

## The agriculture industry today:



## what we have achieved in two years

In order to discuss changes which have occurred in the agriculture industry during the implementation period of the law and state program On the Development of Agriculture, and also to evaluate their effectiveness, representatives of federal ministries, regional authorities, and scientific organizations, as well as executives of large Russian agricultural enterprises, gathered at the State Duma Committee on Agrarian Issues.

By Tatiana PAVLOVA

### Farmers recommend...

All those who had gathered noted the positive changes which have occurred, particularly with regard to financial support for agricultural producers. As Ministry of Agriculture representatives commented, the amount of compensation on short-term and investment loans has been increased from 2/3 of the Central Bank refinancing rate to 80 percent, and on loans for dairy and meat stock raising to 100 percent. In general, loans have become more accessible to farmers.

As a result of the measures taken, in the crisis year, the agriculture industry was the only sector of the economy in which production growth not only did not decrease, but was maintained. In 2009 over 100 million tonnes of grain were

harvested, and the production volume in stock raising increased. Over 250 new dairy and meat production facilities were built.

But as many speakers noted, despite positive changes, there remain many problems in the industry. These include price disparities, problems in connection with agricultural land transactions, and a decrease in the pace of technical reequipment.

"Not only the situation with the logistics of the agriculture industry and the decline of investments in the sector cause alarm," says State Duma Committee on Agrarian Issues chairman Valentin Denisov. "The low level of pay in agriculture is also worrisome. It is two times lower than in other sectors of the economy."

Conference participants drafted recommendations to the Government, the Ministry of Agriculture of the RF, and regional authorities. In their opinion, it is necessary to work more actively on improving agrarian legislation: in land relations, seed farming, and pedigree stock raising. It is also necessary to speed the passage of normative

legal acts promoting the development of the internal food market and the normalization of price formation.

### In 2010:

- 107.6 billion roubles have been allocated for the development of the agriculture industry
- the federal centre's share in financing the state program will increase from 50 to 65 percent
- 230 billion roubles will go toward loans for new projects
- the implementation of 220 projects in meat and dairy stock raising is planned.

## ANNOUNCEMENTS

**1-4 July.** Field Day 2010 seminar and conference

**Location:** Republic of Tatarstan, Laishevsky district, Tatar Agricultural Scientific Research Institute

**Organized by:** The Ministry of Agriculture and Food of the Republic of Tatarstan

**2 July.** Demonstration of the John Deere 7350 forage harvester

**Location:** Novosibirsk region, Kochenevsky district, Chiksky pedigree breeding farm

**Organized by:** OOO EkoNiva-Sibir

**4 July.** Demonstration of the John Deere 7350 forage harvester

**Location:** Kemerovo region, Promyshlennovsky district, ZAO Vaganovo

**Organized by:** OOO EkoNiva-Sibir

**8-9 July.** Voronezh Field Day

**Location:** Voronezh region, Khokholsky district, KFKh Knyazev

**Organized by:** The Voronezh Regional Department of Agrarian Policy, the Voronezh Regional Agriculture Industry Information Support Centre, VF Centre

**16 July.** Pedigreed livestock and stock-raising equipment exhibition

**Location:** City of Vladimir, Vladimir Federal State Institution for Pedigree Stock Breeding

**Organized by:** The Department of Agriculture and Food of the Vladimir region

**30 July.** Field demonstration of grain harvesting equipment

**Location:** Voronezh region

**Organized by:** The Voronezh Regional Department of Agrarian Policy, the Voronezh Regional Agriculture Industry Information Support Centre, VF Centre

**27 August.** 8th Interregional Trade Exhibition of Pedigreed Livestock and Stock-Raising Equipment

**Location:** Voronezh region, Novousmanskyy district, OAO Plempredpriyatiye Voronezhskoye

**Organized by:** The Voronezh Regional Department of Agrarian Policy, the Voronezh Regional Agriculture Industry Information Support Centre, VF Centre

**August.** Field Day at Sibirskaya Niva

**Location:** Novosibirsk region, Maslyaninsky district, OOO Sibirskaya Niva

**Organized by:** OOO Sibirskaya Niva

# LEMKEN and GRIMME EVENTS

Agrotechcentre's first undertakings in the town of Detchino in the Maloyaroslavetsky district of the Kaluga region have started operation. Leading European agricultural equipment manufacturers Grimme and Lemken have opened their production centres here.

By Tatiana PAVLOVA

## have opened factories in Russia

The history of the creation of the 40 ha Agrotechcentre, the only one of its kind in Russia, began in September 2007, when an investment agreement was signed between the Government of the Kaluga region and five European companies which work in agribusiness: Grimme, Lemken, Wolf System, Big Dutchman, and the Russian-German company EkoNiva. And now the first swallows of the project - the Grimme and Lemken companies - have opened factories in the Kaluga region.

Present at the official opening ceremony were representatives of the Ministry of Agriculture of the RF and the administration of the Kaluga region, representatives of Grimme

and Lemken, and also dealers and executives of large Russian agricultural enterprises.

"This event has huge significance for us," says Grimme Company owner and chairman of the board Franz Grimme. "Grimme has been operating in Russia for over 15 years. We never doubted that as Grimme-Rus we can look with confidence at tomorrow; after all, the Russian market is the market of the future."

The twin buildings of the two companies' factories, each of which has an area of 3 ha, are completely ready for operation. Here there are assembly workshops, parts warehouses, repair shops, and administrative areas. A special place has been set aside for classrooms where the companies' service personnel,

dealers, and students of the Detchino Agrarian College will be taught.

Grimme has set up assembly of its aggregates and has sold over 20 potato-planting machines and about 30 tillers manufactured in Russia. The first Lemken machines

equipment in Russia. That means that investments will increase, the total volume of which comes to over 600 million roubles to date, and to the already existing 60 job positions at the two factories will be added new ones.

"We are glad that companies with world-class names have come to the Russian land," noted the

economic collaboration on a mutually beneficial basis."

After cutting two symbolic ribbons, one red and one blue, the directors of the Russian branches of the companies, Yury Rusanov (Grimme) and Vitaly Petrov (Lemken), officially opened the factories in Detchino.

