- scientific organizations and industrial enterprises;
- investors, financial and credit organizations, venture funds;
- consulting and legal companies.

**Forum objectives:**

- Assistance to innovative development of the countries at the European and national levels;
- Assistance to searching of partners and promotion of innovative products and services on the Belgian and Russian markets;
- Assistance to establishment of direct contacts between inventors and potential investors or manufacturers;
- Discussion of a problem of legal groundwork for cooperation in the field of protection of IP and transfer of technologies, and latest modifications in the legislation of the Russian Federation concerning IP protection.

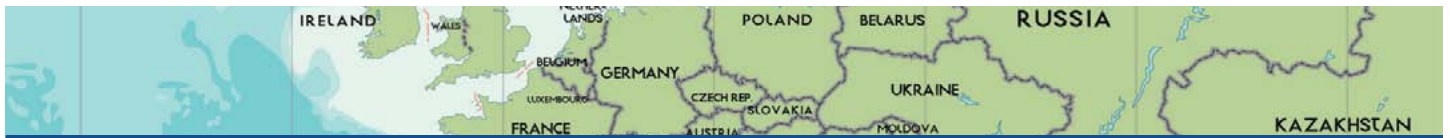
<http://www.agoria.be/newsletter/agoria/newsletters/arec/ccblr1.JPG>

**Invited speakers:**

- Trade mission of the Russian Federation in Belgium and Luxemburg
- Ministry of Education and Science of the Russian Federation
- LP Law Firm «Gorodissky and Partners»
- Federal Service for Intellectual Property, Patents and Trademarks of the Russian Federation
- Chamber of Commerce and Industry of the Russian Federation
- Certification company SGS.

**Program:**

09.30 – 10.30	Registration of the participants. Coffee/Tea
10.30 – 11.00	Opening ceremony. Welcome word :
	Sergey Kouznetsov - General Commercial Representative of Russian Federation in Belgium & Luxemburg
	François de Hemptinne - Manager Central & Eastern Europe, Agoria International Business
	Valery Medvedev - President, STA « Technopol-Moscow »
	Jacques van Rijckevorsel - President of the Belgian-Luxembourg Chamber of Commerce, Member of the Executive Committee & Group Manager of Solvay Plastics Sector



11.00 – 12.45	Plenary session:
	1 - "Russian Federation policy in the field of innovations and new technologies. State support programs for innovative organizations", Representative of Management of the Ministry of Education and Science of the Russian Federation
	2 - "IP protection problems in Russia and the legal groundwork for international cooperation and transfer of technologies", Representative of LP Law Firm "Gorodissky & Partners"
	3 - "Certification issues", Representative of the Certification company SGS
	4 - "Examples of the practical implementation of the cooperation with foreign organizations in the field of innovations", Representative of the Chamber of Commerce and Industry of the Russian Federation
	5 - "Customs", Representative of the Russian Government, Department Customs Service
12.45 – 13.30	Lunch
13.30 – 15.00	Round Tables on IP, Certification and Customs issues
15.00 – 16.00	Round Tables Presentation of new technologies
16.00 – 16.30	Wrap-up
16.30	Networking Cocktail

**Registration fee:**

85 Eur (+VAT 21%)	- for members of Agoria & CCBLR
160 Eur (+VAT 21%)	- for non-members of Agoria & CCBLR

**Contacts:**

François de Hemptinne  
 Manager Central & Eastern Europe  
 Agoria international Business

Arkady Arianoff  
 General Advisor  
 CCBLR

Vadim Goussev  
 General Director  
 Technopol-Moscow

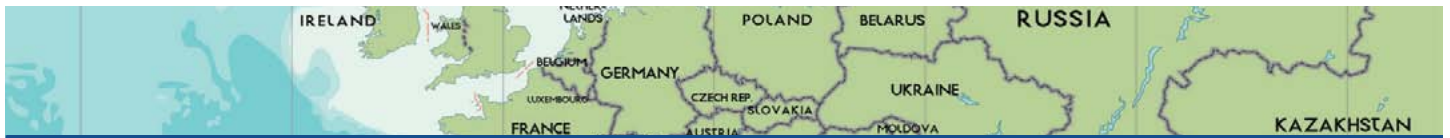
[Francois.dehemptinne@agoria.be](mailto:Francois.dehemptinne@agoria.be)

[a.arianoff@cbl.org](mailto:a.arianoff@cbl.org)

[v.goussev@technopolmoscow.com](mailto:v.goussev@technopolmoscow.com)

