



 **2ND GERMAN-RUSSIAN
LOGISTICS CONGRESS**

Programme

14. – 16.09.2008

Challenges and Opportunities in
Regions of the Russian Federation

In co-operation with



Bundesministerium
für Verkehr, Bau
und Stadtentwicklung



Tatarstan Government

Hotel Korston, Kazan, Russia



Russia – A Market for the Future

Russia's dynamic development is increasingly happening not only in the metropolitan regions of Moscow and St. Petersburg, but also and particularly in its vibrant, emerging regions, where international businesses now find interesting markets for sales and sourcing. The Republic of Tatarstan is characterised by its booming automotive and chemical industries, coupled with a high purchasing power, and is served by a number of major transport arteries. Kazan, capital

and economic hub of Tatarstan, lies about 900 km east of Moscow, at the intersection of the East-West and North-South corridors, which makes it an ideal venue for conferences on opportunities and strategies for foreign companies wanting to establish themselves in the Russian market. The Second German-Russian Logistics Congress is going to focus on current economic developments in the Russian Federation, as well as on challenges in its different regions. High-

ranking representatives of Russian and German businesses will explain developments; point out strategies and trends, and present fitting solutions. Join us in benefiting from successful best-practice examples, networking with international business partners, and seizing your opportunities in this emerging market!

Welcome to Kazan!



Prof. Dr.-Ing. Klinkner
Chairman of the Executive Board, German Logistics Association (BVL), CEO, Knorr-Bremse AG, Munich



Dieter Bock
Commissioner for Eastern Europe, Member of the Advisory Board, German Logistics Association (GLA), Partner, TransCare AG, Wiesbaden

Emerging Region Tatarstan – Greeting from the Patron

The continued expansion of the close economic collaboration between Russia and Germany does not only serve the consolidation of the good and amicable relationships, but also the vital interests of our both countries: this is valid for both the export world champion - the Federal Republic of Germany- , as well as for Russia, which has essential sales- and sourcing markets within the European Union. Apart from the economic and legal parameters, it is particularly the quality of the infrastructure that is of crucial

importance for the continued development of this partnership. Thus, for the second time, it is good that the German-Russian logistic congress offers the possibility of informing, discussing and exchanging experiences. With Tatarstan, a good venue has been selected for the 2nd German-Russian logistic congress. In this emerging region, German and Russian experts encounter a committed and highly motivated auditorium, discuss the development of the Russian market, outline strategies and implementation and

illustrate perspectives and potentials. I wish all participants and exhibitors interesting discussions, new impulses and helpful suggestions for their daily business.



Wolfgang Tiefensee
Federal Minister of Transport, Building and Urban Affairs, Berlin

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Media Partner



A1 Congress sequence and - goals 	19:30
<div style="display: flex; justify-content: space-around;"> <div data-bbox="165 286 304 472">  <p>Dieter Bock Commissioner for Eastern Europe, Member of the Advisory Board, German Logistics Association (GLA), Partner, TransCare AG, Wiesbaden</p> </div> <div data-bbox="772 286 911 472">  <p>Moderation Dr.-Ing. Thomas Wimmer Chairman of the Executive Board, German Logistics Association (BVL), Bremen</p> </div> </div>	Opening
A2 Chances and Perspectives of the Russian-German Collaboration 	19:45
<div style="display: flex;"> <div data-bbox="165 633 304 819">  <p>Ekkehard Brose Envoy, Head of the Department Economy and Science, German Embassy in Russia, Moscow</p> </div> </div>	Speech
A3 German companies in Russia: economy turns into friendship 	20:00
<div style="display: flex;"> <div data-bbox="165 983 304 1169">  <p>Michael Harms Chief Executive, German-Russian Deutsch Chamber of Commerce Abroad (AHK), Moscow</p> </div> </div>	Speech
A4 Welcome to Kazan – the cornerstones for economic success have been put in place 	20:15
<div style="display: flex;"> <div data-bbox="165 1332 304 1518">  <p>Ildus Faskhutdinov Minister of Transport, Republic of Tatarstan, Kazan, Russia</p> </div> </div>	Speech
Buffet and Communication	



In the Presidential Hall of the Hotel Korston you have the possibility of intensifying your Russian and international business contacts and of exchanging your first impressions. In an informal atmosphere you can meet decision makers from industrial- and trade companies, logistic service providers, as well as consultants that are active in the Russian market. Make use of the opportunity to exchange views in dialogue with German and Russian dialogue partners from other branches, thus learning from the experiences made in the booming Russian regions.

