

RUSSIAN TRADE

TROY, MICHIGAN
MAY 4th 2011



The Russian Automotive Sector New Opportunities for US Suppliers

The Management Education Center (MSU), Troy, Michigan, May 4, 2011

- 7:30-8:30 ***Registration and Networking Breakfast***
- 8:30-8:40 ***Introduction***
Richard Corson, Director, Pontiac US Export Assistance Center, US Commercial Service
Terry Kalley, Chairman, Michigan District Export Council-East
- 8:40-9:10 ***Russian Automotive Sector: Analysis of Business Opportunities***
Alexander Kansky, Commercial Specialist, US Consulate, St. Petersburg, Russia (via teleconference)
- 9:10-9:40 ***Q & A***
- 9:40-10:40 ***Overview of the Russian Market: Opportunities & Risks***
John McCaslin, Minister Counselor for Commercial Affairs, US Embassy, Moscow, Russia
- 10:40-11:00 ***Refreshment Break***
- 11:00-12:00 ***Russia: Automotive Market Entry and Expansion - Challenges and Rewards***
Alex Zaguskin, President, AZ Enterprise LLC
- 12:00-1:00 ***Lunch***
- 1:00-2:00 ***Panel Discussion: Prospects for Expansion in the Russian Market - Detroit Automakers & US Suppliers***
 1. General Motors, James Bovenzi, President and Managing Director, GM Russia and CIS
 2. Ford Motor Company, Stephen Biegun, Vice President, Int'l Governmental Affairs
- 2:00-3:30 ***Panel Discussion: Practical Aspects of Doing Business in Russia***
 1. US Commercial Service: Practical Assistance to US Companies, Eve Lerman, Senior International Trade Specialist, Pontiac US Export Assistance Center
 2. Legal Aspects of Doing Business in Russia, Randolph Wright, Berry Moorman PC, Birmingham, Michigan and St. Petersburg, Russia
 3. Auto Supplier "Real Life Experiences", Don Carbone, President, Managed Programs, LLC, Rochester Hills, Michigan
- 3:30-3:45 ***Refreshment Break***
- 3:45-5:00 ***Panel Discussion: Financing Your Sales Expansion into the Russian Automotive Market***

1. Ex-Im Bank and Overseas Private Investment Corp., Jan Blaho, Export Finance Manager, Ex-Im Bank, Chicago, IL
2. Comerica Bank, Gary Luxon, Senior VP, Int'l Trade Finance, Detroit, MI

