

**JUBILEE**



*EkoNiva* celebrated its 15th anniversary 4 December. The jubilee was celebrated in the company of friends, partners, and clients. These are the people who were with *EkoNiva* throughout many years of work.

By Svetlana WEBER

**15 years together!**

This important anniversary came at a complicated time – a year of crisis. It was on this note that company president Stefan Duerr began his speech:

“Real friends can be recognized in times of trouble. And I am very glad that *EkoNiva* has real friends who helped survive this period. I would like to thank the banking institutions which met us halfway on loan issues, our suppliers and clients for their patience, and the administrations of the regions where our company operates for their understanding and support. And, of course, the employees of *EkoNiva* for not abandoning us, but for closing ranks and working even harder. Thanks to this we were able to survive and keep working.”

Even in the rough conditions of this year, *EkoNiva* grew and developed: new branches appeared, land holdings were augmented through the acquisition of two farms, a new stock-breeding complex in the Novosibirsk region was launched, and a stock-breeding complex in the Kursk region and several dairy farms in the Voronezh region were opened after reconstruction.

According to Stefan Duerr, the crisis has its positive sides as well. It's a time to re-evaluate one's views, get rid of what's superfluous and work out a new development strategy. *EkoNiva* sees its future in the development of dairy stock breeding and seed farming. For the implementation of these plans, additional investments have been obtained from the Moscow Credit Bank.

The celebration was filled with reminiscences of past years... How *EkoNiva* advanced ecological farming in Russia, organized exchanges of students from Germany and Russia, and took part in the formation of Russian agrarian legislation. How it began to engage in supplying first used, and then new imported agricultural equipment. How it started its first agricultural project and suffered a fiasco. But that remains in the past...

In the present, *EkoNiva's* five agricultural enterprises engage in agricultural production on 100,000 ha of land. They are developing seed farming and dairy and meat stock breeding. This year the holding's farms harvested 100,000 t of grain (of which 30,000 t are seeds), and produced 30,000 t of milk. Russia's largest service network for servicing imported agricultural equipment was created. *EkoNiva* is one of Russia's largest suppliers of imported agricultural equipment, offering the products of 14 of the world's leading manufacturers of agricultural equipment and instruments. And this is a solid contribution to the technical reequipping of the domestic agricultural industry.

In congratulating *EkoNiva* on its jubilee, Mr. Busse, Director of the Lemken Company, wished that it would reach at least the age of his company – 230 years. That will take some serious work!

**ANNOUNCEMENTS**

**Agricultural Expositions of 2010**

**15-24 January.** 75th International Green Week Exposition and Fair  
**Location:** FRG, Berlin, Messe Berlin Exposition Grounds  
**Organized by:** Messe Berlin GmbH Exposition Company

**2-5 February.** 15th International Specialized Trade and Industrial Exposition Grain-Mixed Fodder-Veterinary Medicine  
**Location:** Russia, Moscow, All-Russian Exposition Centre  
**Organized by:** Expokhleб Marketing Centre

**16-19 March.** Meat Industry 2010, Dairy Industry 2010  
**Location:** Russia, Moscow, All-Russian Exposition Centre  
**Organized by:** The Russian Department of Agriculture, the Russian Meat Union, the Russian Poultry Union, the Russian Union of Dairy Enterprises, Global Expo Exposition Company

**20-22 May.** International Specialized Stock-Breeding Exposition AGROFARM  
**Location:** Russia, Moscow, All-Russian Exposition Centre  
**Organized by:** The Russian Ministry of Agriculture, OAO GAO VVTs, the German Agricultural Society (DLG)

**6-9 October.** International Specialized AGROSALON Exposition  
**Location:** Russia, Moscow, Moscow Exhibition Centre Krokus-Expo  
**Organized by:** The Russian Ministry of Agriculture, Rosagromash

**9-10 October.** Russian Agricultural Exposition *Golden Autumn*  
**Location:** Russia, Moscow, All-Russian Exposition Centre  
**Organized by:** The Russian Ministry of Agriculture, OAO GAO VVTs

**16-19 November.** International Exposition and Conference on Stock and Poultry Breeding: Production and Management EURO TIER  
**Location:** FRG, Hannover, Messe Hannover Exposition Grounds  
**Organized by:** The German Agricultural Society (DLG)







# John Deere combines made in Russia

"These machines have a good reputation, and therefore are in demand among our agricultural producers," says EkoNiva's Sales Department

Director Gennady Nepomnyashchy. "This year, despite the crisis, we have sold over 100 combines. The machines are reliable,

The John Deere Company has opened a factory in Domodedovo, where the most popular agricultural equipment in Russia will be assembled. They decided to begin with grain harvesting combines: the rotary STS9670 and the conventional W650. This will make it possible to satisfy all the grain harvesting needs of Russian farmers.

By Svetlana WEBER

suitable for harvesting all crops, and can be used in Siberia or in the Central regions of Russia."

The first combines will come off the assembly

## EVENTS

line in the beginning of March 2010. 8 and 9 series tractors will also be being assembled at the same time. The first lot will be released in the beginning of April. According to John Deere representatives, product quality will be strictly monitored. It is also important that the equipment produced at the Domodedovo factory will qualify for financing and subsidy programs, which means they will be more affordable for farmers.

How many machines they plan to produce per year is still unknown. According to John Deere representatives, the production capacity of the factory can fill all the orders of the company's dealers.

## EkoNiva has opened a stock-breeding complex in Siberia



Despite the economic complications of this year, EkoNiva has completed construction of the first phase of a stock-breeding complex in the Maslyaninsky district of the Novosibirsk region.

By Svetlana WEBER

Friends and partners of EkoNiva, as well as agricultural producers of the Novosibirsk, Tomsk and Kemerovo regions, gathered at OOO Sibirskaya Niva for the opening. Despite the frost, the guests gladly inspected the new complex and participated in a presentation of agricultural equipment organized by OOO EkoNiva-Sibir.

A complex like this is new for the Novosibirsk region. But in the future, other farms in the region plan to assimilate EkoNiva's experience. As the head of the regional Department of Agriculture, Georgy Ivashchenko, said at the opening, another ten farms in the region will be building dairy complexes, and Sibirskaya Niva will become a base for distributing modern dairy farming technology.

