

RUSSIAN PETROLEUM PRODUCTS MARKET: HOW TO SET A FAIR PRICE IN THE CONTRACT?

The third annual international workshop, *Sustainable development of modern gas station chains: efficient management, accompanying businesses and infrastructure*, took place on March 2, 2016; VEGAS LEX experts attended the event.

On March 2, 2016, the National Oil and Gas Forum company, jointly with International Business House, organized the third annual international workshop, *Sustainable development of modern gas station chains: efficient management, accompanying businesses and infrastructure*, for major Russian oil and energy companies.

VEGAS LEX Managing partner [Alexander Sitnikov](#) moderated a special session, “The Russian oil products market: production, supply and demand analysis, pricing specifics,” Senior associate of VEGAS LEX Litigation practice **Alexander Trushkov**’s presentation during the session was devoted to negotiating and setting a fair price in the supply contract.

Mr. Trushkov talked about situations in which there is need to negotiate a fair price; he explained the concept of a fair price and the procedure for negotiation, the pre-contractual price negotiation procedure and some specifics of pre-contractual disputes; and listed the main types of violations and ways to recover damages.

The main issues discussed at the seminar traditionally include the locations and infrastructure of a gas station chain, as well as its further development; business innovation as a mission on a filling station scale; modern standards for accompanying businesses in a gas station chain; branding for gas station stores; best choices and assortment of goods and services at filling stations; products and services for special promotions; financial and strategic planning, and effective pricing in gas station chains*.

* Source – [International Business House](#) website.

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