**Please send the following registration form to**  
*marta.vangenderen@solvay.com after the 6<sup>th</sup> of September*  
**with a copy at [cbl@belgacom.net](mailto:cbl@belgacom.net)**

<b>Name &amp; Surname</b>	
<b>Company</b>	
<b>Telephone &amp; Mobile</b>	
<b>E-mail address</b>	
<b>Website</b>	
<b>Yes, I will attend lunch, morning and afternoon sessions</b>	<b>(yes / no)</b>
<b>Any other relevant information or comments?</b>	



## ◆ **CONFERENCE / SEMINAR :**

### - 14<sup>ème</sup> Congrès International de la Thyroïde

AAAI SPRL et Paris S.O.S. Consultants SAS sont heureux de vous inviter à participer au 14<sup>ème</sup> Congrès International de la Thyroïde (ITC) qui aura lieu à Paris, au Palais des Congrès, du 11 au 16 Septembre 2010.

Ce congrès rassemblera 2000 à 2500 experts, tous spécialisés ou ayant un intérêt pour le domaine de l'endocrinologie, l'oncologie, la médecine nucléaire, la chirurgie, l'anatomie pathologique, la cytologie et la biologie. Ces participants échangeront sur les grandes avancées du domaine et pourront approfondir leurs connaissances sur les nouveaux produits et technologies novatrices proposés par l'industrie.

Les opportunités qui s'offrent à votre société en matière de stand d'exposition, symposium satellite et divers éléments de partenariat sont détaillées dans le fichier joint. Celles-ci apporteront une visibilité inégalée à votre société lui permettant de renforcer son image et d'avoir des contacts en face à face avec une large communauté d'experts ciblés.

Nous vous invitons à prendre connaissance de ce document et serions ravis de fixer un rendez-vous téléphonique avec vous afin d'envisager votre participation à ce congrès.

Dans l'attente de votre retour, nous restons à votre disposition pour tout complément d'informations dont vous pourriez avoir besoin,

Cordialement, Bruno SAVOURET - AAAI SPRL

МНПК БИОТИКИ, доктор медицинских наук И.А. Комиссаровой.

[http://www.medarena.ru/preparats/biotiki/includes/biot\\_home.asp](http://www.medarena.ru/preparats/biotiki/includes/biot_home.asp)

**Contacts:** [emile\\_de\\_kahir@yahoo.fr](mailto:emile_de_kahir@yahoo.fr) - Paris S.O.S. Consultants 25 rue de Ponthieu – 75008 Paris, France. Tel. : +33 155 07 07 06 +33 155 07 07 06 Fax : +33 155 07 07 10

### - The next EuroSummit will take place on 22<sup>nd</sup> November 2010 in Brussels

EuroSummit of European Business Union is a meeting of Russian and European Union business leaders. The dialogue between the Russian Federation and the European Union leading businesses is a vital resource for reinforcing our ties and cooperation and bolstering the partnership that we all now see as strategic. In cooperation between Russia and the European Union there are thousands of projects that have been carried out and trade turnover is growing up to billions of euros. Any crisis creates new opportunities. There is a certain contradictory nature in development. Crises are dangerous, sometimes mortally so for ineffective companies, but they also give the chance to make a business more effective. There are also new opportunities to introduce cutting-edge technology and work on energy conservation. Russia is an energy-rich country and the crisis gives a unique opportunity to use this potential. European Union will continue to be a strategic key partner for Russia. Russia wants to develop the broadest range of contacts with business in the European Union, with the regions, the different countries, and the civil society of the European Union. After all, today we are all pursuing one and the same objectives today. Russia has set out these objectives in its national development programme for the period through to 2020. The European Union has set out these objectives in its Lisbon Strategy. <http://www.eurosummit.co.uk>

## ◆ **EXHIBITIONS:**

### **PTA MOSCOW**

**Date: 05-OCT-10 to 07-OCT-10**

The 10<sup>th</sup> Specialized Exhibition of Equipment and Technologies for Process Automation and Embedded Control Systems. Advanced Automation Technologies is Russia's leading trade fair will be held at Expocentr Krasnaya Presnya Fairgrounds & organised by ZAO Expocentr. custom automation/assembly systems, robotics will be targeting Professionals related to the field of Medical, IT/ Instrumentation, Telecom, Automotive, Electronics, Areospace/Defense.

