

Producers expected to receive dividends

United dairy company to open in Belarus by late 2011, informs Agriculture and Food Minister Mikhail Rusy, at 60th anniversary celebrations for Snov Agricultural Company (Minsk Region's Nesvizh District)

By Nadezhda Radivonova

The company is setting up operations in the Brest and Minsk regions, with its state share exceeding 25 percent. Similar food associations are planned for other branches. According to Mr. Rusy, Belarusian products should be promoted under a single brand, uniting meat, dairy and vegetable products.

The united dairy company is to help those producing milk, as Mr. Rusy believes it's unfair for farmers to be left with modest profits while

processing companies and trade networks enjoy major earnings. Investors are interested in processing industry projects with rapid pay off periods (within two years), while Belarus is keen to develop its dairy companies (with the pay off period lasting for at least ten years). "We aim for not only processors but also producers to receive dividends," says Mr. Rusy, adding, "By late 2011, two large food companies will have been set up, with others operating as part of holdings."



Savushkin Product company could become base for united dairy company

Demand ensures good stimulus

Mogilev's Metallurgical Works doubles its exports

In the first six months of this year, the company exported \$28m of goods, with export supplies accounting for 85 percent of the company's total output.

Russia is the plant's major sales market, accounting for about half of total exports. The remainder goes to Western Europe — particularly to Germany, the Czech Republic and Poland. This year, Mogilev's Metallurgical Works signed long-term supply contracts with Italy, France and the UK. Negotiations are also underway to launch exports of technical pellets to Canada, South Africa, Turkey and New Zealand.

Increased sales of technical pellets have contributed greatly to the company's export growth as demand for these products is steadily growing. A new pellet grinding shop floor has been set up at the factory, enabling it to double its pellet manufacture.

The plant has plans to start producing steel technical pellets, which are used in construction, metalworking and machine building.

Preventing road carriers from seeking alternative routes

By Olga Belaychikova

Belarus should use its transit potential to the utmost, notes Belarus' Prime Minister, Mikhail Myasnikovich, on meeting Martin Marmy, General Secretary of the International Road Transport Union (IRU), in Minsk

The Head of the Belarusian Government has underlined that Belarus is located at the centre of Europe, making the development of road transportation and transit essential. "We should use this geopolitical advantage to the full," he emphasises. In this respect, co-operation and further interaction with the IRU is of great interest to Belarus, while opening up new prospects.

Mr. Myasnikovich notes that



Martin Marmy

more vehicles than ever are using Belarus' road network. "Last year, the volume of road transportation rose by a third and, this year, the same growth is evident," he stresses, adding that the country aims to focus on its transport system, directing considerable funds into developing roads and road-side infrastructure. "We're well aware that if we don't tackle the road network

and infrastructure, road carriers will find alternative routes," he adds.

Last year, Belarusian exports of road transport services totalled almost \$700m. "Over the first five months of this year, we've already generated almost \$400m," Mr. Myasnikovich says. However, he asserts that we shouldn't rest on our laurels, expanding the figures via bilateral and multilateral collaboration with international partners.

Mr. Marmy is delighted with the Belarusian Government's level of understanding and vision regarding road transportation problems. "I'd like to note that I'm really impressed with the attitude and approach, demonstrated," asserts the IRU General Secretary. "With this recognition and understanding from our partners, our Union aims at even greater improvements."

Only small details need specification for further action

Swiss Stadler invites Belkommunmash to set up joint venture

Belarus recently imported several electric trains for its urban railway passenger transportation, with Belkommunmash now studying Stadler's official proposal to found a joint venture. This would open up a very powerful segment of the market for Belkommunmash. By unit-

ing efforts with Stadler, Belkommunmash would gain global positioning.

Assessing opportunities for creating assembly factories of passenger cars in Belarus, Belkommunmash JSC notes that technical issues present no obstacles, since advanced passenger vehicles (more complex than passenger cars) are currently manufactured in Belarus.

Work within the Customs Union and the Single Economic Space will bring the export-oriented company additional advantages. Belkommunmash boasts good experience of liaising with major Russian companies, so the enterprise sees good prospects for itself in this direction. Moreover, Belkommunmash is ready to promote relations with Kazakhstan.

Worthy representation

Belarus presents its first national exposition at SAITEX 2011

Africa's biggest expo has taken place in Johannesburg, gathering almost 40 countries from all over the globe. The national exposition of Belarus was arranged by the Trade Ministry and the Belarusian Chamber of Commerce and Industry, under the auspices of the Foreign Ministry.

Belarus' exposition featured

products and services from 24 companies and organisations, including the State Committee for Science and Technology, the National Academy of Sciences' Institute of Physics, the Belarusian Universal Commodity Exchange and the Belarusian Automobile Works. Visitors to the fair were able to sample Spartak and Kommunarka confectionary and products from Brest-based Belalko Distillery.



BMZ attracts with its high efficiency

Preliminary assessment of assets: \$8 billion

Belarusian Steel Works to be corporatised by late 2011

"We are currently working on the corporatisation of our company. The Industry Ministry has issued a resolution envisaging the process being completed by late 2011; the document was released three weeks ago," explains the Belarusian Steel Works' General Director, Anatoly Savenok. He adds that the company is operating quite effectively at present. According to the Russian Chermet Corporation, in 2010, it was named best among those steel plants operating 100 tonne arc furnaces (BMZ operates three). Chermet named BMZ the best in three cat-

egories: for a small number of workers in steel making, high performance and energy efficiency.

"I do not think that this is about the direct sale of BMZ assets," Mr. Savenok stresses, saying that 'so far, no BMZ asset valuation has been made'. He confirms the assessment made by Belarus' First Deputy Prime Minister, Vladimir Semashko; on visiting the plant recently, the latter noted that its assets are worth \$8bn. Mr. Savenok is hopeful that foreign companies will be involved in investment projects, although this does not automatically mean that they'll buy Belarusian Steel Works shares.