"With the opening of production in the Kaluga region, we have not only gotten closer to Russian farmers," says Director General of Grimme-Rus Yury Rusanov. "Now all the equipment qualifies for financing and subsidization programs, which means it will become more affordable for Russian buyers, while maintaining the most important thing: German quality which you can always count on."

### OPINION

**Andrey Samoshin, director of the agricultural holding Natsionalnaya Zemelnaya Kompaniya:**

"We produce over 100,000 tonnes of potatoes a year using Grimme and Lemken machines. I'm delighted by this successful collaboration between us. I'd like to wish all of us determination in achieving our goals which is as strong as the steel of Lemken machine attachments, and relationships with one another which are as gentle as a Grimme machine harvesting potatoes."

assembly line in summer.

The companies plan to set up full production of

Deputy Minister of Agriculture of the RF, Alexander Belyayev. "It's a positive example of

## Investments

The Angus Genetics Centre held the first pedigreed Aberdeen-Angus bull auction in Russia. The organizers consider this event to be symbolic and capable of stimulating the development of the stock-raising industry in Russia.

By Svetlana WEBER



in the future of Russian stock raising

The buyers, of whom there were 13, were presented 50 yearling bulls from distinguished parents whose genetic material is in huge demand not only in America, but in Canada, Australia, and New Zealand. Each bull put up for sale is registered

with the American Angus Association and has a special certificate.

The very first lot was sold for the highest price - 750,000 roubles. The buyer was the St. Petersburg company Agrosurs. The intensity of emotion was heated up by professional auctioneer

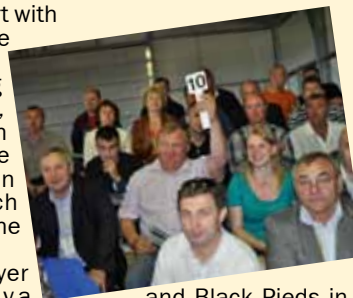
Joe Goggins, specially invited from America, who amazed everyone with his fast talk, humour, and well-aimed retorts, which helped buyers to part with their money more quickly.

"By making a purchase, you're making an investment in the future of Russian stock raising, which will be able to feed the whole world!"

The largest buyer was the EkoNiva Company. The director of the company's stock-raising division, Konstantin Udaltsov, who participated in the bidding, was happy with the results of the auction: instead of the planned five bulls, he was able to buy seven.

"We're starting a meat project in the Novosibirsk and Voronezh regions," shared Konstantin Udaltsov. "Its main purpose is to improve meat quality by culling dairy cows. For this purpose we chose the Angus breed,

because it matures the fastest and has high quality meat. We will use this breed to improve Simmentals in Voronezh



and Black Pieds in Novosibirsk. The first step is done: we've acquired the bulls!

Sergey Nitsenko, founder of the Angus

Genetics Centre, noted that it's difficult to be pioneers, but also interesting:

"We're setting an example of how to develop meat stock breeding in a civilized way."

According to the assessment of our American colleagues who were at the event, the auction took place at a high level, although not all of the bulls that went under the hammer were sold. Guests celebrated the results of the first auction in Russia at dinner. On the menu, of course, were excellent steaks from marbled Angus beef.



**EVENTS**

# The agriculture industry today:

## what we have achieved in two years

**EkoNiva Company president Stefan Duerr spoke about the pressing issues of agricultural producers and the effectiveness of the state program. The holding's agricultural enterprises operate in the Kursk, Voronezh, Kaluga, Novosibirsk and Orenburg regions on 105,000 ha of land. They engage in plant and seed farming and the development of meat and dairy stock raising (12,000 head of cattle, of which 6,000 are dairy cattle). Over 2,000 people work on EkoNiva farms.**



**Beginning on p. 1  
In the first person**

"We're staking on milk and beef production," says Stefan Duerr, "even though it's the most complicated branch of stock raising. Recently we have been actively developing, and total investments equalled 2.6 milliard roubles. These were both our own resources and loans from Sberbank and Rosselkhozbank.

I think that the future is in modern, high-tech complexes. Of course, this is an expensive option. Cost per head comes to 200,000 roubles. Therefore, without state support, building new complexes is unrealistic. But at such complexes we can produce high-quality milk and sell it at a respectable price. Now state support is

noticeable. I am thankful that interest expenses are compensated and the acquisition of cattle and stock-raising equipment is subsidised. Thus, in 2009 we received 220 million roubles in subsidies. This stimulates us and other companies to develop. I think that by the end of this year we will have 8,000 cows, and by the end of 2011, we will have 12,000 head of dairy cattle.

Today in the villages the issue of personnel is acute. Without a solution, development will be very difficult. In order for people to return to the village, we must not only solve housing issues. We need to create an infrastructure – nursery schools, hospitals, and cultural institutions – in order to provide

normal living conditions for young families. It is important that the state pay special attention to



the development of rural territories; otherwise, it will be difficult to keep young specialists in agriculture.

I would like industry leaders to pay attention to the following factors.

Income tax relief ends in 2012. If the relief is not continued, companies which do not conceal their income

will take serious losses. Everyone will start working 'under the table' again; after all, agriculture is an industry where one can 'hide' everything: milk yields will 'drop', harvests will 'decrease'. And we will return to what we have fought so hard



to leave behind over the last few years. I wouldn't like that to happen...

Today many speakers said that we must resolve the issue of unclaimed land shares as soon as possible. The land is standing vacant, but someone could be working on it!

I would like to say a word about limitations on the import of agricultural equipment. Certainly we need to support domestic agricultural equipment manufacturing, but not at the expense of agricultural producers, who should have the opportunity to use modern equipment and work with new technologies. I hope that we will be able to resolve these issues in the near future.

As for the effectiveness of the state program for agriculture industry development, I think it has been successful. I am sure that its further implementation will contribute to Russia's ability to provide its

people not only with grain, but also with milk and meat."

# Finances at work

**To date, 1.6 billion roubles allocated by the Central Chernozemye bank of SB RF are at work in the economy of the Liskinsky district of the Voronezh region, 910 million of which are investments. The chairman of the Central Chernozemye bank of SB RF, Aleksandr Solovyov, evaluated the effectiveness of the bank's investments during a working trip to the Liskinsky district.**

By Yulia SALKOVA



At 000 EkoNivaAgro, all 12 stock-raising facilities were launched with the financial support of Sberbank. Aleksandr Solovyov, along with district head Viktor Shevtsov and president of the EkoNiva Group of Companies Stefan Duerr, visited three of the agricultural enterprise's stock-raising facilities. The

delegation inspected reconstructed dairy farms for 600 head at the village of Dobrino and for 470 head at the village of Vysokoye, as well as the high-tech stock-raising complex at the village of Shchuchye for 1,200 head of dairy cattle.