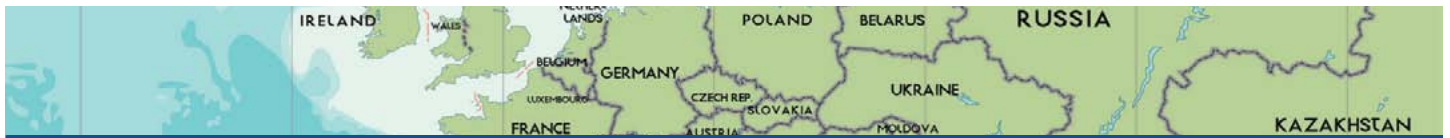
Venue: Expocenter Krasnaya Presnya Moscow, Moscow, Moskva, Russia

### **TRANSTEC**

**Date: 05-OCT-10 to 07-OCT-10**

Transtec-Transport & International Transit, International Exhibition in Russia that unites all Sectors of the Motor Transport Industry. An incomparable opportunity to find diverse types of motors with the most advanced technology in the world.

Venue: Lenexpo Fairgrounds, St. Petersburg, Russia



### **INTERTOOL Moscow**

**Date: 05-OCT-10 to 08-OCT-10**

Intertool Moscow has developed into the leading international trade fair for tools, metal-working and manufacturing technologies on the Russian market. Intertool has developed into a unique platform to establish new business contacts and source new customers on one of the most important markets worldwide. Visitors and exhibitors are going to benefit from the comprehensive range of high-quality and innovative products to be presented at the show.

Venue: Crocus Expo International Exhibition Center, Moscow, Moskva, Russia

### **FASHION Industry Exhibition**

**Date: 06-OCT-10 to 09-OCT-10**

Organized by Farexpo Limited at Peterburgsky Sports and Concert Complex, Saint Petersburg, Leningrad, Russia, the Fashion Industry Exhibition proves to be highly vital in exploring infinite opportunities for various manufacturers, retailers and distributors of fashion industry. It is 4 days exhibition which proves platform for exhibiting men's wear, women's wear, kids wear etc.

### **AGROProdMash**

**Date: 11-OCT-10 to 15-OCT-10**

The Russian food-market is still one of the most dynamic and fast-growing markets in Eastern Europe. The demand for modern processing-and packaging-machines is constantly rising, this is also due to the strong support of the Russian state sponsor programs. The big food-enterprises in Russia are still handling all processes from raw material production, processing, production of food and packaging to marketing.

Venue: Expocenter Krasnaya Presnya Moscow, Moscow, Moskva, Russia

### **Big Ural CONSTRUCTIONComplex**

**Date: 12-OCT-10 to 14-OCT-10**

Big Ural Construction Complex will showcase wide range of products & equipment and materials for industrial and civil building and architecture industry in Russia. It is the 13<sup>th</sup> edition of the event which will be held between 12-14 October, 2010 at World Trade Center Yekaterinburg. The exhibition is being organized by Ural Exhibitions.

Venue: World Trade Center Yekaterinburg, Yekaterinburg, Russia

### **CHEMISTRY**

**Date: 12-OCT-10 to 14-OCT-10**

The Ural Week of Chemical Technologies-Chemistry will create awareness about international chemical technologies. The exhibition will give a snapshot of Russian chemical sector. It is the 8<sup>th</sup> edition of the event which will take place at International Trade Center Yekaterinburg.

Venue: Yekaterinburg International Trade Center(WTC), Yekaterinburg, Sverdlovsk, Russia

### **FORESTRY of Russia**

**Date: 19-OCT-10 to 21-OCT-10**

Forestry of Russia is a trade platform aimed at meeting the A-Z requirements of the region's woodworking industry. It offers complete solutions in direct marketing, exhibits and trade fairs, with the purpose of supporting companies in their marketing, promotion and product launching needs, as well in the strategic as in the operative aspects, acting as their external marketing advisor.

Venue: Lenexpo Fairgrounds, St. Petersburg, Russia

### **ELECTRO & ENERGY**

**Date: 19-OCT-10 to 22-OCT-10**

Held at NOVOSIBIRSK, Russia, the Electro & Energy is a worldwide renowned event for electrical technology and power engineering sector. Organizing by Siberian Fair, it is a definite event which would facilitate penetration into various Asian countries. It will prove to be useful towards bolstering manufacturers, suppliers etc. of electrical and engineering sectors and will therefore prove to be helpful towards demonstrating latest technologies.

