

Trading of patents planned

By Olga Belynicheva

Belarus establishing intellectual property exchange

According to Igor Voitov, the Chairman of the State Committee for Science and Technology, the exchange should inspire commercialisation of intellectual property in Belarus. So far, the exchange operates as an information site to allow companies, including those from abroad, to gain information on innovation projects in the Republic. "We've already launched an Internet portal offering data on the latest patents, interesting from the point of view of commercialisation and investment," Mr. Voitov explains.

The database should be fully complete by late 2011, and will be kept up to date. Foreign investors will be able to use it free of charge. "Following the example of other exchanges — operational in the field of intellectual property and related rights — we plan to issue bonds for high-tech companies, further offering them on the exchange. We also plan to issue bonds which may aid the development of the high-tech sector," notes the official.

Revision of position

By Tatiana Chumakova

Belarus and Iran to expand co-operation in agro-industrial sphere

Belarus' Agriculture and Food Minister, Mikhail Rusy, has met the Ambassador Extraordinary and Plenipotentiary of Iran to Belarus, H.E. Mr. Seyyed Abdollah Hosseini, to discuss areas of interaction in this sphere.

The two sides discussed a range of issues dealing with the implementation of an investment project completely funded by Iran. This deals with the construction of a sheep farm by the Eastern Sheep company, in the Logoisk District. In late 2010, a land plot of around 3,000 hectares was allocated for 99 years, designed for 10,000 sheep.

Joint projects are also being considered in fish farming and flower cultivation. Mr. Rusy is keen to see Iranian companies take part in the construction of biogas facilities at future animal farms in Belarus. He notes that, taking into account previous arrangements, Belarus has reserved 1,000 tonnes of cattle meat for delivery to Iran in 2011.

Pure victory in competitive industrial fight

Rechitsa Hardware Plant's exports to Czech Republic rise 12-fold over five years

By Valery Sidorchik

At present, the Rechitsa Hardware Plant exports about 1m Euros of products to the Czech Republic monthly, with Belarusian metalware accounting for half of the local market. "Primarily, we've managed to ensure expansion via vigorous, goal-oriented efforts to promote our products," explains the company's Director, Adam Vashkov. "With assistance from a Belarusian trade representa-

tive, a powerful advertising campaign was launched in the Czech Republic, with Rechitsa logos placed on the uniforms of hockey players (the sport being extremely popular in the country). The company also initiated other non-conventional marketing strategies, leading to the desired result."

Advancing onto the Czech market, the company faced tough competition from local hardware manufacturers and those from neighbour-

ing Bulgaria, Romania and Poland. "We advertised ourselves as offering high-quality products, reliable logistics and other necessary attributes of foreign trade, to sway our partners' choice," adds Mr. Vashkov.

Founded in 1912, the Rechitsa Hardware Plant initially manufactured nails and wires but is now a recognised European producer of special nails and fasteners, exporting to almost all European countries.



Rechitsa made products enjoy demand

Incentive to do business

Foreign companies praise Belarus' investment potential

By Olga Lyubomudrova

UFS Investment Company's managing partner, Yelena Zheleznova, has recently told a press conference in Minsk that Belarus boasts huge potential and fine investment opportunities. She noted that UFS IC is opening an office in Belarus. "It's no accident that the company has decided to develop its business in Belarus. The country has huge potential and its own unique market, which we've now studied," Ms. Zheleznova explained. After tapping the Belarusian market, UFS IC plans to develop corporate financ-



Information on innovations to be available at exchange

ing, operating on sovereign, municipal and corporate debt markets, while modernising and enhancing the capitalisation of Belarusian companies.

"The most promising investment areas for us are direct capital investment, debt capi-

tal markets, and work with Belarus' sovereign Eurobonds," stressed Ms. Zheleznova. She added that the company's experts are making a thorough study of state-run companies' privatisation in Belarus, showing considerable interest

in the chemical and oil refining industries. "Belarus has a considerable number of companies that have preserved their industrial potential, yet their facilities need upgrading," she said.

UFS Investment Company is an international investment company, offering a full range of financial solutions. It employs corporate finance experts with experience of working for major world banks and enjoys authority among clients and contracting parties on the markets of securities, assets and structural products, liaising with all major market participants.

Feasible ecology of 'green' tyres

By Anna Kotova

Belshina JSC to manufacture 'green' tyres meeting EU ecological standards

The latest 'green' tyres are more ecologically friendly, allowing cars to consume less fuel. The European Union is currently promoting this branch, with an active shift towards the tyres beginning next year in the European Union. With this in mind, Bobruisk's Belshina plans to master their manufacture, with the tyres sold both in Belarus and abroad.

Belshina is to start manufacturing the eco-tyres for passenger cars and, if demand is demonstrated, will expand its range to cover other vehicles. A supplier of the necessary equipment is being sought by tender, with Russia, the United Kingdom, Italy, China and Japan applying. The company has conducted talks with some potential suppliers already.

Tests will follow, to allow the technology to be perfected (since only theoretical knowledge exists at present in Belarus). The first batches of ecologically friendly products will be ready by 2016-2017.

The launch (at a single plant) is set to cost around 10m Euros for the joint stock company, with Belshina now seeking a loan for the purpose.

Successful manoeuvre

First domestic locomotive appears at Belarusian Railways



Lida made locomotive dispatched for trial use

The locomotive, designed to sort railway vehicles, was manufactured in late 2010 at Lida's locomotive depot. Its solemn trans-

fer into trial exploitation took place at Minsk-Sortirovochny — Belarusian Railways' largest station.

"This is a landmark

event for Belarusian Railways and for our domestic transport complex," notes Belarus' Transport and Communications Minister,

Ivan Shcherbo. "Localisation of this locomotive will be gradually expanded, using other components produced at Belarusian industrial enterprises."

The trial exploitation of the locomotive will last for a year. It boasts a contemporary design and enhanced security, alongside comfortable conditions for workers and can move railway carriages weighing up to 6,000 tonnes. Frontal and side windows ensure a complete overview; moreover, it has two similar control panels, enhancing its security.

The construction of a special workshop to produce locomotives is set to be launched this year at Lida's locomotive depot. Over the next four years, around 50 manoeuvrable locomotives are to be manufactured.