

Адкрытае акцыянернае таварыства
«БАБРУЙСКІ ЗАВОД
ТРАКТАРНЫХ ДЭТАЛЯЎ І АГРЭГАТАЎ»
(ААТ «БЗТДиА»)

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у філіяле 703 ААТ ААБ «Беларусбанк» г. Бабруйска
МФА 153801760, УНН 700075556, АКПА 05750852



Открытое акционерное общество
«БОБРУЙСКИЙ ЗАВОД
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OJSC "Bobruisk Plant of Tractor Parts and Units", Republic of Belarus, 213805, Mogilev region,
Bobruisk city, Bakharova street, 225, phone/fax +375 225 474742, e-mail: tdatractor@gmail.com

Commercial offer

OJSC “Bobruisk Plant of Tractor Parts and Units”

OJSC “Bobruisk plant of tractor parts and units” (“BZTDiA”), as a part of the “Minsk Tractor Works” (MTZ) holding, offers partnership for companies working on the world market of agricultural machinery.

Shortly about us

Compact-sized tractors “BELARUS”, manufactured by OJSC “BZTDiA”, and municipal machines based on them are designed for performing various agricultural and municipal works in servicing greenhouses, poultry and cattle-breeding farms, private farms, homesteads and urban facilities. OJSC “BZTDiA” started serial tractor production in January, 2007. First shipment was carried in April, 2007. Since that time more than 10 000 tractors were released and delivered in more than 50 countries throughout the world.

Our main occupation is production of compact-sized tractors “BELARUS” (30-62 h.p.).

In addition we offer:

- spare parts for the whole scale of self-produced and MTZ-branded tractors
- wide assortment of wheels for agricultural machinery
- trailed and hinged agricultural equipment (it’s also possible to attach implements of various manufacturers to our tractors)

Goods are shipped under FEACN codes:

8701902000 – for tractors

8700000000 – for spare parts

8716000000 – for implements

Basic technical specifications of our products are represented in the attached documents. Full information is available on our website <http://www.bztda.com/en/>.

The unique combination of reliability and reasonable prices is proved by:

- 1) The technical terms of OJSC “BZTDiA”;
- 2) Design documentation of “MTZ” holding including quality certificates and technical passports;
- 3) European certification (homologation) based on CE standard conformity;
- 4) Euro-3A engine standards;
- 5) Plant’s quality management system corresponding to the international quality management system ISO 9001 and confirmed by the appropriate certificate.

The requirements of STB



High-performance automatic and semi automatic production lines and special multihead machines provide large-scale production of high quality parts that meet the requirements of STB ISO 9001-2009.

The Works is an award winner, with Nike-2000 and Golden Standard-2002 prizes captured under the Partnership for Progress International Program. The quality of products was praised quite a few times as they obtained diplomas from Russian and international exhibitions, golden medals in the nominations “For the High Quality of Products” and “Best Products for the Agricultural Sector”.

Conformity certificate

This Certificate has been issued to the OJSC “Bobruisk Plant of Tractor Spare-Parts and Units” and certifies that the quality management system for production of BELARUS tractors of drawbar category 0.6 and 0.9, designing and manufacturing of harvesting and loading machines on a base of BELARUS tractors, trailers, towing implements and rigs for BELARUS tractors, components and assemblies for mobile techniques conforms to the requirements of STB ISO 9001-2009.



Technical and service maintenance commitments during warranty and after-warranty period are assigned to buyer. Our company provides spare parts, service specialists and refunding of the labor costs for defects removal and transporting costs according to standards. Questions about engine maintenance may be solved by the actual manufacturers: “LOMBARDINI” (Italy), “Laidong Engines Co. Ltd.” (China) and “Minsk Motor Plant” (Belarus) companies, which have service networks in more than 90 countries around the world.

The company practices direct sales, participation in tenders through the dealers and trade agencies. Delivery is mostly carried on FCA Bobruisk conditions (INCOTERMS 2010) and the terms of 100% price prepayment. The letter-of-credit form of payment is also possible. OJSC „BZTDA” has its own vehicle park to make the delivery faster and less expensive.