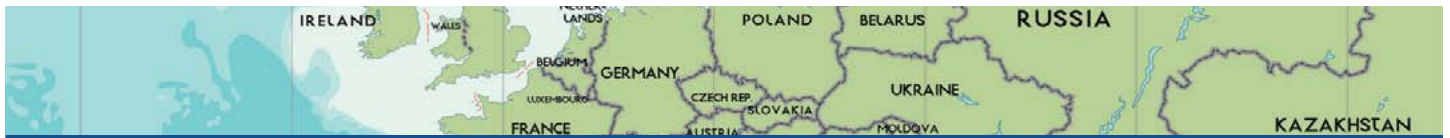
Venue: Novosibirsk World Trade Center, Novosibirsk, Russia

### **Infrastructure Development Expo Sochi**

**Date: 20-OCT-10 to 22-OCT-10**

Infrastructure Development Expo Sochi-IDES 2010 is International exhibition of Infrastructure Development of Krasnodar region in the field of power supply, gasification, development of housing and utilities, road construction, communication infrastructure, ecological development, system of protection and security.

Venue: Krasnodar EXPO Exhibition Centre, Krasnodar, Russia



### **Engineering & Construction Infrastructure Sochi**

**Date: 20-OCT-10 to 22-OCT-10**

Engineering & Construction Infrastructure Sochi (ECIS) is International exhibition of Infrastructure Development of Krasnodar region in the field of power supply, gasification, development of housing and utilities, road construction, communication infrastructure, ecological development, system of protection and security.

Venue: Krasnodar EXPO Exhibition Centre, Krasnodar, Russia

### **Russian Antique Salon**

**Date: 23-OCT-10 to 31-OCT-10**

Russian Antique Salon is held by Expo-Park Exhibition Projects Company two times a year in spring and in autumn. Expo-Park has been organizing this project nine years already and within this time the exhibition has become the most highprofile professional event on the domestic antique market. Leading galleries, art-salons and the largest private collections present at the Central House of Artists magnificent items of painting and applied arts.

Venue: Central House of Artists, Moscow, Moskva, Russia



### **Auto & Automechanika St. Petersburg**

**Date: 27-OCT-10 to 31-OCT-10**

Organized by Messe Frankfurt GmbH at Lenexpo Fairgrounds, 103 Bolshoy Prospect, St. Petersburg, Russia, the Auto & Automechanika St. Petersburg is one of the finest event for automotive industry. It is known as a leading automotive after market event and therefore is ready to attract large number of manufacturers, importers, exporters etc. from the auto marketplace of throughout the globe.

Venue: Lenexpo Fairgrounds, St. Petersburg, Russia

**ITE Siberian Fair** is the biggest regional exhibition organizer in Russia and the leading one on the huge territory from the Ural to Far East. In 1989 the Siberian Fair was set up as the regional commercial center of Association of Siberian cities.

In 1991 Siberian Fair was one of initiators and founders of the Russian Union of Exhibitions and Fairs – RUEF which counts 87 members. From 1993 Siberian Fair is a member of UFI. As per official statistics of the Russian Union of Exhibitions and Fairs, ITE Siberian Fair is one of the Russian top 5 exhibition business leaders.

In April 2008 “Siberian Fair” Exhibition Organizer has become a part of ITE Group – one of the world leading international exhibition companies with affiliates all over the world.

At present time ITE Siberian Fair calendar accounts for more than 70 exhibitions, among which leading industrial shows of the year as well as events of local importance. “MedSib” and “StroiSib” – are approved by UFI International Union of Exhibitions and Fairs.

The majority of specialized international exhibitions is held under the support of the Russian Federation Ministries, the Administration of the President Plenipotentiary in the Siberian Federal district, Administration of Novosibirsk region, Mayor’s Office, Association of Siberian and Far East cities, Novosibirsk Chamber of Trade and Commerce, Business Leaders Association.

ADDRESS: 220/10, Krasny Prospekt, 630049 Novosibirsk, Russia.

TELEPHONES: +7 (383) 363-00-63, 363-00-36. FAX: +7 (383) 2209747

E-MAIL: [welcome@sibfair.ru](mailto:welcome@sibfair.ru). INTERNET: [www.sibfair.ru](http://www.sibfair.ru)

### **STROISIB**

**-1<sup>ST</sup> BUILDING WEEK**

**FEBRUARY 1 – 4, 2011 Novosibirsk**

Windows, glass & facades Building materials Gates & automation Hardware & tools Woodworking

**-2<sup>ND</sup> BUILDING WEEK**

**FEBRUARY 15 - 18, 2011 Novosibirsk**

SibInteriors Build electric Plumbing & Heat\*Vent Building automation systems Doors & Locks StonEx

**STROISIB** is the leading event in construction industry of the Siberian Federal District including 10 exhibition sections, conferences, round table discussions and seminars.

