

# Green light ensured for smooth road movement

Auto-transport company enjoys successful business development after moving to province from capital

By Timofey Gomonov

Ten years ago, Andrey Smolyar set up an international transportation business but admitted after his first cargo dispatch to Germany, "Actually, I know nothing and can do nothing." Andrey was not wrong: at that time, the young engineer lacked necessary experience and floating assets. Moreover, banks wouldn't give loans without property guarantees; he only owned three old light-duty trucks, employing three drivers and a director who acted as an accountant, personnel officer, manager and dispatcher. Nevertheless, the entrepreneur decided to risk all on his new business and decided it was never too late to learn.

He found out how to build relations with partners and speak foreign languages, how to understand the law and, even, the art of business etiquette. During his foreign trips, he visited local transport-logistical centres and leading international transportation enterprises. He injected most profits into production development, while allocating some funds to charity and staff bonuses, with only small sums given as dividends. In just five years' time, his fleet numbered 20 second-hand trucks; he now owns 80 new Euro-4 and Euro-5 cargo vehicles.

Some time later, Andrey felt dissatisfied with the pace of his business growth, realising that he needed his own production and administrative base. In 2006, he approached the Dzerzhinsk District Executive Committee with a business proposal for co-operation. As a result, he purchased the district's obsolete state owned car fleet, re-

vamping it, and shifted his base from Minsk to the district centre.

The Chairman of the Dzerzhinsk District Executive Committee, Nikolay Artyushkevich, was long ago convinced that the area needs entre-

Road Transport Union and the best Belarusian carrier for the past three years.



Intertransavto has gained rich organisational and practical experience over its decade of international cargo transportation

preneurs to ensure growth. With this in mind, he welcomes new businessmen to his district, rendering all possible assistance — including tax privileges.

Many examples of such business projects exist in the Dzerzhinsk District, which are a true blessing for the area, bringing new jobs and greater tax revenue. Mr. Smolyar's Intertransavto Holding alone has created 70 new jobs in the district over the past two years, while Andrey has been acknowledged as the top manager of the International

He was also named 'Minsk Region Person of the Year: 2010' and 'Best Entrepreneur in the Minsk Region: 2010'. His anti-crisis programme has been acknowledged as the best in the CIS for carriers, while enabling Intertransavto to generate 30 percent profitability. Heads of district executive committees, state and private companies join entrepreneurs in learning from Andrey, who knows four foreign languages and can hold talks without a translator.

Of course, some problems exist.

the average age of an international driver in the country is 50. Belarus needs many more such people and has concerns over who'll drive trucks in 5-7 years' time. The country lacks a special college to train drivers for transport companies delivering worldwide. Apart from professional skills, they must have basic knowledge of foreign languages while knowing the rules of cargo transportation across other states' territories, customs conventions and even business etiquette (as a driver represents not only

their company but their country).

Mr. Smolyar is proposing to establish a flexible system for international drivers' training and re-training — to meet our economic needs. The proposal is included in the 2011-2015 Socio-economic Development Programme of Belarus, with the Minsk Region currently implementing the idea. From September, training and re-training will be organised for international drivers at three professional-technical lyceums.

## Business plan prepared under Italian proposals

By Lidia Novikova

**On meeting the Chairman of the Grodno Regional Executive Committee, Semen Shapiro, Expo Italia Secretary General Emil Milovan focuses on joint projects in the fields of ecology, energy saving, agriculture and wood and granite processing**

Expo Italia is involved in promoting Italian companies to foreign markets, viewing Belarus as an attractive venue. In Grodno, its representatives discussed possible construction (using Italian money) of grain and sugar beet processing

facilities in the region, in addition to plants producing flour and poultry. The foreign partners are keen to produce export oriented products in Belarus.

The Grodno Region already boasts several examples of successful Belarusian-Italian co-operation. Talks are underway regarding the construction of a tan-yard in the regional centre, while an Italian line for glass wool production is to be supplied.

This time, Italian businessmen visited Lida, viewing the district's investment potential. They are next to visit the Grodno Region in September.

## Carriage production diversified

**Belarus to fully satisfy its needs in railway passenger carriages due to the creation of a new joint venture by Gomel's Wagon Repair Plant and Kryukov's Wagon Building Plant (Ukraine)**

"Kryukov's Wagon Building Plant will invest \$1.46m in the equity capital of the new company. Initially, the Ukrainian side will own 15 percent of the capital, while the remaining 85 percent will belong to Belarusian Railways,"

**Belarus continues export diversification to Azerbaijan**

"We've managed to set up joint manufacture of Belarusian tractors, automobiles, crane trucks, refrigerators, optical technology and elevators in



Plant's produce can gain access to foreign markets

notes the Belarusian Railways' press service.

Gomel's Wagon Building Plant CJSC will be set

up before December 1st, 2011, and will specialise in manufacturing all types of passenger carriages. The Ukrainian plant will provide cabs and creepers, while the Gomel factory will deal with the assembly and interior of the wagons. Production of some spare parts could shift from Ukraine to Belarus.

By 2015, Belarusian Railways will have acquired 182 passenger carriages, with exports sold to the CIS and Baltic States.

## Real demand taken into account

Azerbaijan," noted the Ambassador Extraordinary and Plenipotentiary of Belarus to Azerbaijan, H.E. Mr. Nikolai Patskevich, speaking at the Belarusian Chamber of Commerce and Industry.

Recently, the two states

signed an agreement on joint production of lighting equipment using LED technologies. "Remarkably, the project is the result of scientific co-operation between our countries," added Mr. Patskevich. "The National Academy of Sciences'

development has been used as the basis. A contract has also been signed to supply the first batch, showing good preparation." Mr. Patskevich is confident that similar projects by other Belarusian enterprises will follow in Azerbaijan.