

Partners open up new opportunities

By Oleg Piatrovsky

Belarusian trade centre to set up in Iraq

The centre will promote Belarusian products to the Iraqi market, attracting Iraqi companies to invest in Belarus and seeking partners for joint projects, while assisting the development of economic relations between our two countries.

Moreover, it will take part in fairs, exhibitions, conferences and seminars in Iraq and beyond, receiving orders for goods and services while keeping track of information on tenders and presenting proposals on behalf of Belarusian companies.

The centre will also distribute information about the Belarusian economy and investment climate and promote trade-economic and scientific-technical co-operation between Belarusian and Iraqi intergovernmental institutions, providing assistance in organising inter-state and intergovernmental negotiations on trade and economic issues.

This should ensure a new level of trade and economic relations, enhancing mutually beneficial collaboration between our two states. The centre has been founded by City Telecom Mobile (Iraq) and City Business Invest (Belarus).

Mutually beneficial projects are evident

Belarus-India research centre to study new materials and technologies, with \$10m of projects

Recently, Belarus was visited by an Indian delegation. According to Alexander Ilyushchenko, Director of the Powder Metallurgy Institute at the National Academy of Sciences of Belarus and the Head of the State Research and Production Powder Metallurgy Association, the Indian representatives have agreed to set up a joint centre researching new materials and technologies; India is to fund 80 percent of the venture and Belarus 20 percent.

Around \$10m of projects have been agreed so far. This year, according to the plan, the State Research and Production Powder Metallurgy Association should export \$4m of goods and services; of this, \$1m will originate from Powder Metallurgy Institute exports.

The State Research and Production Powder Metallurgy Association has already generated \$2.8m from exports this year — including \$610,000 from the Institute. Buyers are found in China, Vietnam, Russia, Ukraine and the Baltic States, as well as in Canada, the USA and India. The National Academy of Sciences has concluded five contracts with the Department of Defence Research and Developments of the Indian Defence Ministry — worth \$2.5m

Able to compete with the world elite brands

New generation MAZ-MAN trucks were among the finalists of the *Best Commercial Vehicle in Russia-2012* Contest, taking third place in the most prestigious category: 'Truck of the Year'



MAZ-MAN vehicles using contemporary MAN D08 and D20 diesel engines

The awards ceremony was held in Moscow, at the *Autotrans-2012* exhibition. MAZ-MAN was the only domestic producer to reach the final, competing against global brands such as Ford Cargo and HINO — the main producer of trucks in Japan, with sales of over 100,000 units per year.

The main criteria for selection in-

clude the contribution of new vehicles to improving on past efficiency, technical solutions, operating costs, sales, financial terms of acquisition and availability of service and maintenance. Marks are given by a jury of journalists and editors from respected automobile publications with many years of experience of taking part in test drives and

displays of new equipment.

Today, MAZ-MAN boasts over 20 truck models and modifications: bolster-type tractors, dump trucks and chassis, using modern MAN D08 and D20 diesel engines and engines with a lower laden mass. These have been refined using innovative technical solutions and new materials, while meet-

ing EURO-3 to EURO-5 standards.

Belarusian-German joint MAZ-MAN JSC manufactures modern heavy-load trucks of European class for regional and international transportation and construction, as well as creating special machinery. Its production capacity is up to 3,000 vehicles per year.

Billions of Dollars to be invested in enterprises

By Nadezhda Radionova

Over 100 major investment projects implemented in Minsk Region

According to Boris Batura, the Chairman of the Minsk Regional Executive Committee, the largest project aims to produce electric transport, jointly with Swiss Stadler, at Minsk FEZ. Investment stands at an estimated 40m Euros.

The management company for the development of the Chinese-Belarusian Industrial Park registered recently, with approximately \$5bn to be invested. "The Chinese-Belarusian Industrial Park will tackle not only the development of production facilities but infrastructure: the construction of housing and a logistics centre," notes Mr. Batura.

High-tech enterprises will be encouraged to settle in the Park, with potential investors including producers of TV sets and cars. The best



City electric trains by Stadler perform well on Belarusian lines

world experience will be used in creating the site.

Major agro- and processing plants are also a focus, with BelAZ and Belaruskali announcing investment plans, alongside private companies such as Avgustbel, Henkel Bautechnik, Coswick and AluminTechno.

The Minsk Region is working hard to attract direct foreign investments. Of around \$243m invested in the regional economy in 2012, nearly \$52m was from direct foreign investments. "This matches that of the same period of 2011," notes Mr. Batura.

Practice with scientific approach

Belarus and Israel to construct centre to promote innovative agro-technologies to Minsk area

The investment project to establish the Belarusian-Israeli centre was discussed at the third session of the Belarus-Israel Commission on Trade and Economic Co-operation. The joint Belarusian-Israeli BelAgroTech Scientific and Production Association is to feature an animal feed mill, a poultry farm, a pig fattening unit, a dairy, a fish farm, a biogas unit, and a training and retraining centre for agricultural workers. Modern AgriGo, which is export-oriented, is to take part, being keen to use the latest technologies and agro-industrial innovations. Meanwhile, Israel will be responsible for the construction, management and operation of the complex. Belarus and Israel are to collaborate on other agricultural programmes and projects, including full-cycle fish breeding using modern technologies and a related company producing fish food.