

Date: 29.12.2014

To: Importers and manufacturers of meat and dairy sector

Attention: Import department

Dear Sirs,

JSC "Meat Dairy Company" – is a specialized export organization of food products manufactured by enterprises of meat and dairy industry of the Republic of Belarus. The company was established by the decision of the Government of the Republic of Belarus and has an official status of the exporter of the Ministry of Agriculture and Food of the Republic of Belarus.

Kindly acknowledge the pricelist and reply as soon as possible in case you're interested in our products. Please, confirm the receipt of pricelist by sending us a message. Feel free to contact us to receive any additional information that you believe may be relevant to this subject. As well we are open for your counteroffers as far as concern prices and other important issues.

Thank you in advance.

Contact information:

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Commodity: Dairy products

Country of origin: The Republic of Belarus

Product	Commodity Code	Unit	Incoterms	Price per unit, USD
Full Cream Milk Powder <i>25% fat content packed in 25 kg bags</i>	0402211900	MT	FCA	3200
Skimmed milk powder <i>1,5% fat content packed in 25 kg bags</i>	0402101900	MT	FCA	2710
Butter unsalted (monolith) <i>72,5% fat content</i>	0405203000	MT	FCA	3590
Butter unsalted(monolith) <i>82,5% fat content</i>	0405101900	MT	FCA	4070
Whey Milk Powder		MT	FCA	1160
Cheese 45% (shelf life from 30 to 180 days)		MT	FCA	4650
Cheese 50% (shelf life from 30 to 180 days)		MT	FCA	4750

Specification:**Full cream milk powder:**

“EXTRA” grade, STB 1858-2009		“STANDART” grade, STB 1858-2009	
Milkfat, %	From 26 to 41	Milkfat, %	From 26 to 41
Moisture, %, not greater than	4	Moisture, %, not greater than	4
Protein content in dry nonfat milk rest, %, not less than	34	Protein content in dry nonfat milk rest, %, not less than	34
Solubility index, cm ³ raw rest, not greater than	0,1	Solubility index, cm ³ raw rest, not greater than	0,2
Insolubility index, not more than, ml	0,5	Insolubility index, not more than, ml	0,5
Lactose, %	From 37 to 31,5	Lactose, %	From 38 to 31,5
Purification group, not greater than	I	Purification group, not greater than	I
Scorched particles, mg	Max Disc B	Scorched particles, mg	Max Disc B
Acidity, °T	15 - 17	Acidity, °T	15 - 19
Lactic acid, %	0,135 – 0,153	Lactic acid, %	0,135 – 0,171
Free fat, %	2,0	Free fat, %	3,5
Mesofilos Aerobes	1×10^4	Mesofilos Aerobes	5×10^4
<i>Mass of product, where following microorganism are not allowed, gr</i>		<i>Mass of product, where following microorganism are not allowed, gr</i>	
Escherichia coli (Coliforms)	0,1	Escherichia coli (Coliforms)	0,1
Pathogen	25	Pathogen	25
Staphylococcus aureus	1,0	Staphylococcus aureus	1,0
Listeria monocytogenes	25	Listeria monocytogenes	25
Mould in 1,0 gr of Product, not more than	-	Mould in 1,0 gr of Product, not more than	-
Yeast in 1,0 gr of product, not more than	-	Yeast in 1,0 gr of product, not more than	-

Skimmed milk powder:

“EXTRA” grade, STB 1858-2009		“STANDART” grade, STB 1858-2009	
Milkfat, %	Not greater 1,25	Milkfat, %	Not greater 1,5
Moisture, %, not greater than	4	Moisture, %, not greater than	5
Protein content in dry nonfat milk rest, %, not less than	34	Protein content in dry nonfat milk rest, %, not less than	34
Solubility index, cm ³ raw rest, not greater than	0,1	Solubility index, cm ³ raw rest, not greater than	0,2
Insolubility index, not more than, ml	1,0	Insolubility index, not more than, ml	1,0
Lactose, %	48 - 54	Lactose, %	48 - 54
Purification group, not greater than	I	Purification group, not greater than	I
Scorched particles, mg	Max Disc B	Scorched particles, mg	Max Disc B
Acidity, °T	15 - 17	Acidity, °T	15 - 19
Lactic acid, %	0,135 – 0,153	Lactic acid, %	0,135 – 0,171
Free fat, %	-	Free fat, %	-
Mesofilos Aerobes	1×10^4	Mesofilos Aerobes	5×10^4
<i>Mass of product, where following microorganism are not allowed, gr</i>		<i>Mass of product, where following microorganism are not allowed, gr</i>	
Escherichia coli (Coliforms)	0,1	Escherichia coli (Coliforms)	0,1
Pathogen	25	Pathogen	25
Staphylococcus aureus	1,0	Staphylococcus aureus	1,0
Listeria monocytogenes	25	Listeria monocytogenes	25
Mould in 1,0 gr of Product, not more than	-	Mould in 1,0 gr of Product, not more than	-
Yeast in 1,0 gr of product, not more than	-	Yeast in 1,0 gr of product, not more than	-

Butter unsalted:

Butter “Krestianskoe” sweet unsalted, 72,5% fat, STB 1890-2008		Butter sweet unsalted, 82,5% fat, STB 1890-2008	
Fat content, not less than	72,5%	Fat content, not less than	82,5%
Mass fraction of moisture, not more than	25%	Mass fraction of moisture, not more than	16%
Titrate acidity of the plasma, not more than, T	26	Titrate acidity of the plasma, not more than, T	26
KMAFAnM, CFU/g, max	1×10^5	KMAFAnM, CFU/g, max	1×10^5
Weight of the product, g, which is not allowed		Weight of the product, g, which is not allowed	
Colibacillus (coliforms)	0,01	Colibacillus (coliforms)	0,01
Staphylococcus aureus	0,1	Staphylococcus aureus	0,1
Pathogen: Salmonella	25	Pathogen: Salmonella	25
Listeria monocytogenes	25	Listeria monocytogenes	25
Moulds CFU/g, not more than	100	Moulds CFU/g, not more than	100
Yeast, CFU/g, not more than	In total	Yeast, CFU/g, not more than	In total

Cheese:

Cheese, 50% fat content, STB 1373-2009		Cheese, 45% fat content, STB 1373-2009	
Fat content in dairy substance	$50 \pm 1,6$	Fat content in dairy substance	$45 \pm 1,6$
Moisture, , not more than	43 – 44%	Moisture, , not more than	43 – 44%
White salt	Depending on variety of cheese	White salt	Depending on variety of cheese
Ripening period, days	Depending on variety of cheese	Ripening period, days	Depending on variety of cheese
Patogens, including salmonella in 25 g of the product	Not acceptable	Patogens, including salmonella in 25 g of the product	Not acceptable
Group of sticks intestinal bacteria in 0,001 g of the product	Not acceptable	Group of sticks intestinal bacteria in 0,001 g of the product	Not acceptable
Expiry date from the date of production	Depending on variety of cheese From 30 to 180 days	Expiry date from the date of production	Depending on variety of cheese From 30 to 180 days

Whey Milk Powder:

According to physicochemical requirements whey powder shall meet the following specifications:

Name of requirement	Norm for whey powder	
	Whey powder obtained during producing cheese	Sour whey powder
Moisture content, %, not greater than	5.0	5.0
Fat content, %, not greater than	2.0	2.0
Protein content, %, not less than	11.0	11.0
Lactose content, %, not less than	70.0	61.0
Lactose content scaling in anhydrous lactose, %, not less than	61.0	
Acidity of whey powder, recovered to mass fraction of dry materials 6,0%, °T , not greater than	25	95
pH (in 10% fluid)	More than 5,1	To 5,1 inclusive
Lactic acid content, %	To 0,23 inclusive	0,24-0,86
Solubility index, cm3 raw rest, not greater than	0,6	0,6
Ash content, %, not greater than	9,5	15,0

Delivery basis:

The prices are formed on terms FCA The Republic of Belarus

Payment terms:

- 1) 100% prepayment;
- 2) Irrevocable, transferable, confirmed, divisible L/C 100 % at sight against presentation of shipping documents.

Best regards,
General director
J.I. Pustoshilo