**STROISIB** is a demonstration place for the largest producers of construction materials representing their novelties and creating



development trends for the whole Siberian construction industry. Approved by: Union des Foires Internationales (UFI) Supported by: Administration of Novosibirsk region, Novosibirsk Constructors and Investors Association

**APRIL 27 – 29, 2011 Novosibirsk  
Siberian Resources. Oil and Gas Siberia**

8<sup>th</sup> International specialized industrial exhibition of equipment and technologies for extraction, processing and transportation of energy resources

**MAY 24 – 27, 2011 Novosibirsk  
AUTOSIB**

21<sup>st</sup> International Specialized Exhibition of Motor Vehicles, Transportation Devices, Consumable Products for Automobile Industry, Auto Spares, Equipment, Autoservice and Autotuning.

**OCTOBER 25–28, 2011 Novosibirsk  
SIF (Siberian Industrial Fair)**

- Siberian Industrial Exhibition **POWERSIB**

International Specialized Exhibition of Power Engineering; Electrical Technologies, Equipment and Products; Energy & Resource Saving Technologies; Gasification

- **HVACR SIBERIA**

International Specialized Exhibition of Heating, Ventilation, Air-Conditioning and Refrigeration

- **SIBAUTOMATION**

International Specialized Exhibition of Measurement and Control Instrumentation and Systems

- **SIBECOTECH**

International Specialized Exhibition of Environmental Protection, Restoration of Natural Resources, Industrial and Domestic Waste Utilization and Recycling

- **SCIENCE OF SIBERIA**

International Exhibition of Science-Intensive Products & Innovations

**NOVEMBER 29-DECEMBER 2, 2011 Novosibirsk  
PLASTEX**

International Specialized Exhibition "Raw Materials, Equipment, Plastic and Rubber Production and Processing Technologies"

◆ **Business proposals:**

- **ZAO NPO Europa-Biofarm**, pharmaceutical products

ZAO NPO Europa-Biofarm, Russian company, invites investors to cooperation and also companies, which are interested in organizing Joint Venture or contract production of pharmaceutical products on our company's plant space.

ZAO NPO Europa-Biofarm proposes an investment project "**Formation of the cluster for complete processing of plant raw material to receive competitive and import-substituting products of engineering, food, pharmaceutical, veterinary, cosmetics and agricultural engineering purpose**".

The project foresees a reconstruction of the present and organizing new productions, usage of the resource-saving technologies.

**Estimated cost of the project is € 33,1 million**

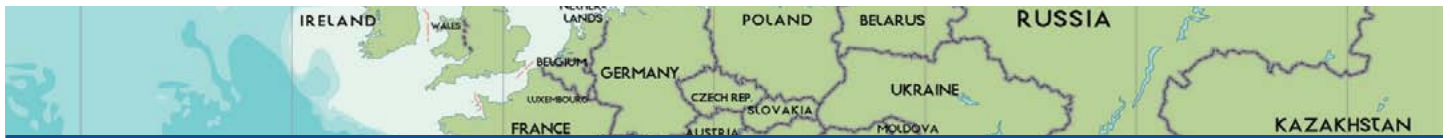
The prepared cluster refers to organizing innovative and technological complex for deep processing of agricultural raw material to increase volume and efficiency of melons and gourds processing for production food, pharmaceutical, cosmetic, veterinary products and agricultural machinery.

**Project components are included in:**

- a long-term regional target program «Development of agricultural sector complex in Volgograd region for 2009-2012»,
- a regional register of socially-significant projects of Volgograd region

**ZAO NPO Europa-Biofarm has been operated on Russian market since 1991 and now it is an enterprise of complete cycle of development, implementation and sale of innovative products:**

1. Drugs, food supplements, cosmetics produced from ecologically clean raw material. The produced biotechnological preparations have the best clinical-and-economic characteristics in Russian market;
2. Functional and dietetic food stuff;



3. Agricultural machinery complex which reduces all material costs including manual labor; Research developments of our company directed to production of import-substituting, export capable products. To realize research developments, our company involves key specialists from different regions of Russia. Our company has more than 250 prestigious awards and diploma including those, which were received at international exhibitions and fairs. ZAO NPO Europa-Biofarm is certified according to international quality management system ISO 9001:2000, it develops scientific projects including 6 state projects in pharmaceutical, biotechnological and agricultural fields.