Delivery is performed within 30 working days from the date of prepay receipt. The Terms can be changed depending on the batch-size of the products.

Our plant has established own product distribution network in European countries, including the joint venture of machines assembling and sales „Belarus Traktor Slovakia” (Slovakia, Shamorin) and cooperative production with „ZUB Dzeirana” company (Lithuania).

Prices, catalogues and other information are attached to this letter.

We hope for successful development of our international business relations.

OJSC “BZTDiA” deputy director
in commercial issues

A handwritten signature in blue ink, appearing to be "V.V. Kisel", written over a large, light blue checkmark.

V.V. Kisel

Ph./fax: +375 225 474742 (Alexei Gaishun, sales specialist)

website: <http://www.bztda.com/en>

e-mail: tdatractor@gmail.com

Our products

All prices are calculated on FCA Bobruisk conditions and 100% prepay (advance payment) **for basic tractor configuration.**

| PHOTO | NAME OF TECHNICS | RETAIL PRICE (USD) | DEALERS' PRICE (USD) | OPTIONS' PRICE (USD) |
|--|--|-----------------------------|----------------------------|--|
|  | <i>BELARUS-311 without cabin (Laidong engine, 29.9 hp, 4WD)</i> | 7600 | 6950 | <i>Front weights - 260 \$. Drawbar -190 \$ (with vertical adjustment - 230\$) Front hitch + PTO - 935 \$. Crossbar - 60 \$. Towing fork - 10\$. Wheels 210/80R16 and 11.20-20 - 70\$. Plastic roof - 300 \$.</i> |
| | <i>BELARUS-311 without cabin (Laidong engine, 29.9 hp, 2WD)</i> | 7200 | 6500 | |
| | <i>BELARUS-311 without cabin (Minsk Motor Plant engine, 35 hp, 4WD)</i> | 8400 | 7650 | |
| | <i>BELARUS-311 without cabin (Minsk Motor Plant engine, 35 hp, 2WD)</i> | 7950 | 7200 | |
|  | <i>BELARUS-321 without cabin - Minsk Motor Plant engine - 35 hp - 4WD</i> | 9400 | 8500 | <i>Front weights - 260\$. Drawbar -190 \$. (with vertical adjustment - 230 \$) Front hitch + PTO - 935 \$. Signal beacon - 40 \$. Crossbar - 60 \$. Towing fork - 10 \$. Wheels 210/80R16 and 11.20-20 - 70\$.</i> |
| | <i>BELARUS-321 without cabin - Lombardini engine - 36 hp - 4WD</i> | 10100 (7650 EUR) | 9200 (6950 EUR) | |
|  | <i>BELARUS-320.4 - Lombardini engine - 36 hp - 4WD</i> | 11200 (8500 EUR) | 10200 (7700 EUR) | <i>Pneumatic system - 355 \$. Front weights - 260 \$. Rear weights - 215\$. Drawbar - 190 \$ (with vertical adjustment - 230 \$). Front hitch + PTO - 935 \$. Signal beacon - 40 \$. Crossbar - 60 \$. Towing fork - 10 \$. Wheels 210/80R16 and 11.20-20 - 70 \$.</i> |
| | <i>BELARUS-320.4M - Minsk Motor Plant engine - 35 hp - 4WD</i> | 10500 | 9500 | |
|  | <i>BELARUS-320.5 - Lombardini engine - 36 hp - 4WD - panoramic cabin</i> | 13400 (10150 EUR) | 12150 (9200 EUR) | <i>Pneumatic system - 430 \$. Front weights - 260 \$. Rear weights - 215 \$. Drawbar - 190 \$ (with vertical adjustment- 230 \$). Front hitch + PTO - 895 \$. Signal beacon - 45 \$. Crossbar - 60 \$. Towing fork - 10 \$.</i> |