The guests also looked at the new facility

which is under construction at the village of Kolybelka, where since April of this year, construction of a stock-raising complex for 1,800 head of dairy cattle has been in full swing. The total area of the new complex is 9,000 square metres. Full commissioning is planned for 2013. According to Stefan Duerr, by the beginning of this autumn the first 50 head of black and white Holstein-Frisian cattle will move onto the complex site, and by the end of the year the first line, which will house around 1,000 animals, will be launched. Sberbank granted a loan of 517 million roubles for the construction of this large-scale facility.

"Today I can boldly say that the funds invested in the Liskinsky district are working successfully," says Aleksandr Solovyov. "EkoNivaAgro is a worthy example of the effective use of each rouble allocated by Sberbank. Here they invest money in advanced technologies, high-productivity cattle, and quality feeds. I think that we made a good choice when we started working with EkoNiva, and our longstanding partnership will continue to develop on the basis of trust and mutual understanding."

# Seed breeding and seed farming –

## LEARNING BY EXPERIENCE

Within the scope of the German-Russian Agrarian and Political Dialog project, an informational trip to Germany regarding issues of seed breeding and seed farming took place. Representatives of the State Duma, the Federation Council, the Ministry of Agriculture, the Ministry of Economic Development, the State Selection Commission, the Russian Agricultural Centre, and Russian experts acquainted themselves with European experience. Considering that amendments to the Law of the RF "On Seed Farming" are presently being prepared amidst much debate, German experience turned out to be more needed and beneficial than ever.

By Svetlana WEBER

# the future of plant farming

It is important to emphasize that the programme of the trip made it possible to study the entire structure of Germany's seed breeding and farming market, from federal and regional agencies to industry unions and commercial organizations.

The first meeting took place at the German Federal Ministry of Food, Agriculture, and Consumer Protection. When describing the ministry's activities, Lutz Tenner, director of the Plant Farming division, went into detail on the laws and regulations governing the production and sale of seed material. The Russian side was interested in the practice of their enforcement: Is accreditation required to engage in seed farming? How is unauthorized seed propagation penalized? Do seed farming enterprises receive subsidies? How is the use of transgenic varieties controlled?

These and other questions were the subject of discussion at a meeting at the Federal Agency for Variety Testing in which representatives of the German Plant Breeders' Association – from the Norika, Saaten, Union, Strube, Dickmann, BayWa, and Rapool companies – participated.

Dieter Ruecker, the director of the international division of the German Plant Breeders' Association, outlined three topics

for discussion and further collaboration. These are the harmonization of Russian legislation; the integration of Russia into the world variety and



seed market (OECD, ISTA); and, most importantly, the protection of intellectual property.

"The protection of patent holders' rights is the foundation for the successful activity of plant breeding companies," emphasized Dieter Ruecker.

Both sides agreed that legislation in the area of seed farming shouldn't be liberalized too quickly. This could lead to negative consequences.

"Today a huge quantity of seeds is pouring into Russia from around the world, and they are not always of suitable quality," says the director of the Department of Plant Farming, Chemicalization and Plant Protection of the Russian Ministry of Agriculture, Pyotr Chekmarev. "We cannot ensure the food security of the country if we do not take a strict approach to screening seeds. Therefore we need variety testing and certification, at

least of those crops on which the country's food security depends. Otherwise we risk bearing great losses."

Besides political discussions, there was a practical component of the trip – a visit to the AGRAVIS seed conditioning complex, which belongs to the union of the Raiffeisen cooperative and the



KWS seed breeding company. By the way, in two months this company's seed breeding station in Lipetsk will officially open. They are the first foreign seed breeders to begin working on the territory of Russia.

## To the ends of the earth



## with EkoNiva

Long-time clients and partners of EkoNiva formed part of a delegation for a business trip to Canada. This time they attended one of the largest Canadian exhibitions of agricultural equipment, the Western Canada Farm Show, and visited the country's advanced agricultural enterprises.

By Tatiana PAVLOVA

Over 700 exhibits took part in the exhibition. At the booths of the Degelman, Schulte, John Deere, Seed Hawk, Balzer, and Ag Growth Companies, presentations were planned especially for our group. Here farmers from Russia could see the latest developments of famous world brands.

The delegation from EkoNiva also visited farms in two provinces: Manitoba

and Saskatchewan. Here the climatic conditions are similar to those in Russia. The farmers were particularly interested in the post-harvest equipment from the Ag Growth group of companies, which was used on the farms.

At a grain terminal in Winnipeg with a total volume of 52,000 tonnes, the delegation participants saw the loading

and unloading of grain using Ag Growth transport equipment. The terminal's productivity is 900 tonnes of grain per hour. Eleven people work here. The terminal's complex computerized equipment is serviced by one mechanic. It is so reliable that problems very rarely arise.

Today EkoNiva plans to organize trips to Canadian livestock farms which raise pedigreed stock. After all, the development of stock raising in Russia requires the implementation of modern technology which has long been successfully used abroad.



**TECHNICAL INSPECTION**

**BVL**

The V-Mix10-N12 vertical mixer wagon by BvL was named the best product at the AgroFerma 2010 exhibition.

By Diana TUTBERIDZE

The German company BvL, a leading European manufacturer of mixer wagons and feeding equipment, has already been operating in Russia for six years. Today over 250 BvL feed preparation and distribution machines are operating on Russian farms.

Twenty-two companies competed for the title of Best Product at the 4th International specialized pedigree stock breeding exhibition AgroFerma 2010. An independent commission of experienced specialists, scientists and practitioners chose the winners. In the



category "Best Product of AgroFerma 2010", the products of several companies, among which was the V-Mix 10-N12 mixer wagon by BvL, won grand prizes. Simple in construction, with an optimal price to quality



**WON THE GRAND PRIZE**

ratio, this reliable and effective mixer wagon is a worthy representative of the V-Mix plus series of machines.