Programmänderung vorbehalten



09:00	B1 Upswing in the regions – economic growth in the country 
Introduction	 <p>Rustam Minnikhanov Prime Minister, Republic of Tatarstan, Kazan, Russia</p>
09:20	B2 International flow of goods– Progresses made by means of inter-modality and transnational partnerships 
Speech	 <p>Igor L. Levitin Transport Minister Russian Federation, Moscow, Russia</p>
09:40	B3 Russian-German Partnership – Connection of economic centres by means of trans-European transportation networks 
Speech	 <p>Wolfgang Tiefensee Federal Minister of Transport, Building and Urban Affairs, Berlin (invited))</p>
10:00	B4 Transport dialogue Russia – European Commission: Results of the working group 
Speech	 <p>Jonathan Scheele Director, Trans-European Networks, DG Transport and Energy, European Commission, Co-chair, Working Group on Transport Strategies, Infrastructure and Public Private Partnership</p>

10:20 Opening of the Exhibition and VIP-Round Tour

In the professional exhibition, Russian and German companies for the Russian market present their tailor-made products and services. Find out more about the performance portfolio of the logistic companies, make use of the opportunity for direct dialogue with consultants disposing of Russia expertise, and gather more information about economic support and promotion possibilities for your concrete Russian business at the exhibition stands of the Russian ministries. The professional exhibition is opened by the speakers of the opening sequence with a VIP-round tour.



C1 Global Transport and Logistics Companies link Europe with Russia and Asia: the intelligent use of all carriers as a success factor 

11:00



Dr. Norbert Bensel
Member of the Management Board,
DB Schenker,
Berlin

Speech

C2 Finished vehicle logistics in Russia – new services in booming markets 

11:20



Detthold Aden
CEO BLG Logistics Group AG & Co. KG,
Bremen,
Honorary member of the BVL

Speech

C3 Infrastructure and logistic streams of goods 

11:40



Moderation
Ralf Jahncke
Chief Executive,
TransCare AG, Wiesbaden

Discuss with us!



Success factor Infrastructure – existing and future logistic centres
Alexander Misharin
Deputy Minister of Transport of the Russian Federation,
Moscow, Russia



Efficiency increase by means of Outsourcing to Logistics service providers
Kirill Vlasov
President,
“Russian Logistics Service Moscow” LLC,
Moscow, Russia



Branch growth 30% – Can the logistics experts keep pace?
Dietmar Korzekwa
Group Representative for Russia,
Volkswagen AG,
Wolfsburg



Logistics in Russia New quality standards are put in place
Rustam Yuldashev
General Director,
STS-Logistics,
Moscow, Russia



Eurasian Transport Networks – How do the goods come to Russia?
Dr. Wolfgang Kentner
Managing Partner,
Kentner Spedition GmbH & Co. KG,
Heidenheim



Tatarstan – Ideal logistic location at the hub of the East-West and North-South transport axes
Pavel Chernov
Deputy Minister of Transport,
Republic of Tatarstan,
Kazan, Russia

Podium Discussion

Lunch Break and Visitation of the Exhibition

12:45



14:00	D1 The correct first step – business investment strategies 
Speech	 <p>Dr. Alfred Zimmermann Chief Logistics Officer, Strabag SE, Wien</p>
14:20	D2 Development- and investment strategies 
Podium Discussion	<div style="display: flex; justify-content: space-between;"> <div style="width: 45%;"> <p>Moderation</p>  <p>Dieter Bock Commissioner for Eastern Europe, Member of the Advisory Board, German Logistics Association (GLA), Partner, TransCare AG, Wiesbaden</p> </div> <div style="width: 45%; text-align: center;">  </div> </div> <div style="display: flex; justify-content: space-between; margin-top: 20px;"> <div style="width: 45%;"> <p>Expansion of the infrastructure to connect regional industrial clusters</p>  <p>Yulia Zvorykina Consultant of the Minister of Transport Russian Federation, Moscow, Russia</p> </div> <div style="width: 45%;"> <p>How can a reliable integration of local companies, within international networks, be facilitated?</p>  <p>Sergej Kolosov Managing Director, OOO Elastokam (BASF), Nishnekamsk, Russia</p> </div> </div> <div style="display: flex; justify-content: space-between; margin-top: 20px;"> <div style="width: 45%;"> <p>Mail order business in Russia – The market is booming, and the logistics?</p>  <p>Dr. Sergej Kossov Head of QUELLE Russia, Moscow, Russia</p> </div> <div style="width: 45%;"> <p>First class supermarkets – Own production of perishable products with Russian partners</p>  <p>Jochen Kracht Managing Director, OOO HyperGlobus, Moscow, Russia</p> </div> </div> <div style="margin-top: 20px;"> <p>A branch with pioneering role – Opening up and development of new markets by automobile manufacturers</p>  <p>David Thomas Chairman, Automobile Manufacturers Committee, Association of European Businesses, President, Volvo Car Russia, Russia</p> </div>
15:30	Coffee Break and Visitation of the Exhibition



E1 Global Commercial Vehicle Market – Growth Strategy of the largest Russian Heavy Goods Vehicle Manufacturer



16:00



Sergej Kogoghin
Director General,
JSC KAMAZ,
Naberezhnyje Celny, Russia

Speech

E2 Tatarstan – Motor in the Development of the Russian Regions



16:20



Moderation
Boris Kornilov
President,
Partnership for International Business
Development,
Moscow, Russia

Discuss with us!



