



# Days of Nizhny Novgorod region in Belgium and Luxembourg





**Participating companies of the  
Nizhny Novgorod region – the  
Delegates of Business Mission to  
Belgium and Luxembourg  
(31 March - 5 April, 2014)**

# Center for Developing Export Capacity of the Nizhny Novgorod region

Participant:

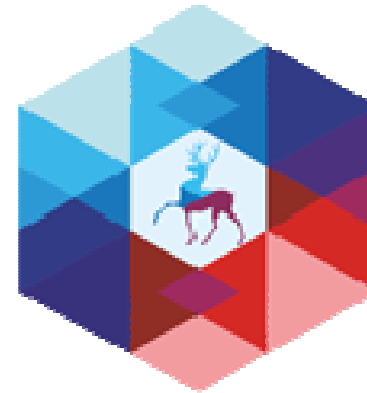
**Seleznev Vladimir** - *Director*

## Business area:

- Export activities;
- Import substitution.

## Our company offers its assistance in promoting goods and services through:

- Preparation of reviews of target markets abroad;
- Search for prospective partners for foreign companies and investors;
- Building and operating a regional web portal used to support export activities and to attract investment;
- Provision of consultancy services;
- Organization of meetings and negotiations with foreign partners;
- Assistance in participation in different international events (fairs, business tours and others);
- Implementation of training and retraining programs in the fields of foreign trade and international law.



**Центр  
развития  
экспорта**  
Нижегородской области

**Contact details:** [www.export-nn.ru](http://www.export-nn.ru), [export1@minprom.kreml.nnov.ru](mailto:export1@minprom.kreml.nnov.ru)

# Nizhny Novgorod Region Chamber of Commerce and Industry

## Participants:

**Akimova Olga** - *Deputy Director of the Department of Foreign Affairs and Congress (akimova@tpp.nnov.ru)*

**Khvoynova Natalia** - *Director of the Department of organizational work (khvoynova@tpp.nnov.ru)*

## Business Area:

- Foreign economic activity and promotion of interregional relations;
- Lobbying interests of business communities in governmental structures;
- Examination and certification;
- Appraisal activity and patent branch;
- Juridical Activity.

**Contact details:** [www.tpp.nnov.ru](http://www.tpp.nnov.ru), [tpp@tpp.nnov.ru](mailto:tpp@tpp.nnov.ru)

# Perfocom Ltd.

Participant:

**Levin Andrei** – *CEO*



## Business area:

- ❑ Machine industry;
- ❑ Production of perforated metal sheets;
- ❑ Processing of metal sheets.

## Purpose of the trip:

- ▶ *Business negotiations* with the potential partners and members of machine industry companies
- ▶ *Acquisition* of the broadband press Soenen 1500;
- ▶ *Cooperation* with Soenen International n.v., Belgium, and ArcelorMittal International, Luxembourg.

**Contact details:** [www.perfocom.ru](http://www.perfocom.ru), [office@perfocom.com](mailto:office@perfocom.com)

# Kelter Ltd.

## Participants:

1. **Roman Chapkin** — *Commercial Director* ([r.chapkin@kelter.ru](mailto:r.chapkin@kelter.ru))
2. **Alexander Katulin** — *Financial Director* ([a.katulin@kelter.ru](mailto:a.katulin@kelter.ru))
3. **Kirill Shurygin** — *Executive Director* ([k.shurygin@kelter.ru](mailto:k.shurygin@kelter.ru))

## Business area:

- ▶ Metal industry;
- ▶ Tool production for woodworking industry.

## Purpose of the trip:

- ▶ Business negotiations with potential partners;
- ▶ Partnership development with the company Ceratizit Luxembourg.

## Business area of the companies we would like to meet:

- ▶ Companies working in the powder metallurgy and companies manufacturing hard alloy metal.

**Contact details:** [www.kelter.ru](http://www.kelter.ru)

# Legion Steel Ltd.

Participant:

**Denis Tsirkov** — *General Director* ([denis.tsirkov@gmail.com](mailto:denis.tsirkov@gmail.com))

## Business area:

- Stainless steel metal trade;
- Stainless steel accessories for fencing.

## Purpose of the trip:

- Business negotiations with potential partners

## Business area of the companies we would like to meet:

- Manufacturers of stainless steel accessories for fencing or trading companies;
- Wholesellers of stainless metal;
- Companies involved in selling fuel (wood) pellets.

**Contact details:** [www.legionsteel.ru](http://www.legionsteel.ru)

# «Khokhlomskaya Rospis»

Participant:

**Andrei Veselov** — *Director of Development*

**Business area:**

- ▶ Production of wooden ware:
- ▶ Vases, murals, furniture with «hohloma» paintings, matryoshkas, and also tables and chairs made of solid wood, including children`s furniture.

**Purpose of the trip:**

- ▶ Finding trade partners for the promotion of products with «hohloma» paintings;
- ▶ Visits to the companies manufacturing wooden chairs;
- ▶ Considering the possibility of cooperation in the production of solid wood furniture.

**Business area of the companies we would like to meet:**

- ▶ Trade companies specializing in the production and sale of gifts and souvenirs which could be interested in the products with «khokhloma» paintings or matryoshkas;
- ▶ Manufacturers of chairs and other solid wood furniture that would like to cooperate with Russian manufacturers, including the production of Belgian furniture in Russia.

**Contact details:** [www.goldenhohloma.com](http://www.goldenhohloma.com), [info@goldenhohloma.com](mailto:info@goldenhohloma.com)





# International Innovation Agency (Volga Federal District)

Participant:

**Alexander Larikov** — *Deputy Managing Director for Innovation*

## Business area:

- ▶ Rendering services in the international, interregional and foreign economic area

## Purpose of the trip:

- ▶ Establishing partnerships with foreign companies;
- ▶ Presentation of the activities of International Innovation Agency to the foreign companies interested in developing foreign economic activities in the Nizhny Novgorod region.

