



POLOTSK DAIRY PLANT

Committee on agriculture and foodstuffs of  
Vitebsk regional executive committee

OJSC «POLOTSK DAIRY PLANT»

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# Soft Offer

Date Issued: August 16<sup>th</sup>, 2016  
To: Dairy importers and manufacturers

**Dear Sirs,**

Open Joint Stock Company "Polotsk dairy plant" has been created in 1996. Our company is a reliable business partner. The plant has already been working for more than 15 years on the market of dairy production. Quality of the manufactured products let compete successfully not only on internal, but also on a foreign market. Production of the plant is exported to Russia, Ukraine, Poland, Georgia and other countries of near and far abroad.

Our company is one of the leading Belarusian companies in export of dairy products. About 55% of produced products are intended for export. Our major trade partners are Russian companies and dairy manufacturers.

Special attention is paid on quality: HACCP system and quality management system according to STB ISO 9001-2008 is introduced on the plant. In January 2011 our company certified system of management of foodstuff safety and quality management system according on milk powder production line in accordance with the requirements of European standards (LST EN ISO 22000:2005, LST EN ISO 9001:2008). The certificates of correspondence were issued by the public organization "LST SERT", Vilnius, Lithuania. The production laboratory of the plant is attested on technical competence according to the requirements of STB ISO/ IEC 17025.

In 2014 with the aim of implementation of powder in Muslim countries the plant passed HAS 23000 certification (Halal Assurance System) from the LPPOM MUI organization.

In addition, in 2014, our company passed the 2nd stage of the certification audit of the management system of foodstuff safety in accordance with international requirements under the scheme of FSSS 22000.

Nevertheless we are able and willing to expand our markets. Therefore we would like to offer you our products. Kindly acknowledge the pricelist and reply as soon as possible in case you are interested. Please, feel free to contact us if you need any additional information that you believe may be relevant to this subject. If you consider our price is too high kindly counteroffer your target price, so we can start negotiation process.

**Commodity:** milk powder, Sweet-cream butter unsalted

**Country of Origin:** The Republic of Belarus

**Current Prices (tentative prices):**

Product	Unit	Terms of delivery (Incoterms 2010)	Price per unit, USD
Skimmed Milk Powder «Standard» 1,5% (0402101900)	MT	FCA	2630
Skimmed Milk Powder «Extra» 1,25% (0402101900)	MT	FCA	2710
Fractionally Skimmed Milk Powder «Standard» 25% (0402211900)	MT	FCA	3100
Full Cream Milk Powder «Standard» 26% (0402211900)	MT	FCA	3100

Sweet-cream butter unsalted «Krestianskoye» 72.5% (0405203000)	MT	FCA	3330
Sweet-cream butter unsalted 82.5% (0405101900)	MT	FCA	3800

**! Price is tentative and considered individually for every country.**

**The price is valid till September 16<sup>th</sup> 2016**

Packing:

Milk powder - paper layer sacks with polyethylene streaks 25kg;  
Butter- carton box 20kg.

Delivery basis:

**FCA Polotsk (The Republic of Belarus) (Incoterms 2010)**

Other delivery basis can be negotiated.

Payment Terms:

100% prepayment, irrevocable letter of credit can be negotiated

Specifications

Specification	SMP 1.5%	SMP 1.25%	FSMP 25%	FCMP 26%
Moisture, percent by mass, Max:	5	4	4	4
Fat, percent by mass:	max 1,5	max 1,25	min 25	min 26
Protein, percent, Min:	34	34	34	34
Lactose, percent:	48-54	48-54	48-54	48-54
Solubility Index, cm <sup>3</sup> , Max:	0,2	0,1	0,2	0,2
Acidity, °T:	15-19	15-17	15-19	15-19
Purification group:	1	1	1	1
Outlet temperature, °C	10	10	10	10
Shelf life is 24 months at a storage temperature from 0 to 20 ° C and relative air humidity not more than 85%.				

Specification	Butter 72,5%	Butter 82,5%
Humidity, %, Max:	25	16
Fat content, %, Min:	72,5	82,5
Acidity, °T, Max:	26	26
Outlet temperature, °C	4	4
Shelf life is 9 months at a storage temperature -6±3°C and relative air humidity not more than 90%; 15 months at a storage temperature -16±2°C and relative air humidity not more than 90%		

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