Making Russia Easy Workshop
23rd May, 2013
Bristol

In the last few years, Russian demand for UK products has increased almost exponentially, and it is predicted that by 2020, Russia’s economy will be the fourth largest in the world. Clearly there is a huge amount of opportunity out there, and the intention of this event is to help you decide the best and most cost-effective ways of accessing it.

VENUE:

Leigh Court Business Centre, Abbots Leigh
Bristol, BS8 3RA

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Please note that the programme is subject to change.
The programme will be updated regularly on the website
Programme

Thursday, 23rd May

Morning Session

Please note that the working language of the event is English

07.45 – 08.10    Registration, Coffee and Tea, Pastries

08.15 – 08.20    Welcome & Introduction from Sarah Hawkins, Business West

08.20 – 08.40    “Doing Business in Russia” by Albion (Overseas) Ltd Director, David Cant

08.40 – 09.00    “The Opportunities in Russia” by RBCC Executive Director, Trevor Barton

09.10 – 10.30    ‘One-to-One Speed Dating’ with specialists on the following topics:

Freight; Travel and Visas; Finding Distributors; Trade Finance; Certification; Translation

Freight
Rob Dykes, Blackthorne International
General Manager

Travel and Visas
Irina Ligay, ctms (Corporate Travel Management Solutions)
Director

Finding Distributors
David Cant, Albion (Overseas) Ltd.
Director

Trade Finance
Paul Ramplin, HSBC
Manager, Trade and Supply Chain

Certification
Charles Swain, Albion (Overseas) Ltd.
Business Development Manager

Translation
Josian Philips, Brightlines Translation Ltd.
Director

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10.40 – 11.00 Question and Answer Session. Closing thoughts and Messages

An opportunity for any outstanding questions and a point to discuss any further general issues of doing business with Russia.

11.00 – 12.30 Russia Cultural Training

A seminar, led by David Cant, a qualified trainer, to cover the intricacies of prominent cultural and historical issues that affect modern day Russian business, including topics from the traditional Russian psyche to the art of boardroom negotiation.
Speakers and Partners

Albion
Albion is a trading company, operating only with Russia. Set up in the mid-nineties, Albion is run by three directors, one Russian and two British, all fluent in Russian and English. The company sells various products and equipment to Russia as a distributor for numerous companies from western Europe and the USA.
Albion supports other companies who want to export to Russia; this can be short-term assistance, (finding buyers, organizing market visits etc), or longer term assistance. The company has been working for a long time with bodies such as the British Embassies and Consulates in Russia, the Russo-British Chamber of Commerce, and various regional chambers and trade associations.
Albion also offers product certification for manufacturers wanting to export their product into Russia.
With such experience of working with Russia, Albion provides training on how to do business with the Russians; we publish the best-selling business guide Russia: Market Approaches, and organiser of the annual business event Russia: Practical Solutions. We have also been on the UK Advisory Network to UKTI since 2012.

HSBC
Founded in 1865 to finance trade between Asia and the West, today HSBC is one of the world's largest banking and financial services organisations. Our aim is to be acknowledged as the world's leading international bank.
The central bank office is headquartered in London. HSBC operates in the USA, Africa, the Middle East, Europe and the Asia-Pacific region.
The multinational HSBC network constitutes around 7,500 offices in more than 80 countries and territories. HSBC provides finance services to around 89 million clients among whom there are big and small business representatives and private individuals.

Blackthorne
Specialises in delivering all types of cargo to Russia. With a wealth of industry and Russian knowledge we can assist with any inquiry you may have. Our staff in Moscow and the UK are bilingual in English and Russian and have many years under their belts in the Russian freight environment. Our clients are a diverse mix of multinational companies, interior designers, event management companies, individuals and of course the odd oligarch* or two.

CTMS
Corporate Travel Management Solutions has been providing travel management services to a wide spectrum of companies worldwide for over 20 years. Over the last 4 years we have expanded our offices in the United States as well as the United Kingdom. We are dedicated to developing long-term client partnerships. We are committed to establishing and maintaining the highest standard of integrity and customer service. We remain steadfast in our business ethic, never losing sight of the needs of our clients.

Brightlines
Brightlines is a full-service translation agency that brands large and small trust. We work with the world's most discerning brands to deliver exceptional translation service. We are fluent in over 40 languages and are always looking for a challenge; try us! Quite simply, Brightlines is about helping you to communicate. Globally.

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