"The BvL Company has been making vertical mixer wagons for 30 years," says BvL export manager Konstantin Schilling. "We are constantly modernizing them. These popular agricultural aggregates pay for themselves on Russian farms within 10-12 months. They don't just economize feed resources by 15 percent; they also, as a result of balanced feed, increase milk yields."

Many agricultural enterprises in Russia have had the chance to

evaluate the merits of BvL vertical mixer wagons. All of the aggregates' parts, made of high-quality St 52-3 steel, are designed for long service and conform to the famous German high quality standards. The patented system of exact dosage ensures even unloading of feed through asymmetrically placed side unloading apertures. The machines are very compatible with various types of tractors and are ideally suited for group feeding.

**OPINION**

**Sergey Ovodkov,**  
director of SPK Nadezhda, Ryazan region:

"A BvL vertical mixer wagon has been operating here for two years already. It handles the task of serving 1,000 head of cattle wonderfully. The animals have started to receive more balanced feed, and as a result, milk yields have increased."

**Igor Dzhavadov,**  
director of OOO Spetskhoz Verkhnekhavsky, Voronezh region:

"The ready-made homogenous feed produced by the BvL vertical mixer wagon has significantly improved our animals' nutrition. Feeding takes five or six times less time. The aggregate is especially good for fattening up."

**SEED HAWK**



**in Tatarstan**

In early May the EkoNiva-Povolzhye Company successfully put a Seed Hawk seed drill, the first in the Republic of Tatarstan, to work. The high-capacity seeder from the European concern Vaderstad opened the sowing campaign on the fields of OOO Saba in the Sabinsky district, the homeland of the President of the republic, Rustam Minnikhanov.

By Yulia SALKOVA

District head Rais Minnikhanov and specialists from the Agriculture and Food Administration came to evaluate the Seed Hawk 1830-14 in action. This event was especially important due to the long-time interest of the farmers of the region in the Seed Hawk, which had established an excellent reputation in Russia, especially in regions with a deficit of moisture, which is characteristic for Tatarstan. The Seed Hawk works wonderfully using No-till technology, which allows maximally effective conservation of moisture in the soil. And according to meteorologists' forecasts, this summer in Tatarstan promises to break last year's records for aridity. The director of OOO Saba, Zinnur Dauliev, evaluated the machine as follows:

"The seeder is highly productive; it works wonderfully at a speed of 8-10 km/h with an 18-metre swath width, which allows us to sow 130-140 ha of field in a shift. In six days we seeded about 1,000 ha."

Besides its high productivity, another advantage of the Seed Hawk which distinguishes it from other wide-swath analogues is its economy, which is due to its precise application of seeds and fertilizers. The unique construction of the coulter guarantees maintenance of a stable working depth for sowing and applying fertilizer, as well as optimal surface packing, regardless of the terrain of the field. At OOO Saba they have already calculated that the seeding rate using the Seed Hawk is 190 kg per hectare, which is 40 kg less than

with the seeder used on the farm last year. The Minister of Agriculture and Food of Tatarstan, Marat Akhmetov, along with the heads of the republic's municipal districts, came to acquaint themselves with the seeder's work.

"I'm glad that such innovative equipment has come to the republic," says Marat Akhmetov. "For now it may be the first seeder of this type on the fields of Tatarstan, but we hope that it will make an excellent showing and will become one of the most popular aggregates of Tatarstan's new modern agriculture."

The minister promised to visit the farm at harvest time and acquaint himself with the results of the work personally.

## AT THE FIELD DAY

## Learning and working



This year EkoNiva organized a trip to a Field Day in Germany for two groups at once. The first group consisted of company clients – directors and specialists from farms in various regions. The second consisted of EkoNiva agronomists who were undertaking advanced training as part of the Akademiya-EkoNiva programme.

By Natalia BILOUS  
and Maria SLOBODYANIK

## with EkoNiva

## Invaluable experience

At the German Field Day in the city of Bockerode (Lower Saxony), the guests from Russia took advantage of the unique opportunity to acquaint themselves with the European market of varieties, fertilizers, and plant protection

methods from leading world producers. They also took part in a field demonstration of modern tillage and forage preparation equipment.

Information booths and consultations with over 20 expert seed breeders from eight countries allowed them to evaluate the prospects of various crops for use in Russian conditions.

Besides attending the Field Day, the guests visited agricultural machine manufacturers, seed breeding stations, and farming enterprises. At the Kverneland factory, the guests saw a demonstration of the capabilities of the machines produced. A visit to the DSV seed breeding

company allowed them not only to acquaint themselves with seed breeding work, but also to consult with specialists on choosing varieties.

“We were able to obtain a huge amount of information in a short period of time,” says the director of the OOO Consensus-Agro project, Aleksandr Tarasov. «I also noted for myself some new equipment items and new varieties which we will now be using on our farm.”



## Akademiya-EkoNiva – work has begun

For the agronomists from EkoNiva's agricultural enterprises, the program was no less eventful. The new agrotechnology and new varieties and hybrids which they saw at the Field Day will be used tomorrow on the fields of EkoNiva.

The agronomists also visited the experimental fields of the Chamber of Agriculture of the State of North Rhine-Westphalia, HausDuesse, where they were shown grain crops, during the seeding of which various tillage technologies and plant protection agents were used.

At the DSV and Strube seed factories they had the chance to learn about scientific research work and acquaint themselves with the production of original seed varieties.

“Visiting such a large-scale event was a valuable experience

for our specialists,”

says the head agronomist of the EkoNiva APK Holding, Roman Ratnikov. “We saw the highest level of seed breeding, toward which we need to strive.”



## Differentiated application of fertilizers:

In the last issue of the journal we told about an experiment on the fields of OOO EkoNivaAgro. On a 100 ha plot we employed differentiated seeding. With the help of new technologies, we not only compiled a seed application map, taking into account the contours and physical properties of the soil, but also “taught” a Rapid seed drill to “independently” determine the seeding rate based on field characteristics. The next step is the application of fertilizers.

By Yulia SALKOVA and Denis DUDKIN, GPRS navigation specialist

## tested on land and in the sky

In order to achieve high yields, we need to even out the agrochemical composition of the soil. To do that, we need an analysis according to which we must decide what individual dosage of fertilizer to apply to any given part of the field. In order to evaluate yet another important factor of the soil of the Central Chernozemye region – the presence of nitrogen in plants – we went up into the sky.

