

**ЕКОНИВА**  
**ЭКОНИВА**

**ВЕСТИ**  
**news**

**No.13 December 2008**

**THE AGRICULTURE INDUSTRY  
SUMS IT ALL UP**

**The Pluses and  
Minuses of the Year**



**State Duma  
Committee for  
Agricultural Issues  
Chairman Valentin  
Denisov:**

"First of all, this year will be remembered for a record harvest, which bears witness to the industry's great potential, and to the fact that modern technology and the effective organization of labour have become realities. The national 'Agriculture Industry Development' project and the State Agriculture Development Program are working to tangibly help the agricultural producer. In 2008, we actively set out to solve the issue of land law, in defence of the property owner. The committee affirmed the concept of the draft Federal Law 'On Introducing Amendments to Certain Russian Legal Acts on Improving the Turnover of Land Intended for Agricultural Use,' which will be put into the State Duma's work plan next year as a legislative initiative."

"The development of a Doctrine of Food Security of the Russian Federation was a milestone event. The essence of the doctrine is to balance the interests of the country while the world food market develops, protect citizens from poor-quality food, have sustainable development in the country's agriculture industry and raise the market share of domestically produced food on the Russian market. The state will remain vested in giving the Russian agricultural producer real support."



**Yuri Valetsky,  
Director General of  
ZAO Zelenograd-  
skoye, Moscow  
Region.**

"The year has been anything but simple for the Russian agricultural producer. Though the first three quarters saw a boom in agricultural production, the fourth quarter turned out to be difficult due to the financial crisis. As potato producers, weather conditions caused us a lot of problems. Due to large losses in harvesting, yield was only 200

**Politicians, bankers, and those who actually work on the ground have been talking about what kind of year 2008 was for our country's agriculture industry.**

hundredweights per hectare. In dairy farming, the annual average milk yield was 7,700 litres per cow, which is 150 litres more than last year. However, milk prices are constantly falling. This year has already seen four drops in the price of milk, the fourth time by almost 3.5 rubles. Meanwhile, the agricultural producer still has not seen the allocations promised to him, nor due subsidies. Once again, problems have arisen with loan repayments. Farmers need real support from the government, now more than ever; otherwise, many will go down the path of decreased production."



**Yuri Trushin,  
Chairman of the  
Management Board  
at OAO Rosselkhoz-  
bank:**

"2008 has brought mixed results for the Russian banking system, especially for Rosselkhozbank.

Today, Rosselkhozbank is Russia's second largest credit organization with a regional network of 78 affiliate branches and more than 1,300 local offices. Rosselkhozbank has more than a 50% share of the market for lending to agricultural enterprises. In September 2008, the state doubled the bank's charter capital, allowing it to increase the size of its credit portfolio. Rosselkhozbank has loaned out almost 200 billion rubles since the start of year as part of the five-year State Agriculture Industry Development Program. The bank has also started to be actively involved in mortgage real estate lending this year. This is a primary instrument for attracting investment in agri-industry sector. Despite the world financial crisis, Rosselkhozbank does not plan to stop providing the Russian agriculture industry with credit and financial support."

**ANNOUNCEMENT**

**2009 Agricultural  
Exhibitions**

**16 – 25 January** – Green Week International Trade Fair

**Venue:** Berlin, Germany, Messe Berlin Exhibition Centre

**Organizers:** Messe Berlin GmbH, Deutscher Bauernverband, DBV, Bundesvereinigung der Deutschen Ernndrungsindustrie, BVE.

**3 – 6 February** 14<sup>th</sup> Grain-Forage-Animal Health International Specialized Exhibition

**Venue:** Moscow, Russia  
**Organizers:** Russian Grain Union, Union of Mixed Feed Producers, ExpokhleB Marketing Centre

**22 – 26 February 2009** – Sima International Agri-Business Exhibition Russian section of the SIMA International Agricultural Equipment and Machinery Exhibition for the Agriculture Industry

**Venue:** Paris, France, Paris Nord Villepinte Exhibition Centre

**Organizers:** Exosima  
**22 – 24 April 2009** – 2<sup>nd</sup> Alternative Energy International Specialized Exhibition

**Venue:** Moscow, Russia, All-Russian Exhibition Centre, Exhibition Hall #55

**Organizers:** Russian Ministry of Agriculture, OAO GAO All-Russian Exhibition Centre

**20 – 22 May 2009** – AGROFARM International Exhibition for Animal Husbandry and Breeding

**Venue:** Moscow, Russia, All-Russian Exhibition Centre, Exhibition Hall #57, Special Pavilion

**Organizers:** Russian Ministry of Agriculture, the Moscow City Government, OAO GAO All-Russian Exhibition Centre, German Agricultural Society (DLG)

**29 May – 2 June, 2009** Russian Field Day – An Exhibition and Demonstration of Agricultural Equipment and Selected Achievements in Crop Husbandry