So far only one cow barn for

472 head, a calving section for 100 head, a dairy unit, and office space for the employees have been opened. Now there are 300 dairy cows there. When the complex is working at projected capacity, it will house a 1,800-head dairy herd. Simmental heifers were brought last year

from Austria and Germany. The past winter was a serious trial for them, but now they have very comfortable and warm housing. The animals are housed using free-stall

technology in group and individual boxes on deep litter. For calves there are individual cold-housing hutches. Milking is conducted on a GEA Westfalia Surge rotary milking system with the capacity to milk 220 cows per hour. Herd management is automated using the DairyPlan management



software.

Almost all the milk, 10 tonnes a day, is delivered to the plant of the Unimilk Company, the long-time partner of other EkoNiva stock-breeding farms.

The overall volume of investments in the dairy project came to 250 million roubles, around 80 percent of which were funds borrowed from Rosselkhozbank under the National Agriculture Industry Development Project.

According to Stefan Duerr, President of the EkoNiva Company, the stock-breeding complex will reach an acceptable level of profitability in two to three years.

Sibirskaya Niva doesn't only plan to produce milk and meat. The farm is working towards being licensed as a pedigree stock breeder, which means that later it will be able to sell pedigree Simmental cattle.

## OPINION

**Yury Bugakov,**  
**Director General of ZAO**  
**Plemzavod Irmen:**

"It is important that such a modern stock-breeding complex has appeared in the Novosibirsk region. I think that they will be able to fine-tune the production technology quickly here and start working effectively."

## IN SHORT

This year under the State Program for Agricultural Development, the volume of credit support to the industry was over 900 milliard roubles. A leader in agrarian lending is Rosselkhozbank.

At the beginning of 2009, Rosselkhozbank's share of the lending investments of the entire banking system in the agricultural industry reached 58%. Over the course of ten months of the current year, the bank issued over 330 milliard roubles in loans. Over this period Rosselkhozbank's credit portfolio grew by almost 30%, and by the beginning of November it reached 600 milliard roubles.

The bank is constantly expanding its network of branches. Today it has 78 branches, 1,500 sub-branches, and three offices abroad (in CIS countries). On All-Russian Banker's Day, Rosselkhozbank was acknowledged as the best in the category "Leader in Branch Network Development."

The continuous chairman of the bank's board of administration since its creation in 2000 is Yury Trushin. For his great contribution to the organization of credit support for the agricultural industry, 27 November 2009 he was awarded the Medal "For Service to the Fatherland" fourth degree.



**EVENTS**

## A trip to Agritechnica



Over 30 clients of *EkoNiva* took an informative trip to Germany. Over a short period of time, directors and specialists from Russian agricultural enterprises managed to visit Agritechnica, the world's largest agricultural equipment exposition; see the work of farmers and agricultural cooperatives; and learn the fine points of the work of German breeders.

By Svetlana WEBER

## for bundles of new knowledge and ideas

During the exposition, Hannover's exhibition complex became a place for innovation, bold ideas and non-standard solutions in agricultural mechanical engineering. In spite of the sceptics' predictions, the number of exhibits did not decrease. 2,300 companies from 46 countries displayed their products. Over 500 exhibits were new items, which was especially

valuable. For instance, the John Deere 8345R wheeled and 8345RT track tractors; this machine has become significantly more intelligent. A system for adjusting engine power depending on the tractor's load has been added, which makes for big fuel savings on various kinds of work. As *EkoNiva*'s specialists say, this machine promises to become a top seller. New models have also appeared

in the 5000 and 6000 series - 5090M and 6030.

At the Vaderstad booth, guests could acquaint themselves with the new modifications of the Top Down 900 cultivator, specially created for the Russian market. The machine is more productive than previous models: it has a swath width of 9 metres and attaches to powerful 500-530 h.p. tractors.

The Einbock Company

exhibited its new Hurricane cultivator for primary tillage, with innovative spring tine protection; and its universal Taifun cultivator, which can be used both for secondary tillage and for stubble tillage.

The world's smallest telescopic handler, only 1.8 m in height, was demonstrated by the JCB Company (see details on the AgroCentre insert). Another new item was the 527-58 handler. Productive and compact (2.2 m in height), if the client wishes, it can be lowered to a height of less than two metres.

At the Lemken booth, the all-new Kristall 9 cultivator, the new Tansanit

8 line of mounted and semi-mounted ploughs, and the renovated Zirkon 8 power harrow were presented.

In the course of two days of the exhibition, Russian farmers also visited the Kverneland, Grimme, BvL, Annaburger, Schulte, Degelman, AG Growth, Europlant, and Saaten Union booths. And in the evening they were able to have a friendly, informal supper with the representatives of agricultural equipment and seed providers.

The remaining days of the visit to Germany were dedicated to getting acquainted with the country's agriculture. The guests visited a dairy farm, an agricultural cooperative, and the Nordsaat breeding company.

"The trip is very information-intensive," says ZAO Otkormochnoye director Alexandr Kochnev. "It helps us broaden our view and understand that we can work more effectively."

**One of Agritechnica's gold medals was awarded to the John Deere Company for its Active Command Steering system, which allows a heavy tractor to be straightened at high speeds without the intervention of the operator, and makes work in the field and frontal loading operations easier**

## *EkoNiva*-News has won a prize in the AGRO-MEDIA 2009 competition

For our newspaper, 2009 has ended with yet another victory. In the nationwide AGRO-MEDIA 2009 competition, in the category "My Compatriots," second place was awarded to *EkoNiva*-News correspondent Svetlana Belogubtseva.

By Svetlana PETROVA



The panel gave high marks to her article "In search of happiness," which was published in the May issue of our newspaper. Incidentally, last year *EkoNiva*-News also won a prize in the main agrarian media competition, and this year it received a prize for the best photo story in the *Agrorus* 2009 competition.

The awards were presented to the winners by the Deputy Minister of Agriculture of Russia, Alexandr Petrikov, at the International Industrial Academy in Moscow.

"It's very pleasant, of course, to receive such an award and feel appreciated on such a high level," shares Svetlana Belogubtseva about her impressions. "But the most important thing is that the labours of the people in the countryside—the grain growers, the stock breeders, and us journalists—are being seen and appreciated in the capital. That's a good sign. In my view, that means that agriculture has a big future."

This year over 140 representatives from farms in the Kursk, Belgorod and Voronezh regions came to the Seed Fair organized by the Seed Farmers' Union and the Kursk Regional Agriculture Industry Committee on the base of ZAO Artel in the Oboynsky district of the Kursk region. Here they could acquaint themselves with the products of leading seed producers and suppliers, which were offered by over 20 fair participants.

