

Sales of shares not a foregone conclusion

Minsk Automobile Works considers establishing a holding with Russian KamAZ

By Lilia Krapivina

“We need to find a strategic partner and are negotiating with KamAZ. However, we are not selling shares,” stresses MAZ JSC General Director Alexander Borovsky. MAZ has been invited by Russian Rostechologies to set up a holding with Russian KamAZ, with each holding a 48 percent share. The sides have already met to discuss the topic. “However, we have no intention of parting with our controlling stock within this holding. The latter would comprise some BelavtoMAZ factories, alongside Russia’s Yaroslavl-based Autodiesel JSC and some other en-

terprises,” explains Mr. Borovsky. A working group has been set up for the further discussion of the holding’s feasibility.

Experts believe MAZ should unite with large global companies to take a more active share of the world’s automobile market. It has already approached some European companies, without any firm outcome, so is now reviewing cooperation with Russian KamAZ. Mr. Borovsky stresses that the establishment of a holding presupposes no sale of shares. “We are discussing how best to act to bring benefits to both sides. MAZ aims for the most profitable option in finding a strategic partner,” he



Minsk Automobile Works plans to act more assertively on world market

adds. The Belarusian plant is also negotiating with Russian GAZ.

Mr. Borovsky tells us that his plant recently spoke to Venezuela as a potential MAZ share holder;

the plant is currently setting up an assembly facility for vehicles in Venezuela. “We’re negotiating the purchase of shares as well,” notes Mr. Borovsky. “If we join the hold-

ing with a 48 percent share, we’ll receive \$200-300m for our shares in Venezuela.” The plant plans to use this money for technical modernisation.

Double attack for cancer cells

By Olga Belyavskaya

Joint Belarusian-Cuban enterprise to manufacture anti-tumour medications

The Bioorganic Chemistry Institute in Minsk is to manufacture the medicine, with the initial batch using Cuban ingredients

in the anti-tumour drugs. In recent years, the world’s leading companies have been developing similar medicines using protein molecules, or anti-bodies. All tumours begin to grow after the hyperactivity of definite receptors is triggered; protein anti-bodies can selectively interact with receptors

and suppress their activity.

The new generation of anti-tumour drugs will have a considerably less toxic effect on the body. At the first stage, the Belarusian-Cuban JV will manufacture drugs to treat breast cancer, while those for treating cancer of the lungs, neck, head and other organs will follow.

Taking into account customers’ wishes

By Sergey Kulyagin

Bobruisk Tractor Parts and Aggregates Plant supplying tractors to Asian and African states this month

The enterprise began to manufacture its ‘Belarus-311’ tractor in late 2010, with the Asian and African markets initially chosen as the major sales markets. The design was simplified to adapt it to operating conditions in Asia, with a Chinese engine replacing the Italian version, and no cabin used, considerably reducing the cost of the vehicle. The first ‘Belarus-311’ tractors have already been dispatched to Pakistan, with the second batch currently being prepared for delivery. This year, up to 500 vehicles may be supplied to Pakistani consumers.

Clients from other countries in the Middle East and North Africa are also taking an interest in this new agricultural machinery. Over the last two months, con-



On the assembly line

tracts have been signed for the supply of tractors to Iraq and Afghanistan, while contracts with partners in Iran and Taiwan are in their final stage of approval.

Major plans ahead for Atlant

Manufacturer of white goods conducts major modernisation

By Grigory Fillimonov

Alexander Dashko’s office wall is covered with schemes for Atlant’s structural subdivisions and partners. The deputy chief engineer, who heads the firm’s Department for Technical Development and Production Preparation, explains that great plans for modernisation are afoot. In the centre of the wall, the headquarters of the plant is shown, with manufacturing premises drawn as colourful blocks. The ‘thread’ of assembly lines is supplemented with component ‘squares’. Atlant’s structural subdivision map is nearby, neighbouring BelHol JSC (from Molodechno). There are about a dozen sites.

“We have a unified approach to the establishment of each new production site,” explains Alexander. “Of course, we take the nature of production into consideration, as well as purpose and financial possibilities. However, prospects for development are the ultimate goal and founda-

tion.” Atlant manufactures white goods and, seven years ago, developed designs for domestic washing machines. The first

over half sold to Ukraine, Russia, Hungary and Germany.

Atlant’s washing machines rival leading global brands in most spheres; moreover, they’re competitively priced and enjoy steady demand. Now, the Government aims to double its output; in late 2010 (as part of the State Programme for Innovative Development), the plant began modernisation. Staff are especially proud of having developed their own software, which manages assembly and testing, including the tuning of electronics. Atlant keeps data on each product, including model numbers and capacity, and production and dispatch dates.

A complex approach to the plant’s establishment and adjustment, the development and use of unique software have allowed the company to save around 15m Euros. Its other enterprises are to be developed similarly.



Atlant goods are competitive and popular

rolled off the line at the Minsk plant in 2006, with 150,000 machines produced annually. Growing demand pushed the plant to expand production volumes and, by 2010, over 250,000 units were being manufactured, with

Updating banknotes

By Yekaterina Inokentieva

National Bank brings new banknotes into circulation

At first sight, the 500, 1,000, 10 and 20 thousand Belarusian Rouble notes appear the same as those issued in 2000, which are still in circulation. The images on both sides are similar, as are the colours and sizes. However, the degree of protection against forgery has been enhanced. For example, instead of a polymer, transparent thread with ‘НБРБ’ inscribed, a protective metallised thread is used on both sides, forming a dotted line which looks solid in the light. The Head of the National Bank’s Infor-

mation Department, Anatoly Drozdov, comments, “Banknotes have remained unchanged since 2000; this is the first serious modernisation in 11 years. Not long ago, we updated the 50 and 50,000 Belarusian Rouble notes. When the new rules of Belarusian spelling were introduced, we changed the spelling of ‘fifty’ (‘пяцьдзясят’). Additionally, we placed a protective metallised thread into the 50,000 Rouble note. At that time, only the largest banknote — 100,000 Roubles — had this thread.”

New money is to come into circulation in the near future, but the old notes will remain legal tender.