

Latest technologies on show

Minsk hosts 21st International *Budpragres-2013* Expo, attracting about 400 companies from ten countries

By Yuri Chernyakevich

The opening ceremony of *Budpragres-2013* filled the football arena, gathering around 400 leading companies from ten countries: Belarus, Russia, Ukraine, Lithuania, Latvia, Poland, Germany, Denmark, Switzerland and Turkey. All were keen to show off their latest innovations.

The Ministry of Architecture and Construction of Belarus featured 22 leading industrial enterprises and scientific and research institutes from across the domestic building industry. Among them were traditional participants, such as well-known Granit, Molodechno Metal-Structures Plant, Keramin, Krasnoselskstroyaterialy and Belarusian Cement Plant. Their production meets the highest European level.

Keramin's latest ceramic products were displayed as if adorning an Italian piazza, where an artist drew caricatures to entertain visitors. The pottery stand invited people to paint a clay bell independently while an improvised boutique, tailor shop and café enticed people to linger.

A representative of Keramin, told me, "Each room is entirely decorated with OJSC Keramin products. This alternative ap-

proach is rather interesting for our clients. We even have a photographer taking keepsake shots for visitors free of charge. Perhaps you'd like to have your photo taken against our stand?"

I posed willingly and then continued exploring; there was so much to see! MEMPEX presented trenchless technologies for replacing and laying pipelines; the mobile unit is already 18 years old. Director Victor Moiseev noted, "Replacing and laying distribution pipelines in a big city is a huge inconvenience for residents. Our technology allows this to be done more quickly, without digging trenches; these hinder the traffic and pedestrians, while spoiling the city's landscape. Today, we've brought the latest models — for replacing pipes of up to 60cm diameter."

We could talk endlessly about the products on show at the exhibition but just as important was the business programme. This included a seminar on handling equipment, sectional and panoramic gates and another devoted to innovative materials and building technologies. The conference on Belarusian Doors assessed the current local market and changes in the building industry over the



New contracts agreed at *Budpragres-2013* Expo, with partners swayed by our stand

last year, looking at the structure and volume of the market, and the export potential of Belarusian manufacturers. Meanwhile, forecasts were made for short-term market development.

The many products on show and the highly topical programme certainly confirmed the significance of *Budpragres-2013*. The forum has been representing the building industry for more than 20 years and many Belarusian and international experts consider this exposition to be one of the most superior within the CIS.

As professionals recog-

nise, the exhibition's role has been gaining in importance annually. *Budpragres-2013* was not just a platform for demonstrating the latest achievements of the building industry but encouraged experience exchange between international partners and allowed us to show off our latest technologies, materials and designs. Clearly, the forum promotes the development of the building industry, but also attracts investments into this sector while strengthening business ties with foreign companies.

Dmitry Semenkevich, the Deputy Minister for Ar-

chitecture and Construction in Belarus confirmed these points during his speech at the opening of *Budpragres-2013*. He noted that, every year, the exposition gains in popularity among organisations aspiring to promote their goods abroad. Foreign partners are showing increasing interest. He asserted, "The forum features the latest samples of building materials and technologies. Consumers can familiarise with complex professional solutions and special equipment, and see new ideas on how to decorate homes of all sizes. The spectrum of products is huge."

He added that the Ministry is focusing on the Belarusian manufacture of building materials, mechanisms and equipment, with import substitution in mind, as well as export sales. "Contracting organisations willingly buy Belarusian products of high quality," he noted.

There's no doubt that the Deputy Minister's words about the great interest of buyers towards Belarusian products are true. A wealth of new co-operative agreements and delivery contracts were signed during *Budpragres-2013*, fully justifying all hopes.

Minsk tractors enjoy demand while conquering endless prairies

By Yuri Butrimovich

Ulaanbaatar hosts major Belarusian-Mongolian Business Forum, signing solid contracts

A Belarusian governmental delegation visited Mongolia, headed by PM Mikhail Myasnikov, for early September's Belarusian-Mongolian Business Forum, hosted by the Mongolian capital of Ulaanbaatar. A range of contracts, worth over \$31m, were signed to supply technologies and spare parts, medicines and confectioneries. The PM noted, "This will be a good contribution to our trade turnover." Mutual trade between Belarus and Mongolia is steadily rising, reaching \$112m last year. According to the PM, it may double next year.

In line with our latest agreements, BelAZ JSC is to supply six heavy-duty dump trucks to Mongolia, worth \$10m, as well as spare parts. Sixteen heavy-duty dump trucks (boasting 55 and 130 tonne



Dendev Terbishdagva steers Belarusian tractor

load capacity) will also be dispatched, under international leasing conditions. The Belarusian-Mongolian Business Forum demonstrated that Minsk Tractor Works' machinery is enjoying stable demand in Asia. Contracts signed in Ulaanbaatar are worth around \$8m for the Belarusian enterprise, paying for

300 tractors.

According to MTZ Director General Vladimir Volchek, the first tractors will be supplied this month, with further deliveries scheduled for 2014. He notes that other agreements have been signed, explaining, "Mongolia lacks modern technologies, so the task is to remedy this, in-

cluding supplies of Belarusian agro and industrial machinery — such as for municipal facilities." Ten MAZ urban buses are also being supplied under international leasing conditions and Belarus and Mongolia have agreed to set up joint ventures to assemble Belarusian MAZ JSC and Minsk Tractor Works JSC machinery.

It's no secret that these companies' innovations are well-known in Mongolia; they've been in use since Soviet days, with some old models of tractors and trucks still running, despite the harsh climate. According to the Industry Ministry, Minsk Tractor Works plans to set up a joint venture with the Mongolian Defence Industry, assembling new technologies and offering maintenance to the operational fleet, including training of local experts. MAZ is to set up assembly of passenger buses also, with the Mongolian Defence Industry; designs are to be modified to suit local climatic conditions.

Immovable property always valuable

European Bank for Reconstruction and Development to invest about \$50 million in authorised capital stock of Amtel Properties — a Russian company dealing in immovable property in Belarus and Georgia

In Minsk, the company plans to build a three-star Hampton by Hilton Hotel, with 120 rooms, and a multi-functional 'B+' class facility, being 4.25 square metres in size. In addition, there will be an office building, trade areas, restaurants and parking. In Georgia, Amtel Properties plans to build a 'B' class logistics centre near Tbilisi airport. Investments in Russia and Ukraine are also being discussed. According to preliminary calculations, the total cost of the project is about \$507 million: \$170 million will be financed by Amtel, \$287,500,000 will be borrowed funds and \$50 million will come from the European Bank for Reconstruction