

Acronym: **B2B**

1. PRIORITY: FACILITATION OF SUSTAINABLE ECONOMIC AND SOCIAL DEVELOPMENT

1.1. Support strand: Facilitation of socioeconomic development and support for entrepreneurship

Project applicant: Latvian Chamber of Commerce and Industry (Riga, Latvia)

Project partners: Belarussian Chamber of Commerce and Industry (Minsk, Belarus), Panevezys Chamber of Commerce, Industry and Crafts (Panevezys, Lithuania), Daugavpils University (Daugavpils, Latvia)

Financial support: LATVIA, LITHUANIA and BELARUS Cross-border Cooperation programme within the European Neighbourhood and Partnership instrument of 2007

Aim – to facilitate long-term cross-border cooperation and common innovative entrepreneurship, to balance the general conditions for regional business development, development of cross-border exchanges of good practices as well as the increase of circulation of goods and services.

One of the project activities is a cross-border experience exchange, participation in activities that facilitate entrepreneurship in Latvia, Lithuania and Belarus.

PARTNERSHIP OF NEIGHBOURS



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Some succesful stories form the contact exchange organised in Lithuania

Ability to adapt quickly to the clients' needs

The only Schmitz Cargobull Baltic, UAB in the Baltics is located in Panevezys

Schmitz Cargobull AG is a German manufacturer of different types of trailers and semi-trailers. The company's main office is located in Hortsmar, but is registered in Altenberg. Its plants are located in Altenberg, Berlin, Gota, as well as abroad in Spain, Zaragoza and in Lithuania, Panevezys. The company with it's sales and supplier network is represented almost in all European countries and it also has 1200 authorised plants in Europe. Schmitz Cargobull AG has implemented ISO 9001:2008 and KBA standarts. The general director of the Lithuanian company **Raimundas Petrauskas** believes that the Baltic states are perfect place to open and operate various plants. The advantages are - flexibility of employees, education and qualifications. In Lithuania Schmitz Cargobull Baltic has been in operation for 25 years now, it has 300 employees. After the accession to the European Union, the residents of post-socialistic state value the quality of life and opportunities and therefore work hard to achieve western standards of living.

Raimundas Petrauskas:

In Lithuania and in Latvia people still have retained the skills to make something useful out of the scarce resources. In the factory we have a playground, a small training room where we provide training to improve analytical thinking. Sometimes people say, that there is nothing to improve in the German production process. But it is not the case. It is always possible to improve the efficiency of the process, because the client pays for the time during which a product is made. During the recruitment interview people have to solve a problem or assemble parts in 10 minutes. We are looking for leaders. Work can be done using different methods. We see that one person is quicker, another - slower. We constantly inspect the quality, improve work processes, focus on researching and developing. Our system is adapted to quickly react to the clients' needs.



Successful use of the properties of the grain grown in the Baltics

Corporation "Amilina" is one of the most modern plants in Panevezys. The plant operates 24/7 all year round. The production process is continuous. Desire to create the highest possible value added product from high quality Lithuanian wheat urged the company to start an ambitious project- to build and run a wheat starch factory. The construction and installation was carried out from 2005 to 2007 and it's costs reached 150 millions Lithuanian litas. The wheat mill and the feed mill was fully reconstructed and a new plant was build as well as the draying facility for starch and gluten.

The starch produced by the "Amilina" has high purity level and low microbiological contamination. The gluten of the grain grown in the Baltics has very high concentration of protein, good water absorption and excellent viscoelastic properties. The company processes locally grown grain.

Romualdas Cedronas, the technical director of the cooperation "Amilina"

In the past we used to produce flour. It was a complicated business because the competition is high. So 7 years ago we decided to produce starch and glucose syrup. Why we choose wheat? Potatoes contain 15% of starch, but wheat - 60%. The process is more complicated, but more advantageous. Wheat starch can be preserved longer, it has wide range of applications. We produce it for 700 raw materials, that are later used for various products. In a year we process 200-240 thousand tons of grain, produce 100 thousand tons of starch and the same amount of glucose. Mostly it is the starch used for technical purposes, such as production of paper. Only 25% is used for food production, for example, for sausages, yoghurt, confectionery and drinks. We export to 76 countries, including the USA, Finland, Germany, Poland and Czech Republic. We employ scientists and we have our own laboratory. Overall we employ 320 people. We would like to expand. Construction of a new plant is planned in the former sugar refinery.

Cooperation "Amilina" is certified according to Quality Management standard ISO 9001 and Food Safety standard ISO 22000. The company has obtained also Kosher, GMP, BfR and Halaal quality certificates.