**ZAO NPO Europa-Biofarm has a great experience in development and realization of innovative technologies and products. The company has:**

**1. Own raw materials base:**

- 5 000 hectares of land of agricultural purpose to grow raw material for pharmaceutical production;
- 600 hectares of land for housing construction in the area of 15 – 20 km from Volgograd and Volzhskiy;
- Artesian well including the well with water which refers to healing and table mineral waters with low percent of mineralization. This water could be used for drinkable treatment course in sanatoria and health resorts and also for industrial bottling with additional saturation of carbon dioxide;

**2. Microbiological and analytical laboratories** which are certified with Federal control service in public health and social development. This favours to make entrance and output quality control of raw material and phasic production control of final product.

**3. Unloaded production areas** – 3 358 m<sup>2</sup>

**4. Prepared grounds in property (6 grounds )** for industrial production:

- area of 6 grounds - 19 757 m<sup>2</sup>
- area of 6 ground area under industrial grounds – 89 396 m<sup>2</sup>

**5. Licensed production of drugs of different forms:**

- liquid, including spirit;
- soft gelatinous capsules;
- suppositories

**6. Capacitive equipment** – 52 units of : 16 m<sup>3</sup> , 12 m<sup>3</sup> , 10 m<sup>3</sup> , 6,3 m<sup>3</sup> , 1 m<sup>3</sup> .

If you are interested, we will be glad to consider other variants of cooperation, including development of your directions of operation.

For more information about company you can visit our web-sites: [www.tycveolum.ru](http://www.tycveolum.ru), [www.lafriore.ru](http://www.lafriore.ru), [www.prostamen.ru](http://www.prostamen.ru).

Our contact details: t.: 007 (8442) 27-11-34, [export@evropa-biofarm.ru](mailto:export@evropa-biofarm.ru)

Sincerely yours, **General director of ZAO NPO Europa-Biofarm**

**V.U. Mikhalev**

**- SAINT-PETERSBOURG: Maryino Industrial Park**

Hereby we'd like to inform you that the Maryino Industrial Park project is moving forward with some amendment to the crisis. The project is being developed by an *Industrial Real Estate Closed-End Real Estate* Investment Fund managed by the VTB Asset Management, CJSC. The idea of the project is organizing a new modern industrial park on the land plot of 130 ha in the south-western part of St. Petersburg. At the present day we can inform you about the following achievements concerning the Maryino Industrial Park:

1. **Site design plan (PPT).** Public consultations concerning the plan are held successfully. We have already received a summary conclusion from the St. Petersburg Government Committee for City Planning and Architecture. By the end of July we are going to obtain a St. Petersburg Government decree approving the site design plan and boundary-setting plan for the Maryino zone in Petrodvortsovy district of St. Petersburg which includes the Maryino Industrial Park as a part. Site design plan will define the land plot borders more exactly, will fix its functional use and town planning restrictions.
2. **Power supply (30 MW).** The legal scheme of acquiring 30 MW power by the fund shareholders is agreed with a seller. The deal has started in June 2010 and is to be completed in October 2010.
3. **Gas supply.** The gas supply scheme for the future industrial park is designed by LenGiproEngProject designing bureau. The scheme is approved by a Petersburg Gas gas-distributive company.
4. **Technical conditions.** Power supply, gas supply, water supply and sewerage technical conditions are valid till March 2011 with a prolongation option.

5. **The access to the Ropshinskoye highway.** The site design plan for the district defines the frontage lines of a passage located along the western border of the industrial park area. This passage will provide the access to the Southern Road and to the Ropshinskoye highway for the Maryino residents.
6. **The Southern Road.** The Committee for Municipal Improvements and Road Facilities finished the design of the entire Southern Road from the Noidorff-Strelna zone up to the Ropshinskoye highway. The design documentation is to be filed to the state expertise in November 2010 so the construction works may be done in 2011-2012.
7. **The Ring Road (KAD).** The construction of a junction of the Ring Road and the Ropshinskoye highway is to be completed soon by request of the Department for St. Petersburg By-pass Road Construction. The Ring Road section between Tallinskoye and Ropshinskoye highways will be commissioned in the 4<sup>th</sup> quarter 2010.
8. **The project management team is actively negotiating with the St. Petersburg Administration** about possibilities of the cooperative project implementation. The city authorities are supposed to finance the construction of utility lines. It will minimize investments in land plots acquisition and in technical connection to utility lines for the industrial park residents.

The next step after approving the site design plan is receiving a design permission for off-site utility lines (approximately in the 3rd quarter 2010), organizing a design bureaus tender and start of the designing stage. Thus, the results of management team activities during last some months make a work front for some certain period for us and let us look ahead with discreet optimism. Also we are ready to answer any questions concerning the Maryino project and organize a meeting to discuss any aspects of prospective cooperation.