Pixel Wrench 2 camera which is mounted on the airplane. The camera “evaluates” and “records” the quantity of photosynthetically active biomass by means of the Normalized Difference Vegetation Index (NDVI); that is, parts of the field with various degrees of ripening have their own colour in the recording, depending on the level of chlorophyll in the plants.

## Step 2. Sampling

mounted on a Ford Ranger pickup.

Fig. 1 This sampler allows one to monitor the process without getting out of the truck by means of a remote control. We work out a weighted average sample from the samples obtained. On the basis of the samples we obtain a soil analysis map by which we can judge the agrochemical condition of the soil.

## Step 3. Combining the data

In the GIS-Navikat module of the Hansen of Electronic software, we combine the field condition photos (obtained with the camera) and the productivity map



Fig. 1



Fig. 2

## EXPERIMENT

(obtained using a moisture and productivity sensor mounted on the hopper of a John Deere 9660 STS combine with the Green Star system), as well as the soil analysis map. On the basis of these, we create a fertilizer application map.

## Step 4. Fertilizer application

We load the maps we obtained into a special monitor (manufactured by WTK Electronic) (fig. 3) installed in the cabin of a John Deere 6920 SE tractor aggregated with a Bogballe spreader with a weighing and fertilizer application control system. During the work process, the monitor connects with the spreader's remote control and regulates the rate of fertilizer application according to the GPS position. As with differentiated sowing, the spreader automatically regulates the fertilizer application rate.

Note that at the moment this issue of the journal was published, we were in the preparation stage for step 4. We will definitely report the results of our experiment later.



Fig. 3

## DATA

Area of the experimental field – 100 ha  
Variety: Trizo spring wheat.

## Equipment used:

AN-2 airplane,  
Tetracam Pixel Wrench 2 agricultural camera,  
Software producer: Hansen of Electronic,  
Monitor manufacturer – WTK Electronic,  
NietField sampler,  
Bogballe spreader.

## Step 1. Nitrogen level

At an altitude of 500 m we photograph the experimental field (fig. 1) using a special Tetracam

We divide the field into 10 ha plots (fig. 2). From these 10 ha we take 20 spot samples at a depth of 30 cm using a NietField sampler

# From industrialist

# to farmer

For many it remains a mystery how Ilya Parshkov, without any specialized education or experience, managed to put a farm which had been in complete decline back on its feet. When asked why he, the successful director of one of the largest enterprises of the Vladimir region, OAO Energomekhanichesky Zavod PROMENERGO, decided to try himself in a completely new role, he answers:

"This is my groundwork for the future. Maybe not the easiest, with big risks and a long payoff period, but it's interesting! If I succeed in putting first one small, broken-down collective farm back on its feet, then another, it won't hurt anyone. After all, it

means, first and foremost, jobs in the village."

In 2009, OOO Molo-Kom rented a bankrupt agricultural enterprise, and acquired 2,000 ha of fields, 200 head of cattle, two MTZ tractors, and 100 goats in the bargain. Almost nothing remained of the farm buildings. Now a small European-style stock-raising complex has been commissioned, and areas for young animals are being built. 100 head of Jersey dairy cows have already settled in on the farm. By early autumn the herd will increase to 600 head.

An as of yet small fleet of forage preparation equipment is operating on the farm: a Kverneland TA 4232 mower, a John Deere 578 baler, and a John

**Are there many examples in life where an experienced industrialist goes to work in agriculture? In the Vladimir region there is such a unique person: Ilya Parshkov, director of OOO Molo-Kom.**

By Yulia SALKOVA

Deere 5725 tractor. Immediate plans include acquiring a more powerful John Deere 8295 R



## REGIONAL AGRIBUSINESS

tractor and a Vaderstad cultivation system. They buy all their agricultural equipment from OOO EkoNiva-Vladimir. It was not difficult to choose an agricultural equipment supplier. EkoNiva-Vladimir is one of the few companies in the region which offers not only a wide spectrum of advanced agricultural equipment, but excellent service: from consultations to the most complicated repairs.

For now the scope of OOO Molo-Kom is small, but plans are grandiose:

"We want to increase the herd to 2,000," says Ilya Parshkov, "expand planted area, and set up not only dairy, but also meat stock raising. We're moving towards our goals at a good pace!"

## EkoNiva-Vyatka:



## introducing new technologies!

In the Kirov region as part of the enlarged session of the Board of the Vyatka Chamber of Commerce and Industry, the EkoNiva-Vyatka Company held a seminar titled "Introducing Equipment and Technology into the Agriculture Industry of the Kirov Region".

By Liudmila ZYKOVA

"If there's anywhere one should talk about the prospects of agricultural development, it's in the village itself," decided industrialists. That's why the session took place at one of the most successful agricultural firms of the Kirov region, OAO Agrofima Sredneivkino. On the farm there is a modern stock-raising complex and a potato storehouse equipped with a conveyor and a transporter from the Grimme Company. And John

Deere agricultural equipment has been operating wonderfully here for several years.

The EkoNiva-Vyatka Company demonstrated John Deere equipment which can be used for forage preparation. Agricultural enterprise specialists observed the work of the John Deere 4895 self-propelled windrower and the John Deere 7450 forage harvester with great interest. Then came a training session for operators who will be working on this equipment.

After the practical exercises, the members of the Board of the Vyatka Chamber of Commerce and Industry, among whom were the directors of large factories and processing enterprises, deputies of the regional legislature, and entrepreneurs, joined the seminar participants.

The seminar provided the region's farmers with an opportunity to exchange experience in the sphere of forage preparation, and also show industrialists how modern villagers live.

### IN BRIEF

In early June in the Kemerovo region at the regional Open Field seminar, issues of plant protection were discussed and a demonstration of agricultural equipment was held. Several kinds of equipment with sprayers were exhibited. EkoNiva-Sibir demonstrated one self-propelled and one drawn sprayer from the John Deere Company. Seminar participants noted the superior capabilities of this modern equipment: high productivity, reliability, operator safety, and the option of employing a precision farming system.



