



Mogilev's Izospan manufactures sandwich panels and plans to supply its produce both domestically and abroad

# Market segment under control

## Mogilev-based Izospan enterprise changes structure of market for its own benefit

By Semen Kulikovskiy

Although Izospan enterprise manufactured its first batch of heat insulation sandwich panels and boards last May, it has taken time to master the technology, which is a new innovation for Belarus. "Only now can we say with confidence that we've stabilised production and achieved high quality goods meeting the best European standards," notes Igor Cherny, the Chairman of the Board of Directors of Izobud Group of Companies in Belarus. Belarus now controls the

domestic market segment for sandwich panels made from polyisocyanurate foams, recently controlled by foreign suppliers.

The company's produce is already widely used for major projects in the farming and food industries (refrigerators, freezing warehouses and fruit storage facilities). Its new line-up was initially oriented towards domestic and foreign markets. Now, regional representatives are working throughout the Russian Federation to find construction industry customers for goods made by the Izobud Group of

Companies.

"We've managed to unite the state's two most acute industrial strategies: energy saving and import substitution," asserts Mr. Cherny. He explains that the creation of the unique sandwich panels' production changed the structure of the market in 2010, being unrivalled in Belarus and in neighbouring states for its efficiency and manufacturability. Imports of these panels, made in Russia and Europe, have fallen to 10-15 percent and could fall to 9 percent this year. Mr. Cherny is confident that exports

of Belarusian materials to Russia and Ukraine will rise dramatically.

The new factory is located in Mogilev, which boasts a high level of industry, perfect conditions for manufacturing and well-qualified staff. A favourable investment climate, few bureaucratic obstacles and proximity to the major export markets of Russia and Ukraine are other great advantages. "Moreover, we hope Mogilevkhimvolokno JSC can master the manufacture of a whole range of raw components for our production in the future, enabling us to gain con-

siderable market advantages," believes Mr. Cherny.

Yulia Arabei, Head of Izobud's Marketing Department, notes that great attention has been paid to studying major world trends in organising modifications in sandwich panelling and heat insulation boards. The major requirements of construction and the necessary technical characteristics have been outlined, including thermal conductivity, fire resistance, durability and parameter stability. Goods by European producers have acted as a competitive comparison.

# First joint experience is successful

## Scientists and industrialists confirm that joint efforts reap most rewards

By Vera Kholmogorova

No one doubts the perfect quality of Belarusian dairy products. Our sour cream is thick and our yoghurt is natural and live. However, our beloved cottage cheese, cheese and sour cream rely on the use of imported ingredients. These add special flavour and make it possible to create various tasty dairy products. Of course, such imports do not come cheaply; last year, about \$15m was spent on Dutch, Danish, French, Italian and Bulgarian Lactic acid bacterium. Belarus is a globally recognised 'milk state', producing 6m tonnes of milk annually; it plans to raise the volume to 10m tonnes within the next four years. At present, Belarusian cheeses claim almost 7 percent of world sales, while butter accounts for 10 percent.

We have the production technologies but, until recently, have lacked the necessary components. Only small amounts are produced by the National Academy of Sciences' Meat and Dairy Industry Institute, mak-

ing us dependant on foreign imports, despite boasting 'milk rivers'. With this in mind, several years ago, a top level decision was made to set up a modern science-intensive import-substitution facility in the Republic, producing starter materials for the dairy industry. It took over two years for your scientists to launch an innovative site for the synthesis and production of dried bacterial concentrates, located at the Meat and Dairy Industry Institute. Belarus' dairy factories have already received their first supplies of domestically made ferments. Not long ago, Prime Minister Mikhail Myasnikov cut the red ribbon on the new facility. Until recently, he headed the National Academy of Sciences and, naturally, assessed the workshop as being superb.

Our scientists are proud, with the Meat and Dairy Industry Institute's Director, Alexey Meleshchenya, stressing, "This facility is unique both in Belarus and throughout the CIS. It is our first experience, so has proved a challenge, but it's proof that sci-



Bacterial concentrates being produced

entists and industry can solve even the most unique tasks."

There are several reasons why the Belarusian project is successful. Firstly, it has been realised in a short period of time, based exclusively on our scientists' developments. Secondly, its concentrates are produced from microbial strains raised in Belarus. The collection numbers over 2,000, with scientists developing and testing about 40 strain combinations suitable for the production of fermented milk products and for use in agriculture. The workshop can produce 3,500kg of dried bacterial concentrates a year, saving the state \$2m in imports.

According to Mr. Meleshchenya, production capacities

will become fully operational soon, once the final adjustments are made. Much will depend on whether buyers approve of the taste and price of our domestically produced concentrates. "There are no grounds to believe they won't," believes Natalia Furik, who heads the Institute's Biotechnology Department. "Our concentrates rival foreign products in quality, while being cheaper."

We now need to produce bacterial concentrates which can be deep frozen, since dried ferments only satisfy 30 percent of our domestic dairy industry needs. A cryo-concentrate facility would fully meet all requirements, so a second plant is a priority.

# Comfortable transport corridor for carriers

By Olga Levkova

## Belarus and Syria to co-operate in transport sphere

Terms for our collaboration have been discussed during the first session of the Belarus-Syria-Venezuela Commission on Transport, recently held in Minsk. The working meeting took place as part of a joint declaration on co-operation between Belarus, Syria and Venezuela, signed in Damascus in November 2010.

The session focused on interaction in aviation and railway transport, with cargo transportation along the multi-modal transport corridor between Northern Europe and the Mid-

dle East being a major issue. In particular, Syria has confirmed its intention to join an agreement on cargo traffic development between the Baltic Sea and the Black Sea.

The corresponding document was signed in May 2008 in Vilnius by the transport ministers of Belarus, Lithuania and Ukraine, envisaging collaboration. We aim to enhance international cargo transportation while equalising conditions for railway customers, enhancing the efficiency of transport links and ensuring security.

The safety of cargo and the guarantee of environmental protection (in line with international norms) must be observed.

# Large and small capacities extended

By Sergey Kulyagin

## Production of new engines to be launched at Minsk Motor Plant in two years' time

The company is now negotiating the purchase of a license to establish a joint venture to manufacture small-capacity diesel engines for low-power Belarusian tractors — much in demand overseas. Pakistan alone is ready to purchase

up to 20,000 such tractors.

In addition, the plant plans to manufacture engines for high-power tractors and BelAZ dump trucks. According to Dmitry Katerinich, Belarus' Industry Minister, a special service, headed by the general designer, shall be created to facilitate the fulfilment of these tasks. It will soon start working over the development of Belarusian engines.