## Business area of the companies we would like to meet:

- ▶ Belgian and Luxembourg companies/institutions interested in investment activities in the Russian Federation;
- ▶ Banking institutions having proposals for cooperation with Russian institutions or individuals and ready to invest and reinvest in the economy of Russia/ Nizhny Novgorod;
- ▶ Institutions engaged in the international patenting and insurance of innovative products.

**Contact details:** [www.Venturevolga.com](http://www.Venturevolga.com), [www.ano-mia.info](http://www.ano-mia.info), [inov@ano-mia.info](mailto:inov@ano-mia.info)

# Nizhegorodskiy TEN Ltd.

Participant:

**Mikhail Zavyalov** — *General Director*

## Business area:

- ▶ Production and sale of tubular heating elements (THE) and THE blocks;
- ▶ Products based on THE foundry.

## Purpose of the trip:

- ▶ Business negotiations with potential partners

## Business area of the companies we would like to meet:

- ▶ Companies specializing in machining processes;
- ▶ Companies specializing in the production of foundry equipment.

**Contact details:** [www.nizten.ru](http://www.nizten.ru), [secretary@nizten.ru](mailto:secretary@nizten.ru)

# Sarov Technopark JSC.

Participant:

**Yuri Sumin** — *General director*

## **Business area:**

- ▶ Realization of innovative projects.

## **Purpose of the trip:**

- ▶ Business negotiations with potential partners.

## **Business area of the companies we would like to meet:**

- ▶ Companies working on acoustic monitoring systems of urban environment;
- ▶ Nondestructive control systems of buildings;
- ▶ Representatives of companies working in innovation clusters.

**Contact details:** [www.itechnopark.ru](http://www.itechnopark.ru), [erukavishnikova@oaorti.ru](mailto:erukavishnikova@oaorti.ru)

# Sarov Chocolate Ltd.

Participants:

**Zyukina Yana** — *Director General*

**Zyukin Vitaly** — *Deputy Director*

## Business area:

- ▶ Production of chocolate and chocolate sweets.

## Purpose of the trip:

- ▶ Business negotiations with potential suppliers;
- ▶ Visits to companies producing ice-cream and chocolate.

## Business area of the companies we would like to meet:

- ▶ Representatives of the family companies with many years of business experience in the production of chocolate, chocolate products;
- ▶ Manufacturers of raw materials for confectionery production, manufacturers of equipment for the production of chocolate and chocolate products;
- ▶ Representatives of companies producing milk-based ice cream with natural ingredients.

**Contact details:** [vit-zyukin@yandex.ru](mailto:vit-zyukin@yandex.ru), [vdiamond1@gmail.com](mailto:vdiamond1@gmail.com)

# International airport Nizhny Novgorod

Participant:

**Sinelnikov Alexander** - *Executive director*

## Business area:

- ▶ Air passenger traffic;
- ▶ Transport.

## Purpose of the trip:

- ▶ Meeting with the Business partners;
- ▶ Holding negotiations and finding new usable information in our further work.



Contact details: [www.airportnn.ru](http://www.airportnn.ru)

# Ivolga

Participants:

**Chudakova Ekaterina**— *Director of brand*

**Ryabinin Pavel**— *Designer of brand*

**Business area:**

- ▶ Production of wearing apparel, accessories, home products with using arts and crafts from Nizhny Novgorod.

**Purpose of the trip:**

- ▶ Business negotiations with potential suppliers;
- ▶ Presentation of the project for foreign partners;
- ▶ Search the new markets.

**Business area of the companies we would like to meet:**

- ▶ Manufacturers of raw materials for sewing production;
- ▶ Wholesalers and retailers of clothes, accessories, home products;
- ▶ Representatives of cultural centers, creative clusters, creative companies and museums.



**Contact details:** [chudakova@pmgnn.com](mailto:chudakova@pmgnn.com)

# LLC «Autocomponents - GAZ Group»

Participants:

**Kirill Epstein**— *Director of Autocomponents Division -  
Managing Director of GAZ OJSC*

## Business area:

- ▶ Production of automotive components

## Purpose of the trip:

- ▶ Establishing partnerships with foreign companies
- ▶ Business negotiations with potential partners

## Business area of the companies we would like to meet:

- ▶ Manufacturers and buyers of automotive components, manufacturers and buyers of iron casting and forging parts
- ▶ Companies interested in investment activities in the Russian Federation

Contact details: [secrDA@gaz.ru](mailto:secrDA@gaz.ru)

# Joint Stock Company Vyksa Steel Works

Participant:

**Alexander Pivikov** - *Head of Health, Safety, Security and Environment Department of JSC VSW*

## Business area:

- Production of longitudinal electric-welded pipes of various diameters for oil-and-gas recovery and transportation, construction, housing and public utilities;
- Production of all-rolled railway wheels for passenger and freight cars, locomotives, underground trains.

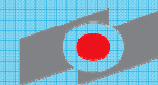
## Purpose of the trip:

- Meeting with PAUL WURTH Representatives on matters of metallurgical production waste disposal and neutralization.

## Business area of the companies we would like to meet:

- Companies specialized in waste recycling, purification of atmospheric discharge.

**Contact details:** [www.omk.vsw.ru](http://www.omk.vsw.ru), [pivikov@vsw.ru](mailto:pivikov@vsw.ru)



ВЫКСУНСКИЙ  
МЕТАЛЛУРГИЧЕСКИЙ  
ЗАВОД