

# One's own place at port terminal

Belarusian Universal Commodity Exchange registers first warehouse for timber products abroad

Komerck JSC, which owns a contemporary terminal at the port of Tallinn, Estonia, is the first company receiving the status of an exchange warehouse abroad. The enterprise possesses up to 8,500 square metres of warehouses, equipped with automated arrangement and tracking of goods. These are located within the port's free customs zone, expanding opportunities for processing and registration of cargo before it leaves Estonia, while reducing costs for shipment.

Storage facilities have been registered at the ports of Riga (Latvia) and Klaipeda (Lithuania), allowing services to be offered to customers of Belarusian goods from Scandinavian countries, the USA, China, African states and elsewhere. Huge amounts of Belarusian timber and timber goods

are soon to be offered for sale via these warehouses, with supplies organised in 2012.

Warehouses are now planned along the Belarusian-Polish border, at checkpoints, as well as in the Russian Federation, particularly at the port of Kaliningrad. Registration of storage facilities at the Black Sea ports of Nikolaev and Ilyichevsk, in Ukraine, is currently being negotiated.

The creation of warehouses is a joint project by the Belarusian Universal Commodity Exchange (BUCE), the Forestry Ministry and Bellesexport enterprise. Exchange logistics minimise a buyer's risk, since this enables them to purchase products on account for delivery to a shipment location. This maximises convenience and tailoring to each customer's needs. Moreover, trading via an exchange warehouse — registered

at a shipping terminal — enhances the safety of a deal.

The BUCE notes that customers have no need to arrange the transportation of goods from forestry or power saw enterprises, making purchases more convenient. Meanwhile, sellers can calculate the cost of delivery more easily while expanding their foreign sales markets.

Transport and forwarding companies (Belarus' residents) can use exchange warehouses. They have the possibility to render services on the delivery of timber goods to warehouses, enhancing their competitiveness in the eyes of foreign colleagues. According to the BUCE, such storage facilities allow the state to receive additional foreign currency from export services, while generating additional taxes for the treasury from logistics.



Timber trading at Belarusian Universal Commodity Exchange

## Business barometer well gauges market situation

IMF and World Bank recognise results of market related polls conducted among Belarus' top managers

By Vladimir Bestemianov

Forecasts must sometimes be taken with a pinch of salt, although they can be quite useful. Every three months, governmental officials receive analytical bulletins showing the results of polling around 800 heads of industrial and construction organisations. Belarus' top managers discuss demand, production capacity, number of orders in place and stocks in warehouses.

Since 1994, such polls have been conducted by the Econ-

omy Ministry's Scientific-Research Economic Institute. The Analytical Centre's Head, Irina Griboedova, tells us that their methods are those first developed by the Munich Institute of Economic Studies in 1949. In 1962, European countries began to use the system widely, with the USA, Canada, China and Russia joining some time later.

Questions posed to directors are chosen carefully, focusing

on the most topical issues in the sphere of production and are well known to each top manager. The Government considers that such liaisons between manufacturers and authorities are important for decision making. "Similar polls differ from official statistics in being gathered so promptly; our Institute receives answers far more quickly than official results can be summed up," says Ms. Griboedova. "Moreover, we obtain information on possible prospects for the coming three months, which enables us to

registered trends of industrial growth. This makes it possible to assert that economic growth in Belarus is real, rather than the result of paper manipulation of statistical figures'.

"With this in mind, we view our work as enhancing our country's prestige," stresses Ms. Griboedova. "Moreover, IMF specialists use these polls in talks with the Belarusian Government."

At present, the heads of the major industrial enterprises are polled — state and business run, which account for over 50 percent of all manufacturing. In addition, small businesses also participate. Next year, besides industrialists and constructors, heads of trading organisations will be polled, as assessment of the consumer market is of no less importance.

"Expectations by company heads meet trends registered in the best period of our growth: in the first half of 2008. Over the past three years, we've registered no optimistic trends of the kind," notes Ms. Griboedova. "Actually, the poll's results are not mere optimism but real facts and figures. These indicate growth in production volumes, reduced warehouse stocks and enhanced exports — to Russia and further abroad."

correct some of our global economic plans, forecasts and actions."

The Institute especially notes that its market polls are acknowledged by the World Bank and the International Monetary Fund. The IMF's Country Memorandum reads: "The comparison of market situation polls with official statistics indicates a high level of correlation between

## Belaruskali plans to soon build new mine

By Andrey Denisovsky

**Mine and ore dressing and processing enterprise (with annual capacity of up to 3m tonnes of potash fertilisers) planned for new Petrikov deposit site, in Gomel Region**

Belaruskali should be able to raise its overall production to 14m tonnes a year. The Petrikov

facility is to launch operations in 2020, with investors attracted for participation in this major project. According to Belaruskali JSC's General Director, Valery Kirienko, potential partners are already expressing a desire to help develop the mine. "We'll enhance our capacities faster than our rivals, having begun work earlier," he emphasises.

## Data on commodity distribution networks to become fully accessible

By Olga Lisovskaya

**Innovative electronic business centre to open in Belarus**

The Press Service of the Belarusian Government has told BelTA that, in line with Resolution 1116 of the Council of Ministers (August 22nd, 2011), an innovative electronic business centre is to be set up in Belarus.

The new centre will open at the Scientific-Practical Centre for Identification Systems and Electronic Business Operations, at the National Academy of Sciences of Belarus. According to its Technical Director, Gennady Volnisty, this will help expand our electronic database of commodity distribution networks, while simplifying trade procedures via the promotion of electronic business operations.

The new organisation will perform several functions, including applying international standards in identifying entrepreneurs and their

products. It will also develop a databank of electronic passports for commodities — to help store more information on goods (including photos). It will use standardised forms to efficiently promote goods from manufacturers to customers, giving details of characteristics, the manufacturer and so on, easing trade flow. "The databank will facilitate timely procurement and the transportation of goods," explains Mr. Volnisty.

The primary goal of the project is to ensure free movement of domestically-produced commodities at home and abroad. The new centre will help unify efforts by leading Belarusian scientists, alongside specialists from the State Standardisation Committee, the Trade Ministry, the Economy Ministry, the State Committee for Science and Technology and other interested agencies. The centre will also employ qualified personnel to efficiently promote innovations in each field.



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