



## BMZ Signed Major Agreements in Austria



In the framework of the Belarusian-Austrian business forum, "BMZ OJSC - managing company of "BMK Holding"" signed with Austrian partners major agreements on export deliveries for 2020. We are talking about the sale of more than 270 thousand tons of metal products worth about 100 million euros.

The agreements that BMZ signed with Belmet and Pisek Group include the shipment of Byelorussian metal products to Austria and the countries of the European Union. Mainly metal rolled and wire products will be exported. Particularly, structural rolled products can be distinguished, the production and marketing of which BMZ has significantly increased in recent years. They are high-tech metal products, which are intended for such premium industries as the automotive one.

Byelorussian Steel Works and Austria have long-term partnerships that have lasted since the construction of the plant. Then, 35 years ago, an Austrian company acted as one of the key suppliers of equipment and technology. Later, the Austrian company took part in many reconstructions and modernizations carried out at the enterprise.

Since BMZ entered export markets, the plant's relations with Austria have become bilateral: the country has become for BMZ not only a supplier of equipment, but also a consumer of products. Just for the last 5 years, the plant's export to Austria amounted to \$ 32 million. It should be noted that BMZ is one of the main suppliers among non-EU suppliers of types of metal products to the Austrian market.

## Rechitsa Hardware Plant is Increasing the Supply of Nails to Europe

At the conference "Wire-Fasteners 2019", Head of the Department of Foreign Economic Relations Vitaly Belsky spoke. He said that in recent years the company has been increasing supplies to non-CIS countries and cutting back on it in Russia. Shares in these markets today are 42 % and 34 %, respectively, slightly more than 23 % - supplies to the Belarusian consumers. This trend is associated with more attractive prices in the European market, which correlate with the raw material prices. Vitaly Belsky also noted that Rechitsa Hardware Plant is improving the range of fasteners and presented one of the new products. He also said that before the end of the year, Rechitsa Hardware Plant will launch a number of new products to the market.



## Oryol Steel Rolling Plant Manufactured an Experimental Batch of Fasteners from Weatherproof Steel

IIS "Metal Supply and Sales" reported that the Oryol Steel Rolling Plant (part of "Severstal-metiz") manufactured an experimental batch of fasteners from an innovative steel of weather-resistant grade. The message states that Severstal produces such steel at the Cherepovets Steel Combine. In the manufacture of metal structures, this steel grade has already been tested by "Severstal Steel Solutions". Now, the Oryol Steel Rolling Plant has mastered the production of the fasteners, made of weatherproof steel from the Cherepovets Steel Combine. There are bolts of three strength classes and rivets. In the future, it plans to develop nuts and expand the range of bolts. In spring 2019, at Fastener Fair Stuttgart the Russian-made weatherproof steel bolts were presented by "BERVEL" high-strength fastener plant.

## BSW Plans to Ship Rolled Products for the Automotive Industry for over \$ 70 Million

BSW continues to strengthen its position in the global steel market in the automotive product segment. According to the results of the first half of the year, the plant has already shipped over \$ 35 million worth of metal products for this industry. BSW began active work on organizing the supply of rolled products for the automotive industry in 2015. Since then, the company has passed approval for the supply of 65 types of metal products from 35 companies in the automotive industry. Among them are such consumers as Hirschvogel and Mahindra Forgings, producing components for the world's leading automobile concerns DAIMLER, Volkswagen, Renault, etc. Of course, this result was preceded by a long work of factory services, which does not stop and continues to attract new customers. So, in 2019, BSW received the first industrial order in the amount of 900 tons of wire rod from one of the leading European manufacturers of shock absorber springs. Also, in 2019 the company started selling products to the BELZAN (RUS), one of the largest manufacturers of special fasteners for the automotive industry in the Russian Federation. BSW received the first pilot order for round rolling in 2019 from SKF, a well-known bearing manufacturer. The company tries to expand cooperation with other customers: Krasnik (Poland), ZKL-Brno (Czech Republic), Schafler (Germany). The volume of deliveries of round rolling products is increasing for the largest European manufacturer of automotive components - the company Hirschvogel, whose factories are located in Germany, Poland, Mexico and the USA. Currently, the BSW product line designed for the automotive industry includes hot rolled round steel with a diameter of 30 to 160 mm for automotive components, and rolled stock in bars and ribs for the manufacture of springs and special fasteners. ■

