

'Live' prototypes show their broad potential

In 2010, Minsk Tractor Works took part in dozens of exhibitions abroad

'Belarus' tractors have been on show in the UK, Spain, Bulgaria, Italy, Serbia, the Czech Republic, Lithuania, Venezuela, Iran and China. The Belarusian machinery already occupies a niche on the markets of these countries. There are plenty of prospects for promotion, with MTZ taking part in various foreign exhibitions to this end and taking its machinery on more

active promotional tours. As part of *IRAN AGRI*, held in Iranian Mashhad, the 'Belarus-1523' tractor was presented to local farmers. Meanwhile, three Belarusian tractors took part in exhibitions and tests in China's Heilongjiang Province and a specialised demonstration of MTZ machinery was hosted by the Czech Republic, with MTZ models presented as part of 'Bela-



Minsk Tractor Works continues to actively join foreign markets

rus' Tractor Day.

Last year, Minsk Tractor Works participated in 60 exhibitions, including national expositions of Belarus abroad, hosted by the capitals of Russia, Azerbaijan, Serbia, Latvia and Egypt, as well as by Sudan's Khartoum and Ukrainian Dnepropetrovsk. Additionally,

last year, the enterprise organised permanent exhibitions of 'Belarus' tractors in Venezuela and Kazakhstan. Moreover, Belarusian agricultural machinery went on show at *Agro Eurasia-2010* in Istanbul.

MTZ machinery has taken part in almost 20 advertising events in the Russian

Federation, being exhibited at annual exhibitions of agricultural machinery in various regions and taking part in demonstrational ploughing. 'Belarus-2103' tractors have been exhibited in the Siberian Federal District and in Altai Krai, to expand the range of MTZ machinery supplied to the Russian

market. Moreover, last year, 'Belarus' tractors again took part in the annual *Plouman-2010*, held in the Moscow Region.

In 2010, MTZ was awarded a diploma and a special prize at the International *Golden Autumn* Specialised Exhibition in Moscow.

New projects funded by loans



Belarusbank resources used in various spheres

By Tatiana Kozlovskaya

Investment projects rise in Belarusbank's credit portfolio

The Chair of Belarusbank's Board, Nadezhda Yermakova, explains, "The Belarusian economy is developing, with technical re-equipment and construction of new enterprises." Over the past five years, the country's largest financial establishment has taken part in over 100 projects dealing with production modernisation. In early 2011, its share of invest-

ment credits stood at 61 percent, with increasing volumes being allocated to industry, agriculture and construction.

Last year, Belarusbank concluded 79 credit agreements (worth \$530m in equivalent) to finance Belarusian companies' investment projects. The purchase of Swiss Stadler trains, the reconstruction of Minsk's Oktyabrskaya Hotel and the second stage of construction of Minsk's Victoria Hotel accounted for the lion's share.

Animal breeders lead

Over past five years, Belarus has joined top five dairy exporters

At present, our country accounts for 4.8 percent of the world's dairy exports, producing an impressive 9 percent of cheese exports and 7-8 percent of all butter and milk exports. Over the past five years, Belarus has also joined the top ten exporters of agricultural produce. Eighteen programmes have been developed for the next five years, aiming to further develop agriculture, with special attention paid to animal breeding.

Meetings useful for pharmaceutical companies

Slovak Unipharma and Belbiopharm Concern plan joint projects

A delegation from the Slovak company visited Belarus this January, holding talks with our pharmaceutical producers regarding co-operation. The guests visited Belarus' leading pharmaceutical company, Belmedpreparaty, to find out more about its production process.

Various avenues of co-operation were discussed, with Unipharma noting its readiness to distribute Belbiopharm concern goods to the Slovak Republic and, later, to the EU. The Slovaks are keen to realise a joint project to construct a new pharmaceutical plant in Belarus and are eager to help in other investment projects, ensuring mutually beneficial co-operation.

Real plans for new innovations

Belarus' first enterprise to receive European quality certificate leads in launching innovative technologies

By Yevgenia Gubanova

Anyone who is lucky enough to find themselves in the workshops of Verkhnedvinsk's Butter and Cheese-Making Plant in the Vitebsk Region will see perfect sterility, one-use clothes and the strict compliance of staff and equipment to all standards. Access to technological equipment is strictly restricted, even for employees. A computer controls the cheese-making process, monitoring temperature, weight and other indications of the cheese, as it sits in huge containers day and night.

All can be observed through glass, from a gallery; the workshop with huge shiny metal constructions, containers with glass hatches

and winking electronic panels looks quite space age. At present, the company can process up to 180 tonnes of milk daily, producing 11-12 tonnes of cheese each day in winter. About half is exported, with local cheese proving extremely popular in the Russian Federation.

You might think that an enterprise which has made such significant achievements and gained acknowledgement, wouldn't need to launch the latest innovations. However, the company is purposefully working towards new targets; its site is like a huge construction ground. Alongside its current facilities, a completely new line is to produce dried whey, using unique equipment, primarily manufactured



Almost half of enterprise's manufactures are exported

in Italy and Slovakia. It is, as yet, unrivalled in Belarus. The major milk season is to come, so the factory must be ready, able to daily process up to 200 tonnes of milk, raising

output by 20 percent. An electro-dialysis unit will produce high quality dried whey, suitable even for baby food. Investments into the new line will total around \$10m.