By Tatiana PAVLOVA

## A trip to the fair for seeds



"Variety and seed quality are the determining factors for increasing yield and product quality," says the Executive Director of OOO *EkoNiva-Semena* and Chairman of the Seed Farmers' Union, Yury Vasyukov. "Our task is to supply farms with high-quality seeds for the newest varieties of all agricultural crops, and return the Kursk region to the country's leading position in seed

breeding and farming."

**Pyotr Chekhlystov, Head Agronomist of the company VS Association, Voronezh region:**

"We came to look at seeds of legume crops and winter wheat, and consult with specialists from *EkoNiva*. It was worth the long trip: we've seen a lot of new and useful things."



**LEARNING BY  
EXPERIENCE**


## Seed farming with a quality mark

**The reproduction and sale of agricultural crop seeds is not only the sphere of marketing agencies; it is also a complex quality control system, integrated with production.**

By Vadim TSUKANOV

The *EkoNiva* Company conducts much work on the propagation and production implementation of new, higher-yield varieties which have been tested and classified according to districts by the State Selection Commission, and also on the propagation of promising varieties with better yield and technological properties for production. *EkoNiva* puts around 30,000 tonnes of genetically and technically high-quality seeds on the market each year.

The high competitiveness of the seeds sold is the result of many factors. The most important of these are a high level of agroproduction and after-harvest seed conditioning, and quality control and adherence to technology in the field, in seed conditioning areas, and in the sales process. The organization and implementation of these procedures within the framework of the OOO *EkoNiva*-APK Holding group of agricultural production enterprises is conducted by the experimental research department of the *EkoNiva*-Semenadivision. For now it includes three specialists with a higher professional education in the sphere of agriculture: Director Vadim Tsukanov, Agronomical Consultant Yevgenia Strelko, and Laboratory Assistant/Researcher Irina Kolyubayeva.

Each day, regardless of the season, the members of this division carry out meticulous but indispensable work on

current operational quality control of agricultural production. It begins from the moment of preparation of seeds for planting in production propagation and continues right up to the moment of shipping them to the end consumer. Only the elite and highest reproductions of agricultural crops are used for planting at the seed farms of the *EkoNiva* group of companies. The sowing qualities of the seeds are strictly monitored, and if the variety purity is less than 100%, the lot is rejected.

Seed production crops are cultivated by intensive methods, using the entire complex of preparations necessary to protect the plants from insect pests and diseases. During the period of ear formation for grain crops and the formation of the generative parts of other field crops, culling of defective plants is conducted. At this stage future lots of seeds which do not meet standards are excluded from seed circulation.



The next stage of quality control is monitoring the harvest. This is one of the main elements whose proper implementation determines the potential fitness of seeds for further propagation. The quality and formation time of seed lots without the possibility of contamination with weeds and other varieties depends on the competent organization of this complex process, as well as the technical equipment. All of *EkoNiva*'s

seed farms have the storage areas needed to allow separate storage of each individually numbered seed lot.

The further work of the experimental department is directed towards the systematic and individual analysis of all seed lots in the period from after-harvest storage to packaging the seeds after sorting in individually labelled sacks. This stage includes analysing each lot 2-4 times, taking into account after-harvest ripening and individual storage conditions. The final product of this work is the ability to offer agricultural producers only reliable, high-quality seed material which meets the standards of normative documents and the specific wishes of the customer.

Work with clients doesn't end there. After signing a contract, members of the agronomical team prepare the entire package of documents for the lot of seeds being shipped; at the time of shipping, arbitration samples are taken and a register and a certificate of transfer and acceptance of goods and documentation are drawn up. The arbitration samples are sealed; one sample is given to the buyer's representative, and the other remains in secure storage at the farm shipping the seeds. If the buyer is not completely satisfied with the goods delivered, specialists from the experimental and sales logistics departments ascertain the reason for the disagreement. In the process of negotiations, even the most insignificant controversies are always resolved.

The functioning of the quality control system is ensured by the company's own seed monitoring laboratory, located at OOO *Zashchitnoe* in the Shchigry district of the Kursk region. The laboratory is furnished with all the equipment, instruments and materials necessary for conducting analyses. The most important of these are a Sortimat sorting machine, a thermostat, an exsiccator, and scales of varying degrees of precision. The introduction of a Canadian mini-sorter which completely imitates a farm's seed conditioning production cycle in the conditions of one laboratory is planned. Work towards the further equipping and expansion of *EkoNiva*'s seed laboratory, as well as the training and professional improvement of its employees, never stops and is being perfected with each tonne of seeds produced.



**TECHNICAL INSPECTION**

In 2007, the Hannover Agritechnica exhibition featured for the first time a new product from BvL, the S1500 self-propelled fodder mixer. In the two years that followed, the machine underwent operating trials and work continued on improvement and optimisation of the design. Finally, in 2009 two models of self-propelled fodder mixers were put into serial production. Those were Maximus 1600 and Maximus 2000, with a respective volume of 16 and 20 m<sup>3</sup>.

By Nikolay BASHKIROV



**BvL Maximus self-propelled fodder**

**mixer demonstrates outstanding results**

In 2007, the Hannover Agritechnica exhibition featured for the first time a new product from BvL, the S1500 self-propelled fodder mixer. In the two years that followed, the machine underwent operating trials and work continued on improvement and optimisation of the design. Finally, in 2009 two models of self-propelled fodder mixers were put into serial production. Those were Maximus 1600 and Maximus 2000, with a respective volume of 16 and 20 m<sup>3</sup>.

Two-axle, self-propelled vertical fodder mixers are fitted with a Deutz 202 hp six-cylinder engine having a turbo-supercharge and air cooling. They have a hydrostatic wheel drive with blocking of the drive axle's differential gear. The standard configuration of the vehicle features a rear drive. Offered as an option is a full four-wheel drive. The front axle is spring-fitted, and the admissible load on each axle is 12 tons. The steering is effected using all four wheels, which provides

and adjustable revolutions: in mixing – 0-35 rpm, in terminal unloading – 0-50 rpm. For the operator's convenience, the screws' operating mode is shown on the display. The weighing device, using four strain gauges with an extra display in the operator cabin, enables programming of up to 50 helpings for loading and unloading. The tub is fitted with a protective shield and hydraulic drive.

