

All roads lead to car showroom

Arrive at a car dealership in your old vehicle, leaving it as part exchange on a new car

By Vladimir Vasiliev

The 'trade-in' service is already popular abroad and is soon to appear all over Belarus. A Presidential Decree is to stimulate the part exchange of old vehicles, with their value taken as part payment on a new purchase. In fact, many Belarusian car dealers have already launched the offer — called it a 'commercial trade'. It's yet to become widespread, however, explains Lyudmila Shabanova, Director General of the Belarusian Automobile Association. "This is because of tax peculiarities. If you give your vehicle to a car dealer for \$8,000 and he repairs and resells for \$10,000,

20 percent VAT is incurred on the whole price, with tax to be paid standing at \$2,000; this cools interest in offering such trade-ins." The new decree reduces tax, with VAT incurred only on the difference between the purchase price and the resale price for a second-hand vehicle. Here, VAT would total \$400, rather than \$2,000.

According to Ms. Shabanova, trade-ins need to be encouraged, being convenient and reliable for customers. The only disadvantage is the price at which a second-hand vehicle is bought by a car dealer for trade-in. It tends to be 15-20 percent lower than the market price, since the



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Trade-in is another instrument to attract customers to car dealers

car dealer also needs to earn money. Of course, the advantages are obvious: there's no need to spend time placing advertisements or finding a place at the car market, or worrying whether buyers may turn out to be swindlers.

For dealers, trade-ins are another instrument to attract clients. It's so wonderful to

arrive at a dealership in an old vehicle and leave in a new one, after extra payment.

"The service will become operational from July 1st, when customs duties on imported cars in Belarus and Russia become completely equal," forecasts Andrey Zhukovsky, who heads the trade-in department at a

large Minsk car salon. When ordering a new vehicle now, customers will have to wait 3-4 months for delivery from the manufacturer. Within three months, new, higher, customs duties are to be placed on imported second-hand vehicles. "Therefore, people are trying to take advantage of the 'closing' cus-

toms window, replacing their second-hand cars with slightly newer versions."

"Sooner or later, people will return to car centres and trade-in will be in demand," believes Mr. Zhukovsky. Some vehicles currently being bought at markets will soon be given as trade-ins to purchase new cars.

Exhibition ground proves useful

Belarusian National Technical University's Polytechnic Technopark to develop co-operation with Joensuu Science Park — Finland's largest scientific park

An agreement on collaboration has been reached at an international exhibition and congress entitled *High Technologies: Innovations & Investments*, recently held in St. Petersburg. Polytechnic is to join the Finnish scientific park in organising joint research into the development and application of laser technology, creating highly-efficient construction materials and technologies. A Belarusian-Finnish centre for laser materials, power engineering and renewable energy may open in Minsk.

Alongside the Finnish investors, several major industrial enterprises and corporations — from Germany, the Czech Republic and Denmark — expressed interest in Belarusian technologies at the fair.

Joensuu Science Park is Finland's largest park, uniting around 60 companies who primarily focus on electronics and microelectronics, mass media and multimedia, telecommunications and new materials. The park's participants also implement projects in power engineering, including alternative power sources.

Reflection of good deeds

By Galina Gromova

Photo exhibition dedicated to Belarus' contemporary development opens at Poland's Gdynia Academy of Law and Diplomacy

Around 40 photos are on show, capturing contemporary life in Belarus, its architecture and nature. The opening was attended by the Ambassador Extraordinary and Plenipotentiary of

Belarus to Poland, H.E. Mr. Viktor Gaisenk, and Polish University Rector Wojciech Lamentowicz.

The Belarusian diplomat gave a lecture to Polish students, telling them about socio-economic development in Belarus and our bilateral collaboration with Poland. During negotiations with the Marshal of the Pomorskie Voivodeship, Mięczyński Struk, further areas of co-operation between the Pomor-

skie Voivodeship and Belarusian regions were discussed. An agreement has been reached to jointly organise the 5th Regional Belarusian-Pomorskie Economic Forum in October 2011, and to exchange artists.

Mr. Gaisenk discussed the opportunity of establishing and strengthening partnerships between Belarusian cities and Pomorskie Voivodeship cities. An agreement has also been reached to

arrange a visit for representatives of Pomorskie Voivodeship business circles, allowing them to see the economic and investment potential of Belarus. Mr. Gaisenk met Belarus-born representatives of the Poland-Belarus Public Association, who told him about their plans to develop Belarusian-Polish regional interaction. Polish Belarusians also noted that it's inadmissible to aggravate the situation around Belarus.

Novelties at International Space Station

By Olga Levkova

Scientists from Belarusian State University's Scientific-Research Institute of Applied Physical Problems develop equipment to study lightning

The 'Photon-Gamma' device was successfully installed at the Russian segment of the International Space Station, this February, and is now operational as part of the *Molniya-Gamma (Lightning-Gamma)* experiment. It is expected that the system will help scientists study the phys-

ical nature of high discharges (lightning), providing data to ensure the safety of aircraft during thunderstorms.

The International Space Station will automatically register atmospheric gamma-ray bursts and optical emissions during thunderstorms. "The system is primarily aimed at the study of lightning at the height between clouds and the ionosphere," explains the head of the Institute's Department of Aerospace Research, Professor Boris Belyayev. "In future, this information can be used to monitor and forecast natural catastrophes, as seismic activity and similar



Equipment assembled for space research

catastrophes are interrelated."

Mr. Belyayev also notes that another Belarusian device (monitoring and forecasting natural and technogenic catastrophes) is successfully operating at the International Space Station. Last year, the equipment was used in an experiment conducted simultaneously at the station, on the Earth's surface and at the bot-

tom of Lake Baikal (the deepest in the world).

Staff from the Scientific-Research Institute of Applied Physical Problems are now developing another system for the International Space System, fulfilling a Russian order. It will be even more modern, boasting greater functionality than the previous version.

Twenty five years after Chernobyl catastrophe

By Sergey Miloradov

Twenty Five Years After the Chernobyl Catastrophe: Results and Prospects for Overcoming national report presented

Since 1990, Belarus has realised four state Chernobyl-related programmes, allowing it to solve a range of topical issues relating to the health and security of the population and the rehabilitation of affected territories. Legislation covering all aspects of 'Chernobyl' has been developed, with a system of people's social protection established. Twenty four hour radiation monitoring is conducted, with about \$19bn (two annual budgets of the country) allocated from the Republican budget to overcome the consequences.

Belarus is currently realising its fifth Chernobyl-related programme, running from 2011-2015 (and on to 2020). This focuses on improving the management of contaminated territories, developing strategies for their rehabilitation. As revival continues, abandoned agricultural lands are to be returned to use.