



Programm

Project from 31.07.2017

09:00 – 10:00	Registration of conference participants
10:00 – 11.40	The analytical session
	Agricultural commodity markets. Price forecasts, trends of the agricultural year 2017-2018 <i>Dmitry Rylko, general director of Institute for Agricultural Market Studies, candidate of economic sciences</i>
	Global overview of world trends 2017. Trends in consumer behavior in the world <i>Dmitry Shulgin, general director of Ipsos Comcon</i>
	Analysis of the development dynamics of TOP-20 Russian retail chains <i>Ivan Fedyakov, general director of «Infoline»</i>
	Portrait of a Russian buyer and restriction of the surcharge by the eyes of the consumer <i>Valery Fedorov, general director «Russian Public Opinion Research Center (VCIOM)»</i>
11:40 – 12:00	Coffee-Break
12.00 – 14.00	The plenary session «The consumer market and the government»
	Moderator: Maxim Protasov, head of «Russian Quality System»
	Presentation of English ejudicate about self-regulation of retail networks <i>Dmitry Leonov, deputy Chairman of the Board of the Association «Rusprodsoyuz»</i>
	The position of the Ministry of Industry and Trade of Russia on the issue: another change in the law or the Market Council? <i>Evgeny Ryzhov, director of Department of Internal Trade Development, light industry and consumer market of Ministry of Industry and Trade of Russian Federation</i>
	Tools for increasing the share of domestic products in the domestic market and export potential of food industry branches <i>Evgeny Ahpashev, director of Department food and processing industry of Ministry of Agriculture of Russian Federation</i>
	Monitoring of the Trade Law of FAS Russia: contradictions and ways to solve them <i>Timothy Nizhegorodcev, head of Department for Control over Social Sphere and Trade Federal Antimonopoly Service of the Russian Federation</i>



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Market Council and Code of good practices-2: why will self-regulation norms be better now?

Ilya Lomakin-Rumyantsev, president of «The retail companies association»

Is there a future for regional retailers and independent distribution of food products?

Sergey Kuznetsov, chief operating officer of Union of Independent Hotels of Russia

Questions for discussion:

- How the market has changed in the new legislative environment
- Initiatives to change legislation – further strengthening of state regulation?
- The forecast of participants on the consequences in the market
- Code of good practices-2 with responsibility
- Transformation of Cross-sectoral economic cooperation into the Market Council, that this will give market participants and those who have joined in self-regulation
- How to ensure self-regulatory compliance and decisions of the commission

14:00 – 15:00

Lunch

15:00 – 16:30

Dialog of trade operators and suppliers of food products



Moderator: Ilya Blinov, member of the Board of Association «Rusprodsoyuz», general director of «Milford»

Participants of discussion:

- **AUCHAN: Oleg Alkhamov**, member of the board of directors of the Auchan Group, director for results development / **Nadezhda Paderina**, purchasing director of STM;
- **Dixy: Oleg Zhunikov**, commercial director / **Vladimir Rusanov**, director of PR;
- **X5 Retail Group: Vladimir Sorokin**, commercial director of Perekrestok Crossroads / **Stanislav Naumov**, director of GR;
- **Lenta: Mikhail Berlin**, commercial director / **Tatiana Taris**, director for the development of local suppliers;
- **METRO cash and carry: Eva Yanovyak**, commercial director / **Alexey Grigoriev**, head of the representative office of METRO Group in Russia and others.

Questions for discussion:

- 9 months of work in the new Trade Law: the impact on network strategies
- Is there a place for independent distribution in the development of wholesale retail chains?
- How to promote a new product to the market and the network, in view of the limitations of the Trade Law?
- Evaluation of the regulatory impact of new proposals for changing the Trade Law?
- Is it possible to do without returns and how will this affect the market?
- How do producers survive the rapid development of STM and the opening of their own food production?



Conference “Suppliers and Retail Chains: effective cooperation”



WorldFood
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16:30 – 17:00	Coffee-Break
17:00 – 18:30	The networks without network. How do suppliers optimize their work in the new environment and reduce risks
	Moderator: Dmitry Vostrikov, executive director of Association of Manufacturers and Suppliers of Food Products «Rusprodsouz»
	<p>Participants of discussion:</p> <ul style="list-style-type: none"> • Shay Granovsky, president of group of companies «The life coffee»; • Alexey Lyalin, managing JSC «Khlebokombinat of Vladimir»; • Dmitry Galaganov, general director «Berestov A.S.»; • Oleg Poklad, chairman of the board of directors of LLC «Association Krasnodar Tea»; • Eduard Olkhov, general director of LLC «United Trading Company». <p><i>The first faces of well-known manufacturers companies and suppliers of food products, actively cooperating with the federal and regional retailing, summarize results and present their vision on the development of the market taking into account information from the first sessions, formulate the main risks for suppliers and share practical recommendations for improving business performance, development of alternative sales channels by suppliers.</i></p>
18:00 -18:50	General discussion, summarizing the conference

The program is subject to changes

Organizers:



Cost of participation of one delegate – **20 000 rub. (VAT included)**

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