**COLLABORATION**


# German farmers

In the last few days of May, the Liskinsky district of the Voronezh region welcomed a delegation from the German Farmers' Union (DBV). The German farmers who came to exchange experience were greeted with hospitality at OOO EkoNivaAgro.

By Yulia SALKOVA

## applauded Russian colleagues

Not long before, German farmers took part in a round table meeting at the international AgroFerma 2010 exhibition in Moscow, which was organized within the scope of the German-Russian Agrarian and Political Dialog project. Members of the Union, together with representatives of the Unimilk Company, the National Milk Producers' Union, and the Milk and Dairy Product Producers' Association, discussed the prospects of the dairy processing industry. Participants of the meeting agreed that most of the problems related to milk and dairy production in Germany and Russia are the same, for instance, seasonal fluctuation of milk prices.

One of the solutions to mutual problems is the development of international policy in the dairy industry, which is not possible without constant dialog between countries and exchange of information and experience. To this end, the guests visited three dairy processing enterprises of Central Chernozemye – ZAO Unimilk in Lipetsk, ZAO Molvest in Voronezh, and OOO Liskinsky Molokozavod. The German farmers not only noted the high level of processing and production at each enterprise, but also sized up the taste and variety of the products at a tasting. At the Liskinsky dairy plant the guests encountered not only kefir and ryazhenka, which are traditional on the Russian table, but also cheddar cheese, production of which started recently.

The final chord of the informational visit of the Farmers' Union representatives was a visit to the Liskinsky district – the leader in milk

production in the Voronezh region. Accompanied by district head Viktor Shevtsov, Director of the Voronezh Region Department of Agrarian Policy Anatoly Spivakov, and President of the EkoNiva Group of Companies Stefan Duerr, the German farmers visited OOO EkoNivaAgro, which employs the latest stock-raising technology.

The guests



visited a reconstructed dairy complex in the village of Dobrino with free-stall housing of red and white cattle, a complex for fattening Simmentals in the village of Pochepskoye, and reconstructed farms in the villages of Vysokoye and Kolybelka. In Kolybelka the guests also visited a stock-raising complex, which is under construction. The guests were amazed at the scale of the project – it will house 1,800 head of dairy cattle.

The trip's program was very fast-paced. In one day the Union members visited 20 sites in the Liskinsky district. Despite fatigue and the approach of evening, the guests visited OOO EkoNivaAgro's high-tech stock-raising complex, designed for 1,200 head of dairy cattle, with

great interest. Everyone noted the high level of milk production and the Simmental herd's comfortable housing conditions, which conform to European norms, and they even asked the complex's employees if they like working European style. Stefan Duerr related that the complex yields 17.5 tonnes of high-quality milk each day, which is bought in

a nursery school in the village of Shchuchye, built by OOO EkoNivaAgro in conjunction with the administration of the Liskinsky district. Union vice president Udo Folgart gave the nursery school some toys on behalf of the delegation, and also noted EkoNiva's successful activity both in the agricultural and the social sphere.

"I liked the fact that Russian agricultural enterprises like EkoNiva make a lot of effort to stand firm and preserve their business in unstable market conditions, and at the same time think about people," summed up Udo Folgart. "Such experience exchange trips are the best and least expensive kind of investment in the area of agricultural management. This trip has made a significant contribution to German-Russian relations."

Udo Folgart also noted that the Liskinsky district and EkoNivaAgro inspire such huge admiration in the Farmers' Union representatives and in him personally that he can only express it through applause. The German farmers started applauding!

its entirety by the dairy plants of Liski and the Unimilk Company at 14.7 roubles per kilogram, including VAT. That is a very good "summer" price, one of the highest in the region.

"EkoNiva is the flagship in matters of advanced technology." Thus Anatoly Spivakov characterized EkoNivaAgro. "It's not just an example of the success of advanced technology, but also a profitable investment in the most high-priority areas, like dairy and beef farming, and also all kinds of state support, both from federal and regional resources. Today we see the result: an enlarged herd, wonderfully cultivated fields, adequate pay for workers, and high employment rates.

At the end of the trip, the farmers from Germany visited

**INFORMATION**

**The Farmers' Union of Germany (DBV) has been operating over 60 years. Its function is to create favourable conditions for the development of agriculture and to stimulate the development of rural territories. Over 300,000 agricultural enterprises, from small family farms to corporations, belong to the Union.**





# 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:

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)

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

**EkoNiva farms are passionate about protecting the environment.**

A unique diesel fuel filtration system was patented at 000 Zashchitnoye



**A John Deere convertible!**



The new model was "developed" by the service engineers of EkoNiva-Chernozemye

**You can only fly around it in an airplane...**



...and you can only see all of EkoNiva-Agro's fields, which stretch for 100 km, from an AN-2's bird's-eye view

**You can see the land through the window...**



...the land of 000 EkoNivaAgro

**Our police is protecting us...**



...and checking out Grimme equipment. Maybe it's time to update the fleet?

# Agricultural equipment

The main theme of the Field Day organized by the EkoNiva-Ryazan Company, the regional Ministry of Agriculture, and OOO APG Molochny Produkt was a demonstration of the capabilities of imported agricultural equipment with "work experience" on the fields of the Ryazan region. The event took place on the fields of ZAO Krivskoye in the Sarayevsky district.

By Dmitry GUSEV



## with work experience

Eleven agricultural machines with work experience from such brands as John Deere, Kverneland, Degelman, Vaderstad, Einbock, and JCB not only looked like new, but also demonstrated excellent work.

"We dedicated 2005 to trips in search of suitable equipment options, and we

made a good decision when we chose John Deere tractors and seeding systems," says Yevgeny Kostin, director of OOO Mozhar. Now we have four John Deere tractors working on our farm. The result is apparent: grain yields

have increased almost twofold. Breakdowns hardly ever occur."

At ZAO Krivskoye itself, only three John Deere 8420 tractors handle all the work – ploughing, disking, and sowing – on 8,000 ha of fields. According to the

## REGIONAL NEWS

farm's director, Sergey Sandin, the 2005 and 2006 John Deere tractors employed on the farm have 10,000 and 9,000 working hours on them, but they work at their previous capacity and without any particular investments.