Best regards, Maryino Industrial park **Maria Amelina** Management Team  
email : [amelina@vtbd.ru](mailto:amelina@vtbd.ru) Russia 190000, анкт-Петербург, ул.Б.Морская, д.30.  
tel: +7 812 329 2219 or (812) 329 2219 - Fax:+7 812 329 2218.

#### ◆ **Jobs:**

##### **DRUTSKOY Ilyena**

- I'm an experienced executive with general management and administration experience and assistance to director/CEO in multinational corporate or branch office environments in the IT, public and professional services sectors.
- I have good C-level vision with analytical skills and strong capabilities in management of change and start-ups. I am an excellent communicator and team worker, with a coaching management style. I'm dynamic and flexible with a high level of stress resistance.
- Bilingual English and French, fluent Russian and working knowledge of Italian and Dutch.
- Educated to MA level in Political Science with a BA equivalent in Law.
- Detailed CV and references on request.

**Contact at :** [idrutskoy@hotmail.com](mailto:idrutskoy@hotmail.com) or +32 476 50 80 14

##### **KAZAK Liudmila**

Young and motivated, international oriented I am looking for a position in Belgium as administrative employee or import/export assistant

**Personality:** good communication skills, strong administrative, responsible, flexible, open

**IT-Skills :** Microsoft Office(Excel, Outlook, PowerPoint, Word)

**Languages:** Russian and Belarusian (mother tongue), French (fluent ), English (good knowledge), Dutch ( basic )

Full CV upon request Tel : +32 499/24.95.73 Email : [ludmilakazak@gmail.com](mailto:ludmilakazak@gmail.com)

##### **DZYUBA Alexandre**

International sales and business development manager. Results driven, proactive, customer focused, stress resistant. 10 years experience in international business. Fluent english, French and Russian.

Please call +32495329295 or email: [aleks.dzyuba@gmail.com](mailto:aleks.dzyuba@gmail.com)

##### **VELIYEVA Elmira**

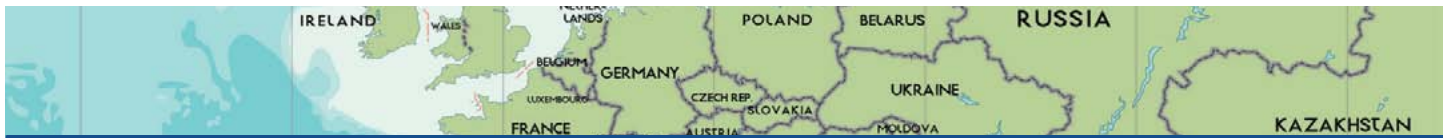
Looking for a job in an organization dealing with EU affairs and/or working with the former USSR countries.

**Education:** Graduate in International Law (Belarusian State University); post-graduate European studies (European College of Parma Foundation); Master in Advanced European Studies (Università degli Studi Suor Orsola Benincasa).

**Experience** in EU institutions.

**Languages:** Russian (Mother tongue), English (fluent), Italian (fluent), French (good).

**E-mail:** [velieva@list.ru](mailto:velieva@list.ru) **Mobile:** + 32 488 650 077 (Belgium) +375 297 505121 (Belarus)



### GILLET Amandine

I just come back from Nizhniy Novgorod, Russia, where I spent 9 months in the frame of an European voluntary service where I was working for a Time Bank. In this organization, I was responsible for the communication with clients, I had administrative tasks and organized international seminars funded by the Council of Europe.

French is my mother tongue and I also speak English and Russian. I have a Master in multidisciplinary translation from English and Russian into French with a specialization in economic, scientific and legal translation. I also worked as a freelance for a translator in Moscow and in an international language school where I had to use my languages daily. I am looking for a company that needs my skills and experience.

Detailed CV and references on request. **Contact :** [gillet\\_amandine@hotmail.com](mailto:gillet_amandine@hotmail.com) Mob: +32 498 41 50 64

### SREDNITSKAYA Nadzeya

Looking for a position in Belgium of Administrative Assistant or Export/Import Assistant.

**Education:** Master Degree in Applied Foreign Languages and in European Studies at Paris - Sorbonne University.

**Experience:** 3.5 years as Personal Assistant within a training centre in Paris. Currently in a traineeship within an European association (CEDEC)

**Languages:** Russian (mother tongue), French (bilingual), English(fluent), Polish (basic)

**Contact:** +32 484 769 261, email: [n.srednitskaya@gmail.com](mailto:n.srednitskaya@gmail.com)

### Looking for a webmaster ?

Data-processing bachelor, holder of the win-win Activa card, is looking for a job in the Brussels' or Walloon Brabant area – Belgian nationality-Aged 30- professional experience in PHP websites development- Several languages- Turned out in e-commerce solutions, VoIP solutions, computer networks,... - French, English, Dutch - free directly - For more information: [nicolasdecook@gmail.com](mailto:nicolasdecook@gmail.com) or +32498/13.79.68

## ◆ Culture:

### Initiation into the Belgitude

**Belgium**, a social and political complex country!

Expatriates regularly face considerable difficulties in grasping the cultural, historical and linguistic particularities inherent to Belgium.

