

BMA expands activities in Russia



*Parts in the
spare parts store...*



*... and service staff of BMA
Russia*

More than a year and a half ago, BMA Russia, the Russian subsidiary of the BMA Group, was founded in Voronezh. During the following year, this new company made a large step forward, and not just in servicing the installed equipment.

In 2012, another 32 centrifugals were added to the number of machines installed in Russia and just as many were sold to Ukraine, Uzbekistan and Kyrgyzstan. Nearly 300 BMA centrifugals are operating in Russia today, or about 400 machines, if the other CIS countries are included. Since BMA Russia was established, its support service team has been providing quick-response support for these machines. Whenever a sugar factory reports a malfunction in centrifugal operation, an engineer is sent to the factory. The BMA-owned spare parts store located in Voronezh has practically all essential spare parts available

that might be needed for the centrifugal types installed in that region, which is crucial for quick fault elimination.

In the past year, BMA Russia has also commissioned centrifugals supplied to other countries. In summer and autumn 2012 alone, BMA engineers travelled to 26 sugar factories both in Russia, and in Ukraine, Belarus, Central Asia and Indonesia.

In close collaboration with the BMA Group's engineering department, BMA Russia started on the design of process stations for a new sugar factory in Ukraine with a processing capacity of 10,000 t/d. Later project stages will include the assembly of process equipment as well as process assistance.

This new project successfully combines the long years of recognised experience of a European company who is a leader in the sugar

industry and modern technological approaches with the capabilities of the Russian engineers, their practical experience and knowledge of the local conditions.

Russia's accession to the WTO in 2012 brought about a turnabout for many Russian industries. The sugar industry, too, will have to face the challenges resulting from membership in this organisation. In 2006, the European Union within the WTO was pressured by Brazil, the Central American states and other cane raw sugar producing countries to change the sugar market rules. As a consequence, many sugar factories have had to be closed. In the fierce competition with cheap cane sugar, only previously modernised sugar factories with the best performance were able to survive.

In Russia today, there is practically no sugar expert who has never heard of the BMA Group and its safe and efficient products.

With BMA Russia as its regional company in the CIS countries, the BMA Group will be able to keep up with market requirements. Today, BMA is the world's only plant engineering company in the sugar industry with its own engineering office in Russia.

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*Artist's impression of
a new sugar factory*