The unloading system: shuttle cross conveyor, with adjustable rpm, between the cabin and the tub. The conveyor operating mode is shown on the display. It is possible to additionally install a lateral unloading port on the right or on the left.

The standard configuration also includes: a rear view camera with an automatic switch-on capability, alarm feature when in reverse, heated rear view mirror, electrically operated right mirror, comfortable heated cabin (conditioning as an option), height-adjustable steering lever, spring-fitted seat and head lamps.

All the control functions are performed by means of the joystick. The machine's performance is shown on the display. Operating processes are controlled and managed by a built-in smart system which maximizes the efficiency of all functions of the fodder mixer at optimum fuel consumption. The machine uses well proven components and subassemblies. The company is making full use of its 30-year expertise in the production of trailed fodder mixers.

In 2008, four self-propelled fodder

mixers of the leading European manufacturers, including one from the BvL Company, underwent independent testing. The machines were compared according to a wide variety of characteristics. In terms of loading efficiency, by its own loader the BvL proved to be the best, moving 3,520 kg of corn silo per minute.



a turning radius of some seven meters versus the total vehicle length of 9.5 m.

Unlike the rival models fitted with a milling cutter, Maximus has a new tool for picking up the fodder. This is a structurally sparing roller measuring two meters in width. The pickup roller has 18 segments with four prongs on each. This treats the fodder very sparingly, delivering it via a 700 mm wide rubber conveyor belt to the mixing tub. Such features as adjustable revolutions; reverse, sharpenable and individually replaceable prongs; presentation of the position on the display; automatic roller guiding; and a protective shield with a hydraulic guide make silo pickup an easy and efficient process. The independent loader enables picking up silo from a height of up to five meters.

As in all trailed models, the mixing tub wall thickness is 8 mm, while that of the bottom is 20 mm. Two vertical screws fitted with blades featuring an adjustable angle of attack have an independent drive

The loading device with a structural roller showed itself to best advantage. Thanks to the roller and the sparing vertical screws, the BvL mixer was the sole machine that got an excellent grade for superior mixing, pickup accuracy and fodder distribution. The aerobic stability of the picked silo and fodder in a silage clamp were determined by the heat of the mass at a certain depth at a certain time. In this aspect, too, BvL was among the best. Based on test results, an independent commission recognized the self-propelled BvL fodder mixer as the winner of the competition. It also appreciated the fact that the manufacturer declined a milling cutter, focusing on the careful handling of fodder.

- Maximus 1600/2000**
- Volume – 16/20 m<sup>3</sup>**
- Engine – 202 hp**
- Pickup height – 5 m**
- LxWxH – 9,50x2,30x2,75/3,05**
- Weight – 14 t**
- Tyres – 4x435/50R19,5**
- Speed – 25 km/h**
- Fuel tank – 220 l**





## Stefan Duerr decorated with an order



Stefan Duerr, president of German-Russian EkoNiva agrarian company has received an award from the FRG. The award ceremony conferring on him a cross "For Distinguished Service to the Federal Republic of Germany" took place at the FRG ambassador's residence in Moscow in the presence of German and Russian businessmen and politicians.

By Svetlana WEBER

## for fostering Russo-German relations

When presenting the award, Walter Juergen Schmid spoke about Mr. Duerr's many years of fostering German-Russian relations. He recalled that 20 years ago Stefan had come to Russia as an ordinary student of agronomy on probation who subsequently established a student exchange scheme between the two countries. Thanks to this, thousands of agricultural specialists could grow and develop professionally.

The ambassador pointed out the importance of the dialogue between agropolitical circles to whose development Stefan Duerr had contributed.

"It is very important that an exchange of opinions takes place between agrarian decision-makers in Russia and Germany," emphasized Walter Schmid.

The ambassador also drew attention to successes of EkoNiva: today this is a

major agricultural holding company that tills 100,000 hectares of land, successfully breeds cattle and offers modern farming machines and advanced technologies to Russian farmers.

The ambassador expressed certainty that the high award will intensify S. Duerr's work and further promote good relations between Russia and Germany. Stefan Duerr thanked his colleagues, partners and friends in both countries who have helped him all through those years. He is sure that without their participation the successful work would not have been possible.

Valentin Denisov, chairman of the State Duma Committee for Agriculture called Stefan the people's ambassador to Russia.

"Ordinary farmers in Russian villages as well as politicians, deputies and governors respect and appreciate him."

To prove his words, Anatoly Artamonov, Kaluga Region governor, mentioned S. Duerr's merits in re-equipping the farming industry and introduction of new technologies.

"In the hardest of times, when the Russian farming industry was striking root, Stefan told us how he opposed the sale of land and was right in doing so. Today, rather much land is in private hands which the owners do not wish to till."

Also, he put a premium on Mr. Duerr's personality, pointing out what he believes is his chief asset:

"Stefan is very fond of grass roots people."

### FORUM

## The agrarian industry is the locomotive of the economy.

This idea stood out throughout the entire discussion between journalists and the Deputy Minister of Agriculture of Russia, Alexandr Petrikov. The meeting took place in Moscow at the International Industrial Academy as part of the AgroMedia 2009 festival.

By Svetlana PETROVA



250 mass media workers represented practically every region of Russia. The results of 2009, the perspectives of agricultural industry development, issues of price formation and procedures for issuing credit – all kinds of questions were voiced. The discussion lasted over two hours.

Even during the crisis, our agriculture shows higher production indices than other branches of the economy.

"To a great extent, this was possible thanks to timely measures for counteracting drought, and loans to agricultural producers were prolonged and their terms were adjusted," relates Alexandr Petrikov.

The Deputy Minister also noted that amendments were made in agrarian legislation. Many legislative acts regulating transactions involving agricultural lands were amended. And

this work continues.

Special attention was paid to the development of rural territories. After all, the agrarian industry is not just centners, additional weights, and milk yields. First and foremost, it's people – the village labourers, their lifestyle, and the infrastructure in small towns. Therefore, as was repeated several times during this conversation, it is precisely the development of rural territories which must become a priority in agrarian policy. First of all, of course, this means recruiting young personnel into agriculture and providing specialists with housing.

In all, the result was an informative, lively discussion between like-minded people. In the end, everyone agreed that when the state, farmers and journalists work together conscientiously, the agrarian industry has a promising future.

## Cooperation

10 December in the State Duma, a cooperation agreement was signed on the implementation of the "German-Russian Agrarian-Political Dialogue" project.