A good comprehension of Belgian society is essential for foreign citizens to adapt more quickly and feel at ease in their working relationships.

In order to help you to better understand these Belgian subtleties, **Frajlick Campus** offers the seminar **"Initiation into the Belgitude"**. Its aim is to help you get better acquainted with Belgium and to understand the way the country – and the Belgians - function.

#### We propose:

- An unexpected and unusual journey through the history of Belgium and the Belgians
- A colourful walk through the current economic, social, political and cultural landscape
- A special focus on the language problem, the "social partners" and Belgian company life
- A pragmatic and enriching initiation that will facilitate living and working amid the diversity and occasional confusion of the thousand-and-one compromises "à la belge"

You may follow this seminar individually or in a group. The length can be flexible, between half a day and a full day at your convenience.

If you think this training could be of interest to you, any of your members or colleagues, please feel free to contact us at 02 534 44 11 and ask for Michaël, send an e-mail to: [frajlick@frajlick.be](mailto:frajlick@frajlick.be) or visit our website [www.frajlick.com](http://www.frajlick.com).



**CCBLR** is dedicated to assisting the Belgian and Luxembourg companies to expand their business to Russia and Belarus and to improve business performance in Russia. Our team of professional bilingual, has years of experience in both countries, and we can develop and implement a strategy based on your individual needs.

#### Services provided by CCBLR :

- **Trade Missions:** CCBLR organizes both Inbound and Outbound Trade Missions to establish a greater network of private and public sector entities and provide firsthand knowledge of trade relations to our members. Trade Missions identify multi sectors for growth in infrastructure development, transportation, telecommunications, petroleum industries, chemistry, automotive, aeronautic, machines-works, etc...
- **We organize seminars and conferences**
- **We provide consultancy services.**
  - **Identification of the potential business partners - Market Studies:** Identification of your competitive advantage, market size, key players and growth forecast.
  - **Customized business reports on the enterprises working at the Russian market:** knowing your partners credentials and records is critical in achieving your business success in the new market.
  - **Accreditation of Representative offices and affiliates in Russia, registration for legal entities incorporated and existing under the Russian laws:** We offer reliable, quick and price competitive service as we deal directly with the Russian authorities such as the Ministry of Justice and State Registration Office. We work so efficiently with the Russian authorities that, when establishing a representation office, it is not even necessary for you to come to Russia as we will handle all the paperwork from distance so that you save a lot of time and travel expenses.
- **Banner and advertisements on the web-site and monthly newsletter: "EAST INFORM"**  
East inform is send each month to 3.000 enterprises, 300 Russians Companies and 250 Administrations
- **Job Opportunities:** qualified professionals in several areas.
- **We provide substantial discounts** for our services to the members of CCBLR.
- **We contribute to transforming your strategy into reality.**



## **Request for Membership (12 months) - (no VAT)**

- **Membership : 250 €** (12 months)
- **Honorary membership : 1.250 €**
- **Banner in our Web Site [www.ccblr.org](http://www.ccblr.org) : 1.000 €/ year** (format: .swf)
- **Logo in "EAST INFORM": first page**  
1 year, 10 n°s : **1.000 € /year**
- **1 page in East Inform: 450 €**
- **1/2 page in East Inform: 250 €**
- **Press Release: free for the members**

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Company: .....

Address: .....

.....

Postal code & city: .....

Contact person: .....

Function: .....

Phone number general:..... Mobile: .....

Phone direct:..... Fax: .....

E-mails:.....

Activity and website: .....

**I WANT TO BECOME MEMBER** for 12 months and transfer  
 ..... Euros on the account number: **210-0559990-61**  
 IBAN: BE622100559990-61 - BIC: GEBABEBB

Date: ..... Signature: .....

Please, in order to send each month our activities and our newsletter "East Inform", could you give us the name and e-mail addresses of the people who are in charge of Russia.

**The BELGIAN-LUXEMBOURG CHAMBER of COMMERCE  
for RUSSIA and BELARUS, Certified FCCI abroad Belgium**

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