

**22 February 2017**  
**10:00—12:00 noon**

**Trading with Russia – essential exporting guide,  
business opportunities and meeting experienced trade  
specialists**

Russia is not as difficult a market as some make out, and small manufacturing companies in particular will benefit from taking a closer look. You do not have to be a seasoned exporter to access this market, where margins are generally far higher than in Western Europe.

Russian companies have a good history of paying on time, and payment can sometimes be received in advance. Many problems that people associate with Russia have been resolved; others were exaggerated, and others irrelevant or simply untrue.

**Come and join the Chamber** and meet with key industry specialists who will provide:-

- A briefing on the opportunities and challenges for UK companies looking to trade with Russia
- Make new contacts, swap experiences with other companies doing similar things
- Expert advice on doing business with Russia, including sourcing opportunities, cultural differences, getting paid, routes to market, product certification
- An update on the latest economic situation
- Opportunity to have a one-to-one meeting with the experts and speakers

**Agenda**

- 09.30 Arrival, tea & coffee and networking  
10.00 Welcome and announcements  
10.05 New: ERDF International Trade Support Programme for Lancashire Exporters  
10.20 UK Government support for New Exporters  
10.35 Trading with Russia – the absolute essentials  
11.35 Opportunity to have one-to-one meeting with Trade Specialists and Speakers.  
Lunch will be served at 12.00 noon

**Venue :** East Lancashire

Chamber of Commerce, Red Rose Court, Clayton Business Park, Accrington, BB5 5JR

**Cost:** Free of charge but registration is required.

Our key speakers Mandy Lockett of East Lancashire Commerce, Lynne Gillen of the Department for International Trade, David Cant of Albion Overseas and Trevor Barton of Russo-British Chamber of Commerce will be joined by a host of business offering practical support and services to the export community.

To avoid disappointment and take part in this practical workshop, book now by registering your interest with

**Stephanie Warrington** at [s.warrington@chamberelancs.co.uk](mailto:s.warrington@chamberelancs.co.uk) or call 01254 356473.