**Local and regional
Framework conditions for investments**
Robert Minnegaliev
Chairman, Board of Directors,
JSC AK BARS Bank, Kazan, Russia



**Kazan –
First class distribution location in Russia**
Doug Johansson
Senior Vice President,
Giffels Management Russia, Moscow, Russia



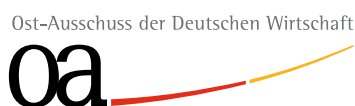
Co-operation of the economic zones
Prof.-Dr. Peer Witten
Member of the Supervisory Board,
OTTO-Group, Hamburg,
Honorary Consul, Kasachstan,
Honorary Chairman,
German Logistics Association (BVL)

Podium Discussion

Break and Visitation of the Exhibition

17:30

Partner

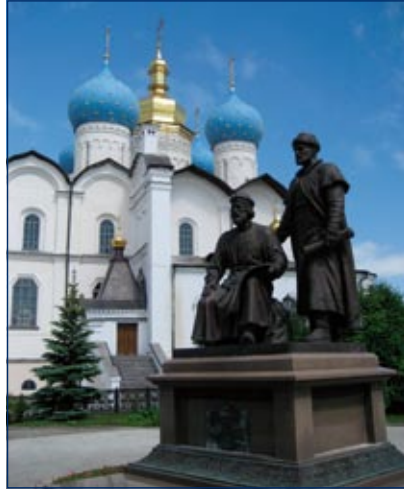
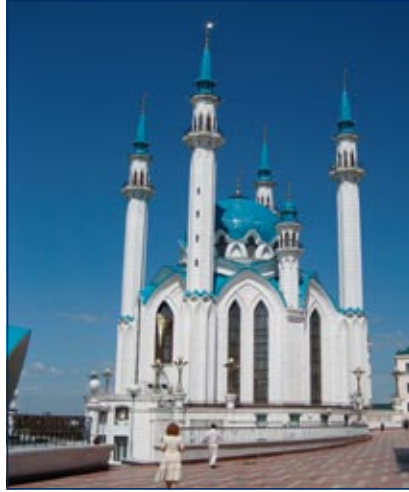




18:00

Sightseeing Kazan

Visit the Kazan Kremlin with the Kul-Sharif-Mosque and the Annunciation Cathedral, as landmarks of the city and symbols for a peaceful co-existence of the Muslim and orthodox population of Tatarstan.



20:00

Gala Evening

Experience the cultural and culinary variety of the Tatarstan region at the gala evening. Artists from the region will demonstrate the cultural tradition of this region, with its occidental and oriental influences. In the dinner-speech we will take a look into the future of Tatarstan and the development of the German-Russian relationships. Make use of the festive ambience of this soiree to exchange views on your existing or planned commitment in the Russian Federation, with high-ranking politicians from Kazan and Moscow, executives from industry and trade, as well as international logistics service providers, and together, to let the first congress day draw to a close.

With the friendly assistance of



Tatarstan Government

Dinner Speech



Marat Safiullin
Minister of Economic Affairs,
Republic Tatarstan, Kazan, Russia



Prof. Dr.-Ing. Klinkner
Chairman of the Executive Board,
German Logistics Association (BVL),
CEO,
Knorr-Bremse AG, Munich