| | | | | |
|--|---|-------------------------------------|-------------------------------------|--|
|  | <p>BELARUS-421 (aka BELARUS-422.1K) - Lombardini engine, 49.8 hp - 4WD - cabin excluded</p> | <p>15350 (11600 EUR)</p> | <p>13950 (10550 EUR)</p> | <p>Front weights - 260 \$. Rear weights - 320\$. Drawbar - 190 \$ (with vertical adjustment - 230 \$). Front hitch + PTO - 965 \$. Crossbar - 60 \$. Towing fork - 10 \$. Plastic roof - 300 \$.</p> |
|  | <p>BELARUS-421 (aka BELARUS-410) - Lombardini engine, 49.8 hp - 2WD - cabin excluded</p> | <p>14250 (10800 EUR)</p> | <p>12950 (9800 EUR)</p> | <p>Pneumatic system - 370 \$. Front weights - 260 \$. Rear weights - 320 \$. Drawbar -190 \$ (with vertical adjustment - 230 \$). Front hitch + PTO - 880 \$. Signal beacon - 40 \$. Crossbar - 60\$. Towing fork - 10 \$.</p> |
|  | <p>BELARUS-422.1 with cabin - Lombardini engine - 49.8 hp - 4WD</p> | <p>15600 (11800 EUR)</p> | <p>14150 (10750 EUR)</p> | <p>Pneumatic system - 425 \$. Front weights - 260 Euro. Rear weights - 320 \$. Drawbar -190 \$ (with vertical adjustment - 230\$). Front hitch + PTO - 950 \$. Signal beacon - 45 \$. Crossbar - 60 \$. Towing fork - 10 \$.</p> |
|  | <p>BELARUS 422 - Lombardini engine - 49.8 hp - 4WD - panoramic cabin</p> | <p>17300 (13100 EUR)</p> | <p>15700 (11900 EUR)</p> | <p>Pneumatic system - 425 \$. Front weights - 450 \$. Rear weights - 320 \$. Drawbar (horizontal adjustment) - 415\$. Drawbar (lift type) - 390\$. Hydraulic hook - 395\$. Front hitch + PTO - 950 \$. Signal beacon - 45 \$. Crossbar - 195 \$.</p> |
|  | <p>BELARUS 622 - Lombardini engine - 62.5 hp - 4WD - panoramic cabin</p> | <p>19100 (14400 EUR)</p> | <p>17350 (13150 EUR)</p> | <p>SEMITRAILER PMT-330</p> |
| | | | <p>3500</p> | |

Available Options (NEW)

| | |
|---|--|
| <p>Pneumatic system (BELARUS-320.4/ 320.5/422/422.1/622)</p>  | <p>Towing fork</p>  |
| <p>Front/rear loads up to 360 Kg</p>  | <p>Trailing device</p>  |
| <p>Front/rear hitch with power take-off shaft</p>  | <p>Loading equipment</p>  |
| <p>Light beacon</p>  | <p>Brush</p>  |
| <p>Awning (BELARUS- 311/321/421)</p>  | <p>10. Wheels: - rear 11.20-20 (BELARUS-311/320.4/321) - front 210/80R16 (BELARUS-311- 4x4/320.4/321) - lawn tyres (BELARUS-311-4x4/320.4/321)</p>  |
| <p>Crossbar</p>  | |

Municipal machinery

BELARUS-MU series



BELARUS-MP series



BELARUS-MPU series



Attachable Implements

Our company also offers the following assortment of optionally attachable implements for almost all kinds of agricultural work.