The Chairman of the State Duma Agrarian Issues Committee, Valentin Denisov; the Vice-Chairman of the Federation Council Committee for Agrarian and Food Policy, Sergey Lisovsky; and German Ministry of Agriculture representative German Jeub took part in the signing.

Valentin Denisov recalled that cooperation between parliament members from Russia and Germany began in 1994 and was directed towards bringing Russian agrarian legislation into line with the norms and practices of the European Union. He said that it was largely thanks to this that competent laws were developed, making possible the formation of the country's agrarian and food policy and laying the foundation for the effective development of the agrarian industry.

### Project director Harald Hoppe stressed:

"It is very important that within the project, programs directed towards training agricultural industry specialists, solving problems in the area of consumer protection, using the newest technologies in plant and stock breeding, and developing technical regulations for agricultural products are being implemented." New projects for agrarian journalists and rural youth are planned for 2010.



# Better equipment



## for better results

The results of the farming year have been summed up in the Vladimir Region. Among the best farming enterprises are customers and partners of EkoNiva-Vladimir Company.

By Tatiana PAVLOVA

All farming enterprises of the Vladimir Region took part in the event. In his congratulatory message to the workmen of the agricultural industry, Governor Nikolai Vinogradov noted that the country's farming is making progress and improving. Today it is one of Russia's strategic assets.

The most pleasant moment for all those gathered was, indisputably, the handing of awards to the best workmen and enterprises of the industry. Winners were determined in several categories.

The inter-district competition was won by Suzdalsky district. The

best enterprises of the industry in 2009 were found to be: the Lenin Collective Farm of Sobinsky district headed by Natalia Yershova, OOO Rozhdestvo of Petushinsky district headed by Yevgenia Poverinova and the Ilkino Pedigree Animal Farm of Melenkovsky district headed by Sergei Kostryukov.

Vyacheslav Gusev, director of the Vladimir Region Department of Agriculture distributed awards to the best combine harvester operators. He asked the winners on what machines they had scored success. As it turned out, the first place was won by a machine



### REGIONAL AGRO-INDUSTRIAL COMPLEX

operator using a John Deere combine harvester. This brand of equipment is supplied to the region by OOO EkoNiva-Vladimir.

"We are pleased that the winners and laureates of the contest between farmers were our customers and partners," said Andrei Seliverstov, OOO EkoNiva-Vladimir executive director. "Using advanced equipment and technologies, they became the best in their profession.

We have long cooperated with the Lenin Collective Farm, Rozhdestvo Company and many other farms of the district. We supply them with grain combine harvesters and tractors from the world's leading manufacturers like John Deere, Kverneland and Vaderstad. The results of the annual contest have once again proven that outstanding success can only be achieved with outstanding equipment."

ОАО Комбинат Мясной Калачеевский (Open Joint-Stock Company, Kalacheyevsky Meat Processing and Packing Factory) is one of the oldest enterprises in the Voronezh region with a well established production technology, skilled personnel and deep-rooted professional traditions. Its products are known far beyond the region and have been repeatedly awarded the Russian Top 100 Goods medal. The factory has become one of the best in Russia thanks to its gifted leader, Nikolai Astanin.

The Kalacheyevsky factory participates in the accelerated cattle breeding segment of the National Agriculture Development project. Now it is renovates its cattle breeding facilities and building a new hog house for 38,000 animals. Nikolai Astanin has told us about plans to invest 1.5 billion rubles in the company's development, of which 300 million will be channeled into re-equipment.

"The bulk of the funds will be used to build a cattle fattening facility for 6,000 animals in the Kalacheyevsky district, Voronezh region. Thus we plan to fill 20% of our needs using our own raw materials. This will lessen our dependence on suppliers and stabilize the company's performance. The company is prepared to invest 20% of its own funds in the project," says Nikolai Astanin.



## reliable grain storage with minimum losses

The Kalacheyevsky meat processing and packing factory has installed and successfully operates a TWISTER grain storage facility from EkoNiva-Chernozemye Company.

By Sergey LOMANTSOV

Given such a rate of development, an acute need has emerged for a corporate grain storage facility. In this case the cost of grain storage will be 10 times less than at privately owned elevators. In addition, this ensures a continuous fodder supply for animals.

Having considered proposals from several suppliers of grain storage and processing equipment, Nikolai Astanin chose the TWISTER grain storage facilities offered by OOO EkoNiva-

Chernozemye. Such facilities already operate at EkoNiva farms, where they provide completely new and reliable storage and save considerable funds allocated for construction.

In January 2009, talks began over construction of a TWISTER grain storage facility with an 11,000 ton capacity and a DELUX drying complex with an output of 35 tons per hour. As

early as July, the storage facility was built thanks to unique fast-to-install TWISTER silo processing systems and the high professional skills of the installation workers.

A special feature of the TWISTER silo processing systems is superior Canadian quality and ease of use. Its rather low height allows for loading grain by means of mobile devices, which dramatically reduces the overall cost of the facility and essentially simplifies the foundation building technology. The required amount of concrete is 50 cubic meters, which is several times less typically required to build similar silo systems.

"I am glad we are cooperating with EkoNiva-Chernozemye," says Nikolai Astanin. "I am satisfied with the skill and professionalism of the personnel and the quality and efficiency of their work. I hope that this positive example will foster cooperation in the future."

### Personal profile:



**Nikolai Ivanovich Astanin, Director General of OAO Kombinat Myasnoi Kalacheyevsky. Ph.D., Engineering. Meritorious workman of the Russian Federation Food Industry**



# Innovation systems



**EkoNiva keeps on improving its information system for monitoring the operation of agricultural equipment. This year, a substantially new precision tilling system was presented at the Golden Autumn 2009 exhibition.**

By Denis DUDKIN

## KNOW-HOW

Bogballe.

The main capabilities of the new system also include:

- Mapping of farming lands
- Parallel driving
- Determination of the main parameters of agricultural equipment
- Documentary support of field work
- Monitoring of consumption of seeds, fertilizers, and chemical weed- and pest-killers

As a GPS receiver, it is possible to use devices already installed on the equipment, for example, the StarFire receiver on John Deere machines. The system software makes it possible to create electronic maps of soil composition, raster maps for differential introduction of fertilizers and chemical weed- and pest-killers.

By means of GSM/GPRS mobile communications technologies and the Internet, all the data concerning field work of any machine is delivered directly to the server, after which a farm manager or an agronomist is able to easily see on the computer monitor how efficiently the machine is operating on the farm.