<p>F1 Legal and Economic Environment in Russia – A European Perspective</p>		<p>09:00</p>
<p> Frank Schauff CEO, Association of European Businesses (AEB), Moscow</p>	<p>Speech</p>	
<p>F2 Labour Market and Framework Conditions within the Russian Regions</p>		<p>09:20</p>
<p> Moderation Sergey Frank Partner, Kienbaum Executive Consultants GmbH, Gummersbach, Leader, Office Russia and GUS, Moscow, Russia</p>	<p>Ask us your Questions!</p>	<p>Podium Discussion</p>
<p> Challenge Supplier- and Labour Market in the Rural Regions of Russia Dr. Ralf Bendisch General Director, Claas Krasnodar, Krasnodar, Russia</p>	<p> Availability and Qualification of the Logistics Service Providers Nikolai Tityukhin President, Euro Asian Logistics Association, Moscow, Russia</p>	<p>Podium Discussion</p>
<p> Aktuelle Trends des russischen Arbeitsmarkts – Wie reagieren die Unternehmen darauf? Savkatzon Kachcharov Geschäftsführender Partner, ATG-Consult, Moskau, Russland,</p>	<p>Podium Discussion</p>	
<p>G Excellent Logistics due to International Know-how-Transfer</p>		<p>10:30</p>
<p> Moderation Chingiz Izmailov Chairman of Executive Committee, Transport Coordination Council of the Commonwealth of Independent States</p>	<p>Discuss with us!</p>	<p>Podium Discussion</p>
<p> Excellent Logistics Schooling – International MBA-Programmes Prof. Dr. Christopher Jahns Head, European Business School (EBS), Oestrich-Winkel, Executive Director, Supply Management Institute (SMI), Wiesbaden, Member of the Board, BVL, Bremen</p>	<p> Which further education concepts function in Russia? Stefan O. A. Kistro College Head, German Logistics Academy (DLA), Bremen</p>	<p>Podium Discussion</p>
<p> Knowledge Transfer by Experts for Experts Andreas Jopt Head, German Management Academy Lower Saxony, Representative Office, Moscow, Russia</p>	<p>Podium Discussion</p>	
<p>H Summary and Closing Words</p>		<p>11:45</p>



12:30

O Special Economic Zone Alabuga

Outdoor



The special economic zone Alabuga, with its emphasis on industrial production, is located in the East of the Republic of Tatarstan, close to the historical merchant city of Jelabuga. The transport infrastructure of this special economic zone is completely developed and connected to the Begishevo airport, which is located 20km away. Particularly attractive conditions have been created in Alabuga for the settlement of industrial companies with chemical and/or technological production, e.g. automotive construction, mechanical- and electrical engineering. Experience on site how you can win the companies in Alabuga as customers for your products and services.

Your Venue Kazan

More and more German and European companies are settling in this region. In 2005, 32,000 heavy goods vehicles were manufactured in Tatarstan. The growth rates in mechanical engineering and vehicle manufacturing are at approximately 10 % p. a.; with electronic and optical components it is even at 25 %. Russian gas turbines are manufactured virtually exclusively in Tatarstan, as well as 50% of the diesel motors, pumps and a number of synthetic materials.

Tatarstan has 3.8 million inhabitants, of which 40% are younger than 30 years.

Alone 1.1 million people live in the 1000 year old capitol Kazan. Tatarstan is located at the intersection point of the Trans-Siberian and the North-South railway line. The waterways Volga and Kama connect Kazan with the Caspian Sea, the Ural and the region of Moscow. In particular due to the oil reserves, Tatarstan is one of the most affluent and emerging regions of Russia and belongs to the top 8 of the 89 Russian regions. With 67,000 square km, Tatarstan has the size of Belgium and the Netherlands, combined. The automotive industry is a fundamental industrial sector, apart

from oil production, mining and chemical production.

Just in Tatarstan, the trading turnover increased by 15% between 2000 and 2005, and by 10% in the whole of Russia. In 2005, 161 billion rouble (4.6 billion Euro) turnover was made; 23 % more than in the previous year. The real earnings have increased by 17% between 2005 and 2006 (Russia 13 %). Judged by trade turnover in the Volga region, Tatarstan holds the third position, after Samara and Bashkortostan.



Your Registration

You can register for the 2nd German-Russian Logistics Congress in Kazan

- online at www.bvl.de/Kasan or
- telephonically at +49 / 421 / 17 38 434.

Participation Fee

€ 840.– for members of the BVL Germany and Austria
€ 990.– for non-members, special conditions for scientists and students upon request

Registration

Application deadline is **01.09.2008**. Upon cancellation (please to ensue in writing) up until application deadline, a handling fee of € 150. is charged, after the 01.09.2008 the complete participation contribution. A substitute participant can be denominated, in writing.

Visa & Hotel

For information pertaining to visa-application we will be happy to be of assistance. We would recommend the timely booking of a hotel-room. The congress hotel can offer a room contingent at a special rate of approximately €120.00 for a single room, until **25.08.2008**.

Venue

Hotel Korston, 1 Yershova Street, 420061 Kazan, Russia

The organizer reserves the right to changes in the programme.

Arrival:
Are you interested in a joint trip
to Tatarstan?
Information soon to be found at
www.bvl.de/kasan

Presentation Possibilities

Die 2. Deutsch-Russische Logistikkonferenz bietet vielfältige Präsentationsmöglichkeiten

Would your company like to seize the opportunities offered by the Russian sales and procurement market?

Take advantage of our high-quality network!

Dirk Gruettner

will be glad to inform you about the concurrent exhibition at
Phone +49 / 421 / 17 38 438 or gruettner@dgfl.de



Project Team



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Chairman of the Board



Heiko Wöhner
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Project Manager Russia



Dirk Gruettner
Sponsoring & Exhibition



Dagmar Kittel
Event Manager