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RUS EXPO
CONGRESS
AND EXHIBITION
COMPANY

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Ref. No. ЭН-СБП/09 dated August 2, 2019

To Çağrı Doğan,
Trade Attaché
of the Trade Representation
of the Consulate General of the Republic of Turkey

Dear Çağrı Doğan!

RUS EXPO Congress and Exhibition Company invites Turkish manufacturers to take part in **CITY BUILD RUSSIA 2019** International Construction Exhibition, where negotiations with customers will take place. Among the customers, there will be:

- federal retail chains,
- developers, including those engaged in turnkey low-rise housing construction,
- project and architectural bureaus,
- design studios,
- building material wholesalers.

Participating countries: Russia, Kazakhstan, Belarus, China, Tunisia, Iran, Finland, Belgium, Poland; the exhibition will bring together over **150** manufacturing companies and **60** largest retail chains.

The exhibition is supported by the Chamber of Commerce and Industry of the Russian Federation, the Saint-Petersburg Chamber of Commerce and Industry, as well as by specialized associations and unions.

Event format:

- ✓ **October 29, 2019:** exhibition and business program;
- ✓ **October 30, 2019:** exhibition and purchasing negotiation sessions.

At the exhibition, its participants will present a wide range of building and finishing materials, flooring, dry mixtures, tools, construction equipment, windows, facades, doors, lighting, electrical items, etc. Thus, the exhibition will offer the full range of services from the production and delivery of building materials to the turnkey construction of residential real estate and industrial facilities.

The key difference of our event from other construction exhibitions is the possibility of direct negotiations between manufacturers and customers. The **Procurement Negotiation Center** will begin its work on **October 30, 2019**. The exhibitors will have a chance to establish cooperation between companies as well as to find new customers from among federal DIY chains, construction companies, design studios, and wholesalers.



The concentration of specialists of the entire construction market at one venue allows experts and participants to objectively assess the industry development level, get acquainted with the latest technologies and methods for their implementation in construction practice, and express their vision for solving the most acute issues.

Participation in negotiations will give the opportunity to find new distribution channels, build business communication with current customers, and attract new ones. During the negotiation sessions, participants can have over 60 personal meetings and advantageously present your products directly to customers.

Benefits of attending the CITY BUILD RUSSIA procurement negotiation sessions

The key task is to ensure the interaction between manufacturers and customers of building and finishing materials for establishing effective cooperation. Customers of building materials focused on the **conclusion of direct supply contracts** are offered a special opportunity to participate in negotiations.



Format of procurement negotiation sessions:

- personal negotiations on a specific product line;
- over 40 product categories;
- over 3000 relevant purchase items;
- pre-selected product lines as per your request/application;
- reliable suppliers conforming to international standards;
- an impressive number of market participants at one venue on one day;
- topical issues of procurement, delivery, seasonality of goods and much more.



Venue of procurement negotiation sessions:

- the event will take place in a comfortable spacious hall;
- each company-purchaser will be provided with a separate negotiation area;
- by appointment, you will meet manufacturers engaged in activities of your interest;
- scheduled coffee breaks and lunch.



[Moscow 2019 Photo Report](#)



[Moscow 2019 Video Report](#)



[St. Petersburg 2018 Video Report](#)



[Moscow 2018 Video Report](#)



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Detailed information about the event: www.citybuildrussia.ru

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The **CITY BUILD RUSSIA** business program is dedicated to:

- legislative concerns;
- searching for solutions to sales promotion issues;
- effective B2B marketing channels;
- consumer trends in the market.

During the business program, topical issues of the construction industry development will be discussed in an open discussion format.

Venue:

St. Petersburg, Holiday Inn St. Petersburg Hotel,
Moskovsky Congress Hall, Moskovsky Prospekt 97A

Dates:

October 29-30, 2019

For participation questions, please contact the organizers by phone:

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Exhibition Organizing Committee:

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E.A. Nazarov,
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