The culmination of the demo show was a test drive of the GreenStar AutoTrac satellite navigation and assisted steering system from John Deere. The system ensures exceptional precision during fieldwork, which increases productivity, even in poor visibility conditions.

As the head of the plant farming division of the Ryazan Regional Ministry of Agriculture, Igor Verteletsky, noted, now imported equipment has become more affordable for Russian farmers. After the opening of the John Deere production complex in Domodedovo, this high-class equipment can be bought using loans and subsidies.



## Sibirskaya Niva receives guests

The governor of the Novosibirsk region, Viktor Tolokonsky, began his trip around the Maslyaninsky district with a visit to OOO Sibirskaya Niva. Along with him, the regional minister of agriculture, Georgy Ivashchenko, and the director of the Novosibirsk branch of Rosselkhozbank, Aleksandr Sobolevsky, visited the complex.

By Tatiana PAVLOVA, photo by A. Tomilov

The farm has something to show its guests. On the modern stock-raising complex, designed for 1,200 head of cattle when working at full capacity, high-class equipment from the WestfaliaSurge Company is in operation. The Carousel milking system is unparalleled in the region. The governor was especially interested in the Dairy Plan C21 program for tracking and monitoring cattle. Viktor Tolokonsky gave high marks to the technological equipping of the enterprise and noted that such projects have great significance for the economy of the district and the region.

Today the cow barn which has already been built houses 315 cows. Another 600 cows will live in a second barn, construction of which is in full swing in the village of Penkovo with the financial support of Rosselkhozbank.

The president of the EkoNiva Group of Companies, Stefan Duerr, and the director of the Novosibirsk branch

of Rosselkhozbank, Aleksandr Sobolevsky, discussed EkoNiva's new projects for the reconstruction of a stock-raising complex for 1,500 head in the village of Payvino and the construction of the first line of a grain-drying complex for 18,000 tonnes of grain.

"To date, EkoNiva is the largest taxpayer and city-forming enterprise for the Maslyaninsky district," says district head Vyacheslav Yarmanov. "And the company's leadership is still actively making plans for constructing new facilities and expanding production."



## Promising new items

In the end of May the EkoNiva-Chernozemye Company held a Field Day in the Liskinsky district of the Voronezh region. Among the 100 farm directors and specialists invited were both long-time partners and clients of EkoNiva and those who are only beginning to master modern agricultural technologies.

By Yelena SHCHERBAKOVA

A key partner of the Field Day was the John Deere company. Besides this brand, EkoNiva demonstrated its entire line of equipment for fodder preparation and stock raising: BvL feed dispensers, WestfaliaSurge milking equipment, and JCB handlers.

The field demonstration took place in a "window" between two rain

showers, which this May has been so generous. Event participants could see for themselves how important it is to have modern,

high-productivity equipment in one's arsenal, such as the John Deere 7300 fodder harvesting combine, various models of John Deere tractors, the Taarup 5090 Butterfly mower, and modern rakes, pickup attachments, and trailers, which handled the harvesting of alfalfa in

literally extreme conditions. For the first time in Russia, a high-productivity Profi Cut header was demonstrated - a relevant tool in the light of the development of dairy farming.

"We know the equipment sold by EkoNiva-Chernozemye well," says the head engineer of SPK Yermolovskoye, Andrey Galkin. "For instance, a John Deere combine has been working in our fields for five seasons. We are satisfied with the fodder preparation quality and the cutting quality. The machine performs equally well for haylage and for silage. The combine is convenient to drive and reliable. In the time we've been using it, we haven't changed anything but the blades. But it's always interesting to hear about new items, and it's useful to think about future prospects, which is what Field Days like this promote."



**OUR PEOPLE**

# Dmitry Korendyasev:

At EkoNiva-Chernozemye, if one asks about Dmitry Korendyasev's professional qualities, they'll raise their eyebrows in surprise and look at you wide-eyed, which clearly means: Does anyone have any doubt? Dmitry is a professional. In the eight-year period for which Dmitry has been working, the number of pieces of equipment which have passed through his hands is probably in the thousands.

By Yulia SALKOVA

**"Happiness has two components – family and work"**

Dmitry has been working at EkoNiva-Chernozemye from the moment the company was founded. Having graduated from the mechanical department of the Voronezh Agricultural Institute and finished his military service, the young engineer would put 350 kilometres a day on his personal VAZ 2107. He had to master new foreign-made equipment on location, in the fields. In the evenings Dmitry, armed with a user's manual, a wrench, and the firm conviction that if it doesn't sink in through the brain, it will sink in through the hands, worked at understanding the art of engineering until he achieved the needed result. A curious mind is his calling card. What made him fiddle with nuts and bolts instead of resting after his workday? Dmitry believes it was a sense of responsibility.

In 2007 Dmitry was appointed the head of OOO EkoNivaAgro's engineering service. He set up its operations, trained his successor, and returned to the EkoNiva-Chernozemye service centre. Today he is the deputy director of the service centre. Under his direction is a team of 20 service engineers.

Dmitry is convinced that family and work are the two components of happiness. Although it can be difficult to combine these two components. Natalia, Dmitry's wife, is

understanding about her husband's work, as she knows about it firsthand. She works side by side with her husband, as an economist at EkoNivaAgro. They have a spacious, cosy house with a garden, where comfort and calm reign.

Their son Kolya is only just getting ready for his first year of school, but he has already gone through engineering school with Papa at work. He could work as an engineer even now! He has an excellent understanding of agricultural equipment. He even gives his father advice on how best to deal with a breakdown. But most of all he likes to ride on a John Deere tractor, although for now a toy one.

Three months ago Natalia "presented" her men with little Dashenka. The baby is a copy of her papa, in character and appearance; she has the same purposeful gaze.

"Dima is the real head of the family," says Natalia with a smile. "He spends all his free time with the children. He and our son play together, fix things around the house, and help me with the housework. And Dasha is just crazy about Dima; she can listen raptly to Papa's voice or go for a stroll in his arms for hours. Basically, she's a Daddy's girl..."



**LEGAL NAVIGATOR**

**Do not forget to warn your bank about changes in your company's address**

27 April the Presidium of the Supreme Arbitration Court of the RF issued decree No. 1307/10 in connection with case No. A40-50083/09-29-388, the essence of which is that a bank has the right to terminate a bank account contract in the case that a client does not provide authentic information about changes in location (legal address) in a timely manner.