These precise tilling and agricultural equipment monitoring systems from EkoNiva will help farmers to increase productivity, optimise all work processes on the farms, reduce the spending on fuels and lubricants, chemical weed- and pest-killers, and seeds. Also they will reduce spending on monitoring salaries of personnel. Each year the farming business becomes more and more competitive, requiring greater investments. That is why even now it is safe to say that in the near future no major farming enterprise will be able to do without such systems.

By virtue of the single ISOBUS standard, our equipment is compatible with controllers from the major manufacturers of agricultural machines such as Vaderstad, Kverneland, Amazone, Horsch and

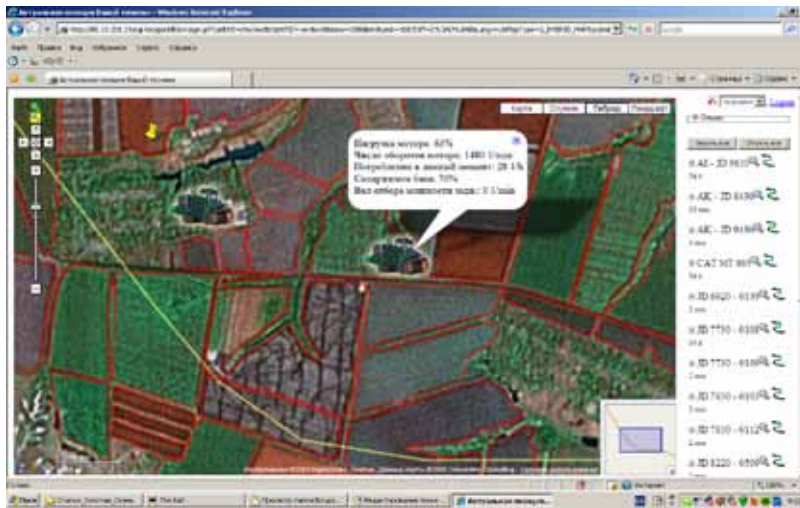
Last year, at the Agrosalon Exhibition our company demonstrated for the first time its own GPS/GIS system for automatic control and monitoring of farming activities. Since then, the system has been considerably improved, becoming more user-friendly. Its very important feature is compatibility with similar programs and systems, such as GreenStar Apex from John Deere and Claas Telematics. Now our system's software can store and study crop production/humidity charts obtained from Claas and John Deere combine harvesters. The special feature of the systems' equipment installed directly on a tractor or a combine harvester is that no extra sensors are required. All the data concerning fuel consumption, movement speed, engine revolutions and load are read by CAN/ISOBUS terminals of the equipment.

At present the system is available in three languages: Russian, English, and German. The biggest merit, probably, is the capability for automatic determination of the trailed unit's work position, which enables more precise and detailed study of the equipment's performance on the field. This capability was first demonstrated at the Agritechnica 2009 Exhibition in Hannover. Compared to the previous year, the field work accounting system has been improved. In the near future it is planned to integrate it with 1C

bookkeeping software.

Up to now this system for monitoring and controlling

a differential introduction system through interaction with trailed equipment controllers.



agricultural machines has been introduced in EkoNiva's own farms in Liski and three large farms of ZAO Agroinvest in Kursk Region. In the future it is planned to equip all the farms with it. The system's tests continue on several tractors at one of 000 Agrookultura's farms. There are plans to start system trials shortly on the farms of ZAO Agro-Oskol.

This year, at the Golden Autumn Exhibition the EkoNiva Company presented a new precision tilling system. It was co-developed with Hansenhof-Electronic GmbH. Part of the equipment has been developed by WTK-Elektronik GmbH of Germany. This cuts spending on seeds, fertilizers, and chemical weed- and pest-killers thanks to







# Focus ON US!

## PHOTO EXHIBITION

**Please, send your photos marked FOCUS ON US! to:**

305004 Kursk ul. Radishcheva, 79-a 000  
EkoNiva-Media or e-mail them to: vesti@ekoniva.com  
Please, feel free to contact us on the telephone:  
+7 (4712) 39 26 60

EkoNiva continues a 'FOCUS ON US!' photo competition. We invite the participation of anyone who thinks that the best moments from the life of a village and of the peasants are moments worth capturing as history. The photos will compete in one of the following categories:

**The best photos will be published in EkoNiva-News and awarded prizes. Moreover, most interesting and attractive pictures will be demonstrated at the exposition.**

1. **Russian Field...** (You can send photographs featuring fieldworks or pictures of beautiful landscapes featuring fields)
2. **Field Machinery of the XXI Century!** (We are expecting photographs of state-of-the-art agricultural machinery and equipment required for implementation of advanced agricultural techniques)
3. **The Renaissance of Livestock Breeding.** (Send us pictures of livestock farms)
4. **Farmers of Russia – we expect portraits of your neighbours, friends and relatives...** and any other persons who work on the land
5. **My Native Village and My Home** (Send us photos featuring the most interesting moments in the life of your native village)



**Grow up, buckwheat, big, not small!**  
Buckwheat sowing at KFKh Individual Entrepreneur Nekrasova, Lgovsky district, Kursk region

**Even on holiday I have to work!**  
Maxim Trineyev, KFKh Chernozym, helps Sri Lanka's agriculture



**"Just like mom and pop, we think the quadrille's the tops..."**



Ensemble «Vdokhnoveniye» from the village of Shchuchye, Voronezh region

**See what kind of girls EkoNiva has?**



**Excellent support!**  
A JCB handler can always find a good angle. Sacred procession at Korennaya Pustyn



**Just like on an airplane's ramp Marching in a row we have A troop of spotted heifer calves!**  
A new lot of heifers arrives at EkoNivaAgro's Dobrino dairy complex

## Harvest Days, the focus of attention

**REGIONAL NEWS**

**EkoNivaSibir attended the Agrosib. Siberian Farmer 2009 and Harvest Days 2009 exhibitions.**

By Yekaterina MOREVA



This year, around a hundred companies and organizations from Moscow, Siberia, Voronezh, Tatarstan and other Russian cities attended the Agrosib. Siberian Farmer Exhibition.

"The exhibition has convincingly demonstrated the results of work in the Agro-Industrial Complex, as the oblast and region pooled efforts to address the problems of the Complex," said

Alexander German, sales manager of OOO EkoNivaSibir. Thanks to the exhibition, the farming industry can move on, establishing new direct contacts between suppliers of agricultural machinery, equipment, and products and their consumers.

