



№ \_\_\_\_\_

## Commercial offer

OJSC "SALEO-Gomel" is the one of the leading manufacturers of hydraulics in the Republic of Belarus. The enterprise is a part of the holding company "SALEO" and sells hydraulic products of brand "SALEO" on the territory of Republic of Belarus, CIS countries, EEA and far abroad.

Today the plant produces a wide range of products: axial-piston hydraulic machines, control and regulating hydraulic equipment for agricultural, road-building, weight-handling, forestry, utility and other specialized machinery; integrated and modular devices for general purpose metal-cutting machines, automatic lines and aggregate equipment used in the production and agriculture; clutch and brake control hydroelectric complexes for mobile machinery; hydro-electric stations; prepacked hydraulic actuators.

The main consumers of the products are the holding companies «MTW», «AMKODOR», «BELAZ», «Gomselmash» and many others.

The main purpose of OJSC "SALEO-Gomel" is the production of high-quality hydraulic components according to global technologies using high-tech modern equipment of the best global manufacturers: Mazak, BMI, Blohm, Melchiorre, Studer, Kadia, Stama, Arthur Klink, IMEL, which allows to produce competitive products.

The presence of the certificate of conformity STB ISO 9001-2009 "Quality Management System" guarantees the high quality of the products.

Our company adapts the products and production to the needs of the clients, and also selects analogues of world brands.

According to the sales policy of OJSC "SALEO-Gomel" in our company there is a system of discounts at long-term cooperation and at fulfilling quarterly obligations of partners.

We invite you to cooperate with our company in sales of the main products of the holding company "SALEO":

- axial-piston pumps and hydraulic motors, hydrostatic transmissions;
- distribution, control and regulation, safety, locking hydraulic;
- integrated and modular devices for general purpose metal-cutting machines, automatic lines and aggregate equipment;
- dosing pumps for steering systems;
- high-pressure hoses;
- hydraulic cylinders.

More information on request.

### Contacts:

Marketing and sales department

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Looking forward to a further fruitful cooperation!

Regards,

Chief Marketing Officer

Alexander Seletsky

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Вид деятельности: производство аксиально-поршневых гидромашин, контрольно-регулирующей гидроаппаратуры для сельскохозяйственной, дорожной, строительной, подъемно-транспортной, лесохозяйственной, коммунальной и другой специальной техники; встраиваемой и модульной аппаратуры для универсальных металлорежущих станков, автоматических линий и агрегатного оборудования, используемых в промышленности и сельском хозяйстве; гидравлических узлов управления сцеплением и тормозами мобильных машин.

«SALEO-Gomel» OJSC  
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Website: [www.saleo.by](http://www.saleo.by)

Type of activity: production of axial-piston hydraulic machines, control and regulating hydraulic equipment for agricultural, roadbuilding, weight-handling, forestry, utility and other specialized machinery; integrated and modular devices for general purpose metal-cutting machines, automatic lines and aggregate equipment used in the production and agriculture; clutch and brake control hydroelectric complexes for mobile machinery.



**«GOMELSTROYMATERIALY»**

**Open Joint-Stock Company**

*246010, Republic of Belarus, Gomel, Mogilevskaya str., 14*

*Tel.: +375 232 59 51 52 Fax: +375 232 59 52 23*

*E-mail: [otmarket@rambler.ru](mailto:otmarket@rambler.ru), [www.oagsm.by](http://www.oagsm.by)*

**Type of activity:** Open Joint Stock Company «Gomelstroyaterialy» is one of the largest producers of the wide spectrum of construction materials in the Republic of Belarus.

Main types of production:

- thermal insulation slabs of mineral cotton "BELTEP"
- cellular concrete wall blocks
- silicate stones and bricks
- silicate blocks

The operations of workshops, departments and services of OJSC «Gomelstroyaterialy» is focused on satisfaction of maximum demand of consumers and provide high quality of customer service.

## COMMERCIAL OFFER

№	Requirements	Brief information
1.	Full company name, year of foundation, PIN	«GOMELSTROYMATERIALY» Open Joint-Stock Company 1949 40051892
2.	Type of activity	production of building materials
3.	Full name of the Manager	General Director - Stanislav Zheromskiy
4.	Goods/services offered for export (including FEACN, articles, technical specifications, etc.).	6806100008 Mineral wool boards heat-insulating 6810111000 Cellular concrete blocks 6810119000 Silicate bricks, stones and slabs All product specifications are available on the website: oaogsm.by
5.	Availability of certificates, permits, licenses, etc.	Products have all the necessary certificates for sale in foreign markets.
6.	Possibility of warranty and service maintenance abroad	Products do not require warranty and after-sales service
7.	Countries: - in which the company currently sells goods/services; - potential partner	Export products are shipped to Ukraine, the Russian Federation, Poland, the Czech Republic, Estonia, Romania, Italy, Lithuania, Latvia, Slovakia, Hungary, Serbia, Bulgaria, Croatia, Germany, Austria, Slovenia, Moldova, Uzbekistan, Azerbaijan.
8.	Basic prices, discounts and terms of provision	Information on current prices is available upon written request of the buyer
9.	Scope and terms of delivery (minimum / maximum lot of goods, transportation, storage)	by road on FCA-Gomel conditions, by rail on DAF terms according to INCOTERMS-2010
10.	Terms of sale of products (direct negotiations, tenders, through the exchange)	sales of products are carried out under direct contracts
11.	Postal address, phone number, website, e-mail, (English-speaking contact person)	246010, Republic of Belarus, Gomel, Mogilevskaya str., 14 (+375 232) 59 52 52; 59 51 80; 59 52 17 www.oaogsm.by <a href="mailto:otmarket@gstrmat.by">otmarket@gstrmat.by</a>  (+375 232) 59 52 23 Maxim, 59 51 52 Darya