By Olga ROMANOVA, Ratum Law Group

Federal Law No. 115-FZ of 07.08.2010 On Countering the Legalization (Laundering) of Income Received by Criminal Means and Financial Terrorism requires banks to verify information about their clients both at the time of concluding a bank account contract and subsequently. As a rule, bank account contracts require the client to inform the bank of changes in a corporation's location, name, organizational and legal form, telephone numbers, seal, or the persons authorised to sign transaction documents. Now, if you do not inform the bank of these developments in a timely manner, the bank can sue to terminate the bank account contract.

The following unpleasant consequences may result if you find yourself in such a situation:

- Early termination of a loan contract in connection with the termination of the bank account contract;
- Closure of an account to which a deposit of funds is planned in the near future.
- The formation of a negative credit history in connection with the fact that your company has come to the attention of the authorities.

**The procedure for the suspension of the application of the unified agricultural tax**

Amendments made to Article 364.3 of Part 2 of the Tax Code of the RF (Federal Law No. 115-FZ of 02.06.2010) come into effect 4 July. They regulate the procedure for the suspension of the application of the unified agricultural tax.

If your organization has lost the right to apply the unified agricultural tax, then within one month after the end of the tax period during which a violation of the conditions and requirements which form the basis for switching to the unified tax occurred, it is necessary to recalculate your tax obligations for VAT, property tax for organizations and natural persons, and income tax, according to the procedure prescribed for newly created organizations or newly registered individual entrepreneurs.



# Rosselkhozbank –



## INFORMATION



**Dmitry Patrushev** was born 13 October 1977 in Leningrad. In 1999 he graduated from the State University of Administration, and in 2004, from the Diplomatic Academy of the Ministry of Foreign Affairs of the RF. He is a Doctor of Economics.

Until his appointment to the post of Chairman of the Board of OAO Rosselkhozbank, he was Senior Vice President of OAO Vneshtorgbank.

## 10 years for the Russian agriculture industry

### Changes

2010 has been an eventful year for Rosselkhozbank. 13 June the bank celebrated its tenth anniversary, and several weeks before that, the bank's leadership changed. In place of Yury Trushin, who had headed RSKhB from its founding, Dmitry Patrushev has been appointed to the post of Chairman of the Board. Furthermore, a new Supervisory Council has been elected. The Council's chairman is the First Deputy Chairman of the Government of the RF, Viktor Zubkov.

### Each year is a step ahead

15 March 2000 Acting President of the RF Vladimir Putin signed an order for the creation of a Russian agricultural bank - a credit organization that would belong 100 percent to the state. The bank's task was to form a national credit and finance system to serve commodity producers in the agricultural sphere. In ten years of operation, RSKhB has invested over 1.5 trillion roubles in the agrarian sector and issued about a million loans.

### 2000

Building of a regional network of the bank begins. By the end of the year, 24 branches and 15 subsidiary offices are in operation. About 1,000 clients are being served. 400 employees work in the bank system. 149 loans totalling 330 million roubles have been issued.

### 2001

The Chechen regional branch has begun operation. An agreement has been concluded between the Government of the Chechen Republic and Rosselkhozbank which is aimed at supporting and financially improving the economy and the social sphere of the republic.

The amount of the bank's capital as of 1 April is 768.9 million roubles.

### 2002

As of 1 January, there are 2.9 billion roubles in the bank's portfolio.

The bank is actively participating in an experiment for financing personal part-time farms.

By the end of the year, Rosselkhozbank is one of the most profitable banks: plus 318.1

million roubles.

### 2003

The bank is spreading to distant regions of the RF. The first subsidiary office of the Kamchatka regional branch has opened in Yelizovo.

### 2005

30 March Rosselkhozbank is presented with the prestigious Golden Olympus social award and a Russian National Olympus Award laureate's diploma in the category "Finances and Investments". Chairman of the Board Yury Trushin is awarded the Honour and Valour medal.

### 2006

The bank actively participates in the implementation of the National Agriculture Industry Development Project. The 70th regional branch in the city of Gorno-Altaysk is opened. The number of subsidiary

Development Programme. The first regional RSKhB ATM is opened in Saransk, and issuance of the bank's credit cards has begun. For the year's results, RSKhB is named the country's best bank in the category "Leader in Financial System Development". There are 78 regional branches and 1,350 subsidiary offices.

### 2009

Representative offices of RSKhB are opened in Belarus and Tajikistan. 1,475 ATMs are registered, and over 250,000 payment cards have been issued. The bank's net worth is 158 billion roubles. Yury Trushin is awarded the medal "For Services to the Fatherland" in the 4th degree.

### 2010

A collaboration agreement is concluded between RSKhB and AKKOR. At the end of the first quarter, RSKhB took second place in the reliability rating for the largest banks of Russia, and fourth place in assets for the largest banks of Russia. In May, a collaboration agreement between Rosselkhozbank and the Chamber of Commerce and Industry of the RF is signed.

### In the first person

First Deputy Chairman of the Government of the RF, Viktor Zubkov.

"A key role in investment financing of domestic agriculture, which is called to ensure the food security of the country, belongs to Rosselkhozbank. Over the years it has been operating, the bank has become a reliable partner of the agriculture industry and proven the effectiveness of its activity; financing of the agrarian sector makes up over 70 percent of its portfolio."

### EkoNiva and Rosselkhozbank

The EkoNiva Group of Companies is implementing a series of projects with the financial support of Rosselkhozbank. As part of the National Agriculture Industry Development Project of the Novosibirsk region, construction of a stock-raising complex for 1,200 head of dairy cattle is underway; in the Kursk region, reconstruction of a stock-raising complex for 500 head has been completed. In the Orenburg region, a grain complex has been built.



offices has reached 591. For the year's results, Rosselkhozbank receives the Financial Elite of Russia award in the category "Most Dynamic Bank of the Year".

### 2007

11 July in the Bolshesoldatsky district of the Kursk region, RSKhB's 1,000th subsidiary office is opened. By the end of the year, the bank is one of the ten largest banks of the RF. It has branches located in 76 regions of Russia. The number of subsidiary offices has reached 1,260.

### 2008

The bank becomes one of the main participants of the five-year State Agriculture

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