EkoNivaSibir displayed John Deere agricultural machines. This year the focus was on the John Deere 5725 tractor, John Deere 7350 fodder harvester and John Deere 4730 self-propelled sprinker.

Simultaneously, the 10th regional agricultural exhibition of the Novosibirsk region's farming industry, Harvest Days 2009, was held at the ITE Siberian Fair

exhibition facility. This is an annual event arranged by the region administration.

The Harvest Days is the summing up of work done by the farming industry over the course of the year. It provides an opportunity to single out the best farms and districts and to show their achievements. Thirty districts of the Novosibirsk region took part in the exhibition. Upon completion of the festivities, EkoNivaSibir was awarded the Golden Medal of the Harvest Days 2009 Exhibition for its

active promotion of agricultural machinery and new technologies in the Novosibirsk region.



## The best lady director is in EkoNiva!



**Tatiana Kuzmina, director of OOO Kaluzhskaya Niva, won *The Lady Director of the Year* regional competition. She was named best in the Farming category.**

By Tatiana PAVLOVA

Forty-six applications were submitted to *The Lady Director of the Year, 2009* contest in the Kaluga Region. Only 18 lady contenders made it to the finals. Among them was Tatiana Kuzmina, who is, incidentally, the sole woman among the corporate leaders of the EkoNiva agricultural enterprises.

"I owe my victory not only to my own efforts," says Tatiana Kuzmina. "I think that the performance of our enterprise played the key role. We have something to be proud of. The milk yield in 2008 was 7,000 litres per cow. Crop production figures are not bad, either. For instance, grain crops production was 3.75 tons per hectare; that of potatoes, 25.0 tons per hectare; and of silage maize, 24 tons per hectare. This year our farm became a pedigree reproducer. We breed pedigree Brown Swiss cows."

The guiding principle of Tatiana Kuzmina as a leader is "Do unto others as you would have them do unto you." And then all the plans will be implemented and all goals achieved.

## EkoNivaAgro wins now on the football field



**The football team of EkoNivaAgro (Kolybelka village) scored a victory in a championship of the Voronezh Region Trade Union Sports Club. This year, 23 teams from 16 districts of the Voronezh Region participated in the event. All of the final games took place at the Vostochny stadium, Liski town.**

By Yekaterina GALUSHKINA

Having successfully played two qualifying games, EkoNivaAgro made it to the finals on total points. According to the team's coach Yevgeny Lyubenko, in previous games the players had demonstrated dauntless daring and team spirit. EkoNivaAgro beat the Spartak team from Davydovka by a score of 4-2 and were 4-0 victors over Temp from Boguchar.

On 18 October the final game took place with the FK Ternovka team. EkoNiva again proved its superiority over the rival. The game ended with a score of 2 goals to nil.

"In 2007 the EkoNiva Company took charge of the Kolybelskoye farm," says Yevgeny Lyubenko, EkoNivaAgro coach. "It was then that our team drew attention to itself. Thanks to the support of Alexander Rybenko, the team has acquired a face of its own, i.e. dress with the company's logo, a high quality outfit, motor vehicles and

all else required for successful training."

The results were not long in coming. In 2008, at a similar competition, the EkoNivaAgro team was seventh among 24 participants. This season, the guys rose to the top of the league.

Upon completion of the tournament, the Voronezh referees noted individual contributions of the players. The Liskinsky district administration awarded prizes to the best five players of the tournament. Vladimir Kozhushko was named best defender of the Tournament 2009, and Dmitry Goncharov, the best striker (both are players of EkoNivaAgro). For excellent collective effort and the victory in the Regional Championship, the EkoNivaAgro team has been awarded a challenger cup.

"We are prepared to defend our title in the next season," says the team's manager. "The important thing is for the cup to stay with us at least for another year!"



**STOCK RAISING**

# Housewarming



## on the dairy farm

**Two stock-raising divisions of the EkoNivaAgro Company are expanding at once, taking in new residents: red and white heifers and cows.**

By Svetlana PETROVA

The first lot of heifers, 130 head, arrived at the Dobrino dairy complex of OOO EkoNivaAgro. A total of about 200 heifers will be delivered here.

In Dobrino they are filling a new area for raising calves. Here, as in other subdivisions of EkoNivaAgro, free-stall open-air housing of cattle is employed.

“That way the animals grow up more stable, less susceptible to disease, and more adaptable to climatic conditions,” says the head of the Dobrino dairy complex, Nikolay Lisitsyn.

In all there are over 600 cows under his care, 407 of which are dairy cows. The complex produces 4,200 kilograms of milk each day, most of which is bought by the Unimilk company (Lipetsk region).

And in the Vladimirovskoye division, the first new residents are breaking in the newly opened calving area. At the moment there are 40 dry cows and 90 heifers here, brought from other divisions of OOO EkoNivaAgro. In all, around 600 head of cattle are supposed to come live here.

Some three months ago, total desolation reigned here. Only the wind was the master in these old, deserted walls. Now, under the direction of EkoNivaAgro, the

Vladimirovskoye complex has been reborn.

For now, five people work here. But when construction is finished and the complex starts working at full capacity, there will be around thirty specialists. It will even have its own pharmacy. A special room has been set aside for this. Work is being conducted practically around the clock. The launch of the second stage of the complex is planned for before the New Year.

And then, after the holidays, the first calves will appear!



Today many agricultural producers are meeting the state halfway and are working on land whose status is still unclear. But, unfortunately, farmers receive no guarantee that the state will lease or sell them this land.

By Alexey ARISTOV, lawyer of OOO Ratum Law and Consulting Group

# Land with unclear status:



## to work or not to work?

Agricultural producers most often encounter such difficulties during bidding on the sale of or leasing rights to land plots which are state or municipal property. RF Government Regulation No. 808 of 11.11.2002 contains the following clause: “Bidding is open to all participants and is conducted in the form of an auction or competition. Moreover, the auction may be open or closed with respect to the form of submission of offers on the price or the amount of lease payments.” It is worth mentioning that whether the auction will be open or closed is determined by the municipality itself. The



question arises as to how an agricultural producer working on a state-

owned plot of land can be sure that, during a closed auction, another participant won't offer a higher price and automatically win the auction. It could turn out that he will lose his investment and the harvest which he could have reaped if he had won the auction. Thus, the omission of the term “closed auction” in the abovementioned clause would not give rise to the large number of problems which, unfortunately, agricultural producers encounter.