| |
|--|
| Hinged equipment for housing municipal services |
| Semi trailer ПМТ-330 |
| Trailer dumping ПСТ-3,5 |
| Spreader of sand/solid fertilizers Л-116-01 |
| Sand trailer spreader Л-415 |
| Mower КРС-1,4 |
| Harvester-shredder КРС-1.7 |
| Mower КРС -2 |
| Mowing machine КС-Ф-1,6 |
| Hinged loading equipment ОП300 |
| 320-20.00.00.000.0 brush equipment |
| 320-10.00.00.000.0 bulldozer equipment |
| ОП-300.12.00.000 replaceable bulldozer dump |
| ОП-300.11.00.000 replaceable loading pitchfork |
| Bulldozer equipment Б-18 |
| Self-contained park vacuum cleaner ППА-320 |
| Lift-type park vacuum cleaner ППН-330 |
| Excavator equipment ЭТМ-320.01.00.00 |
| Snowthrowing СТ-1500 |
| Hinged equipment for agro-industrial complex |
| Mounted Cultivator-ridger КОН-1,4 |
| Hinged cultivator КНС-1,7 |
| Chisel tiller ОЧ-1,4 |
| Hinged potato-planting machine, 2-line, automatic, Л-201 |
| Hinged potato digger 1-line КТН-1Б |
| Semi mounted potato digger 1-line barrel-roller Л-651 |
| Hinged disc harrow БДН 1,6 disk Ø 510 |
| Hinged disc harrow БДН 1,8 disk Ø 510 |
| Mounted chain link harrow БС-4 |
| Garden carriage for container transportation ТТК-3 |
| Garden cart ТС-3-1000 |
| Mounted two furrow plough Л-101 |
| Mounted two furrow plough Т-101 |
| Hinged bar sprayer ZUBR НШ04.21.21 |
| Hinged sprayer ZUBR НШ04.21G/DS-2 |
| Hinged ventilatory sprayer ZUBR HB04.32.P1 |
| Hinged ventilatory sprayer ZUBR ПБ10.47.P1 |
| Drilling rig БС -500 |
| Baler ПТ-165 |
| Garden rotary cultivator ФС -1,2 |
| Garden rotary cultivator ФС -1,4 |

Prices are formed depending on the presence of the machinery in stock.

Basic technical characteristics of the products

| FEATURES | BELARUS -320.4/320.5 | BELARUS - MU320 | BELARUS – 320MP | BELARUS – MPU320 | BELARUS- 321 | BELARUS -422/422.1/421/410 | BELARUS -622 | BELARUS -311 |
|--|--|--------------------|--------------------|---------------------|-----------------|---|--|-------------------------------------|
| Dimensions | 2900 | 4830 | 4160 | 5380 | 2900 | 3115/3200/3200/3200 | 3450 | 3050 |
| Length, mm | | | | | | | | |
| Width, mm | | | | | | | | |
| Height, mm | 1550 | 1800 | 1500 | 1800 | 1550 | 1570 | 1700 | 1300 |
| Least Turning Radius, mm | 2150 | 2320 | 2300 | 2300 | 2150 | 2245/2220/2220/2220 | 2310 | 2280 |
| Operating Weight, kg | 3700 | | | | 3500 | 3800 | 3900 | 3600 |
| Engine: type, model | 1720 | 2100 | 1800 | 2225 | 1310 | 2205/1885/2205/2205 | 2410 | 1450 |
| Power, KW (h.p.) | Diesel, four-stroke, LDW1603/B3 | | | | | Diesel, four-stroke , Lombardini LDW 2204 (Tier 3A) | Diesel, four-stroke , Lombardini LDW 2204T (Tier 3A) | Diesel, four-stroke Laidong 3T30 |
| Number of Cylinders, pc | 26,5(36) | | | | | 36.6 (49.8) | 46(62,5) | 22(29,9) |
| Aggregate Capacity of Cylinders | 3 | | | | | 4 | 4 | 3 |
| Fuel Tank Capacity, l | 1,649 | | | | | 2.068 | 2.068 | 1.617 |
| Clutch Coupling | 32 | | | | | 64 | 64 | 26 |
| Gearbox | Dry, single-disk, friction-type | | | | | Mechanical, easy engaged clutch | | |
| Number of Gears | Mechanical, step-by-step, constant-mesh | | | | | | | Forward 8, backward 4 |
| Rear Power Take-Off Shaft | Forward 16 (4-speed), backward 8 (2-speed) | | | | | | | |
| Dependent 1, rpm | 540 | | | | | | | 540 |
| Dependent 1, rpm | 1000 | | | | | | | |
| Speed, Km/H forward | 1,0-25,0 | | | | | 1,0-31,7 | 1,2-36,6 | 3,1-25,2 |
| backward | 1,8-13,3 | | | | | 2,1-15,4 | 2,1-19,5 | 5,5-13,3 |