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PAVA develops collaboration with Thailand

PAVA keeps up active export collaboration with Thailand, strengthening the existing partnerships and adding new companies to the client base.

RUSSIA, October 04, 2008 **/24-7PressRelease/** -- PAVA, one of Russian major grain processors, keeps up active export collaboration with a South-East Asian country, Thailand. The company has accumulated solid experience of working with overseas markets, and since 2007 export shipments of flour have been characterized by rapid growth. It should be noted that PAVA became the first company in the Russian flour-milling industry to collaborate with partners from Thailand.

Negotiations with the first Thai importer began in February, 2008. In April the first contract was signed, and 371 tonne consignment of flour was delivered to the buyer. Later, in July of the current year, another company joined in the negotiations, to which PAVA shipped two containers with a sample consignment of flour. They will arrive to the port of destination in the first weeks of October.

Transportation by sea takes up a lengthy period, up to 35 days, but the risk of cargo damage is virtually eliminated due to using a special, non-deforming package.

At the present stage of the dialogue, it is already clear that PAVA's partners in Thailand are aimed at establishing long-term business relations. Thai importers purchase flour for resale to manufacturers of confectionery and pastry, who plan to expand their trading networks and therefore provide steady demand for the product.

Recently, two new companies were added to the base of clients from Thailand. One of them is a manufacturer of wafers. Flour used in this production must be characterized by certain quality parameters; therefore, at present, PAVA's specialists have to tackle this issue first. That will lay the basis for successful collaboration in the future.

About PAVA OJSC

OJSC PAVA is known as one of the three leading operators on the Russian grain processing market. Its principal activities are manufacturing and distribution of such products as flour of different grades, cereals, confectionery and animal feed.