Another improvement in the legislation which would help reduce problems encountered

by agricultural producers when buying and leasing land would be to give those agricultural producers who own neighbouring plots the right of first refusal with regard to buying or leasing state-owned plots. Similar clauses exist, for instance, in Federal Law No. 127-FZ, dated 26.10.2002, On Insolvency (Bankruptcy), namely: “The right of first refusal with regard to acquiring the property of the debtor shall be given to parties engaging in the production or production and processing of agricultural products and who own land plots directly bordering on the land plot of the debtor.” Similar clauses in land laws would make the lives of agricultural producers much easier and would protect their work on state-owned lands.



# Stefan Duerr:



*On the eve of Farmer's Day, the president of the Russo-German company EkoNiva was awarded an order "For Distinguished Service to the Federal Republic of Germany". Stefan Duerr was one of the first German investors to start working in Russia's farming industry. Below is an interview with a focus on what those years were like, what problems Russian farming faces today and for what services Stefan Duerr has received this high award.*

By Svetlana WEBER

## Political problems must not weigh on farmers

### From a "black hole" to new technologies

**- You found yourself for the first time in our country when it was still called the Soviet Union. What were your impressions?**

- In 1989 I came to the Moscow region as a student of agronomy on probation. Subsequently, I continued my probation on a farm in the Kursk region. I'm glad I witnessed the Soviet work pattern. Back then not all was as bad as described today. It was in the nineties that a crime against farming was being committed. In the chaos and free-for-all of that time it was a mistake to turn arable land into private property. When land was in the state's hands there was a unique chance to put it in order. However, this did not happen. The land was given away as shares instead of offering it out on a long-term lease. This has led to a situation in which much of land is owned by people for whom farming is not a priority business.

**- In those years, on the instruction of the German Ministry of Farming you consulted for the agrarian committees of the State Duma and of the Federation Council. Which issues were then particularly acute?**

- For instance, what had to be done with former kolkhozes. We, the German advisers, were probably the only specialists trying to preserve large farming enterprises in Russia, unlike American and British advisers who proposed leaving only the farming estates. Following the unification of Germany, the initial intention was also to break down collective farms. But it soon became clear that this method is not efficient. I am glad that I too contributed to the preservation of large farming enterprises.

**- When did you switch over from politics to more practical work, such as the supply of farming equipment and seeds?**

- In 2000 the Russian farming industry started attracting attention. The policies of Aleksei Gordeyev, the then Minister of Agriculture, were very reasonable. The agricultural industry began to develop rapidly. Farmers again took an interest in new technologies and highly productive seeds. So

we undertook that business, offering the world's best manufacturers' equipment and modern European-selected seeds to Russian farmers. After that we launched our own agricultural projects in the Voronezh, Kursk, Novosibirsk, Orenburg and Kaluga regions.

**- How did your work proceed last season when acquiring foreign-made agricultural equipment was practically out of the question?**

- The restrictions imposed hampered for a year the re-equipment of the agricultural industry. This had a negative impact on the agricultural producers. In order to compete against the leading powers in the field of food production, it is necessary to use modern machines and technologies not inferior to those of rivals. Regrettably, the Russian manufacturers of agricultural machines can offer no such thing. Thus the Russian farmer, to his detriment, has to support the Russian machine building industry.

### The crisis, a year on

**- How do you assess the consequences of the world financial crisis for farming?**

- For farmers, the crisis broke out not on 15 September with the Lehman Brothers bankruptcy but somewhat earlier, when the 2008 grain price got established much lower than expected. Nobody knew what lay ahead. It was difficult to work under such circumstances. It's good that Rosselkhozbank (the Russian Bank for Agriculture) did not curtail credits. Loan grace periods were prolonged for farms in a financial predicament. The bad thing is that the investment activity stopped altogether.

**- What positive effects of the crisis could you point out?**

- Struck by the crisis, some foreign and Russian investment foundations buying up land at appalling prices quit the farming business. This reduced the prices to a reasonable level. Now land is affordable to those who wish to work it, not to speculators.

**- What is the situation like today?**

- This year we all were looking forward to the usual grain price, but it didn't happen. It is possible to survive one year of a low grain prices, but surviving two years is really hard. Not all farms can survive this. One has to reduce somehow the production cost. And also something has to be done about the prices.

We put our bets on milk and are resolved to expand our dairy production. Now EkoNiva facilities turn out almost 100 tons of milk per day. We seek to increase the output to 130-140 tons per day. We have everything necessary to achieve this, including the support of the national projects financed by Rosselkhozbank in Kursk, Kaluga, and Novosibirsk. It is unacceptable for Russians to be fed with milk powder.

### Teach and learn

**- For 15 years you have been supervising the Russo-German Agro-Political Dialogue project. This work has won a state award. What did you achieve during that time?**

- At first the relationship developed

thus: Germany was teaching and Russia was learning. However, soon it became clear that this is a reciprocal process. So, a fully fledged exchange of knowledge and experience began. Agrarian consultations turned into an agro-political dialogue. Russo-German relations in agriculture must become



an example for other countries. It's a pity that Germany does not now independently address some agricultural issues since they are within competence of the European Union. The latter, however, in dealing with agrarian issues is often guided not by common sense but by the general political situation. As a result, farming becomes a tool in settlement of political problems. So agrarians of all countries suffer for the sake of political expediency. This must end. Political problems must not weigh on farmers' shoulders.

**EKONIVA**  
**ЭКОНИВА**

Publisher and founder: 000 IA EkoNiva-Media

Registered office:

305004 Kursk, ul. Radishcheva, 79-a,

Editor-in-Chief: Ms. Svetlana Weber

Address of the editorial office:

305004 Kursk, ul. Radishcheva,

79-a,

tel. +7 (4712) 39 26 60

www.ekoniva.com,

e-mail: vesti@ekoniva.com

The journal is registered by the Federal Service for Supervision in the Sphere of Mass Media, Communications and Culture Heritage Security.

Registration Certificate for Mass Media

ПН № ФС77-31049 of 25 January 2008

Distributed free of charge

Translated by the Kursk Translation Bureau

www.perevod.kursk.ru, e-mail: buro@046.ru

The journal was printed in OOO Mechta

Russia, Kursk, Souznaia 71,

tel. +7 (4712) 319292

Signed for publication \_\_\_\_\_

Circulation: 750 copies Order No. \_\_\_\_\_