November 13 | Moscow | Azimuth Moscow Olympic Hotel | rynokmetallov.ru

PROGRAM

No	/Am	hor	12

09:00 - 10:00

Registration of delegates, tea, coffee (Azimuth Moscow Olympic Hotel, Volga Hall, 18/1, Olimpiysky prosp., Moscow)

Moderator:

• Alexander Romanov, General Manager of Metal Supply and Sales, President of RUMSS

10:00 - 12:00

Session 1. Trends in Development of the Global and Russian Steel Industries. Antidumping and Metal Markets Protection. Export and Import of Steel Products in Various Segments. Prospects of Development of the Russian Steel Industry. Ferrous Industry Materials.



Alexander Romanov

President of RUMSS, General Manager of Metal Supply and Sales

Welcome Address



Viktor Sememov

General Manager of Bardin's TsNIIChermet

Pressing Issues of Development of the Russian Ferrous Industry



Viktor Tarnavsky

Head of Analytics Department, Metal Supply and Sales

Ferrous Industry Raw Materials Markets in Russia and Globally

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Nikolay Lyadov

Deputy General Manager for Sales, MMK

Russian Flats Market: Market Balance, Points of Increase in Consumption. MMK Strategy of Development



Ilya Guschin

Head of Marketing, NLMK

Ways of Improving Competitiveness of the Steel Company in Global Metals Market. NLMK Development in the Current Economical Situation



Dmitry Maksimov

Head of Marketing, Severstal

Near and Mid-Term Outlooks of Possible Ways of Developments of the Russian Steel Industry and the Russian Metal Market. Severstal in the Russian Metal Market



Sergey Frolov

Vice-President for Strategy and Communications, IMH

Tulachermet-Stal Project: State of Implementation and Prospects of Entering the Market in 2018



Viktor Kovshevny

General Manager, Ruslom.com

Condition and Prospects of Development of the Russian Scrap Market

12:00 - 12:30

Coffee-break

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12:30 - 14:00

Session 2. High Conversion Products: Market Development, New Facilities, Nearest Prospects. Steel Tubes, Wire Mesh Products, Coated Flat Products etc.



Igor Malyshev

General Manager, Foundation for Development of Tube Industry

The Russian Steel Tubes Market: Main Trends and Challenges



Boris Yarantsev

General Manager, Prommetiz Association

Today's Hardware Industry



Sergey Alekseev

Head of Marketing, TMK

Outlook of Today's Domestic Steel Tubes Market. TMK Plans on Setting up Production and Arranging Supplies of Modern Types of Tubular Products



Sergey Aleschenko

Head of Strategic Marketing Dept, Chelpipe

Russian Seamless Pipes Market: Consumption, Production and Pricing in 2017-2018



Vladimir Motskalo

Head of Market Analyses Dept., OMK

The Russian Steel Welded Tubes Market: Preliminary Results 2017, Prospects for 2018

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Ivan Grishagin

General Manager, Russian Container Company

Promising Niches and New Projects for the Steel Industry



Dmitry Andreev

Commercial Director, Metal Profile

State of Things in the Russian Galvanized and Coated Rolled Stock Market. Metal Profile Plans for Development of Production and Processing of Coated Steels

14:00 - 15:00

Lunch

15:00 - 17:00

Session 3. Supply and Demand in Various Segments of Metal Market. Unfair Competition: Combating Fraud and Low-Quality Products. Issues of Improving Quality of Steel Products. Distribution and Steel Trading: Reformatting of the Market. New Ways of Distribution Organization. Transportation and Logistics.



Aleksey Zaitsev

General Manager, A GRUPP

The Russian Tubes Spot Market: Market Balance, Potential and Possible Risks for Development of Tubes Products Distribution



Dmitry Borschinsky

General Manager, Metallokomplekt-M

Today's Warehouse Steel Trading in Russia: Methods and Tools of Improving Competitiveness

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Vladimir Krysanov

Commercial Director, Steel Industrial Company

Strategy of Development of a Big Steel Sales Network in the Russian Metal Market



Roman Rybalov

General Manager, Metinvest Eurasia

Specifics of Competitiveness in the Russian Metal Market: Efficient Sales Strategies



Oleg Yakubovich

First Deputy to Chairman of Board, Belorussian Universal Stock Exchange Import of Steel Products as Material Component of the Industrial Complex of The Republic of Belarus. Electronic Trade Platform of Belorussian Universal Stock Exchange: an Efficient Tool of Development of Metal Market of the Customs Union.



Maksim Kochnev

General Manager, StalTrans Group

Future of Distribution

17:00 - 18:30

Awarding of winner in contests for The Best Russian Stock'2017 and the Best Russian Steel Service Center'2017, and the Best Russian Sales Network'2017.

18:30 - 20:00

Stand-up meal, networking

For details, please contact **Tatyana Ignatenko**, Phone: +7 495 734-99-22, ext. 245

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