**Venue:** Russia, Krasnodar Territory  
**Organizers:** Russian Ministry of Agriculture, Russian Academy of Agricultural Sciences

**9 – 13 October 2009** – Golden Autumn Russian Agro-Industrial Exhibition

**Venue:** Moscow, Russia, All-Russian Exhibition Centre

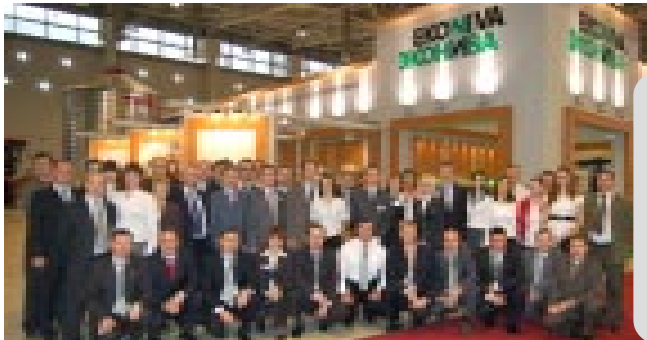
**Organizers:** Russian Ministry of Agriculture, the Moscow City Government, Russian Academy of Agricultural Sciences, Agropromsoyuz, OAO GAO All-Russian Exhibition Centre

**10 – 14 November 2009** – AGRITECHNICA International Agricultural Equipment and Machinery Exhibition for the Agriculture Industry  
**Venue:** Hanover, Germany, Messe Hanover Exhibition Centre

**25 – 29 November 2009** – 2<sup>nd</sup> AGROSALON International Specialized Exhibition

**Venue:** Moscow, Russia, Crocus-Expo Moscow Exhibition Centre

**Organizers:** Soyuzargomash, VDMA Landtechnik German Association of Agricultural Equipment Manufacturers

**EVENTS**


This year, the country's main agricultural forum, Golden Autumn, celebrated two anniversaries at once: it's own 10 year anniversary and the 85<sup>th</sup> anniversary of the first Russian agricultural exhibition, which took place in Moscow in 1923. The opening of the new International Exhibition Centre served as an anniversary gift, where an agricultural equipment exposition took place.

By Svetlana WEBER

## An anniversary autumn for farmers

This was EkoNiva's seventh exhibition, and, as always, the company strived to fully satisfy agricultural producers' interest in new types of agricultural equipment and machinery, putting an emphasis on cutting-edge technology.

The company's new product line was displayed at the exhibition: North American grain storage and handling equipment from Twist and Ag Growth.

A case in point was the display of a grain storage bin right at the booth. Modern, high-tech grain storage facilities are in demand now as never before, which was confirmed by the visitors' interest in the display.

As far as seeds are concerned, there was a substantial rise in demand this year for feed crops. In that regard, EkoNiva offers annual grass crops, perennial grasses and grass and herb mixtures, silage corn, peas, and feed barley.

EkoNiva's partners that are agricultural equipment manufacturers also delighted exhibition visitors with interesting new products.

According to Kverneland Group CNG Director General Mats Tykesson, the company is now at the stage of merging brands. Only two lines of brands remain: Kverneland and Vikon. The rest (Accord, Rau, and Taarup) will unite their efforts under the Kverneland brand, in order to further expand its influence.

"The process of merging will take about a year," explained Tykesson.

New feed preparation and seeding



equipment were also presented at the Kverneland exhibition: the LB-1270 ejector baler, the Optima HD seeder for working under difficult conditions, and the MSC+ seeder with simultaneous fertilizer application.

Michael Lindeman, Director of Marketing at John Deere, said that the company would install the SAP system, which will unite all of the company's branches around the world. This will substantially increase efficiency for dealers, especially when it comes to ordering spare parts. They will be able to see the quantity of the spare parts that they need and where

they are stored, and will be able to order them independently in real-time and track the progress of the order. Lindeman believes that this will bring the spare parts delivery system to a qualitatively new level and help it to become exclusive on the market. For now, SAP will only be implemented with respect to spare parts, but in the future it will be possible to order equipment and machinery using the system.

Grimme, the potato cultivation equipment manufacturer, plans to increase its efforts at the regional level, putting an emphasis on quality of service, according to OOO Grimme-Rus Director General Yuri Rusanov. He also added that in the Krasnodar Territory this year, the six-row rotary hiller passed the testing phase, and will be put into production next year. In addition, farmers are sure to be pleased with the modified GL34 TE seeder and SF 150-60 self-propelled combine, which appeared in Russia only this year, but have already been able to show good results.

The Lemken company has been able to offer several new aggregates this year: the Compact-Solitaire seeder with simultaneous fertilizer application, and the Karat cultivator and hybrid plough (in greater detail on page. 5).



## EuroTier-2008 New Directions in Animal Husbandry

More than 130,000 guests attended EuroTier 2008, the largest animal husbandry and management exhibition that took place in November 2008 in Hanover. EkoNiva employees and clients were among those in attendance.

By Yelena BOCHAROVA

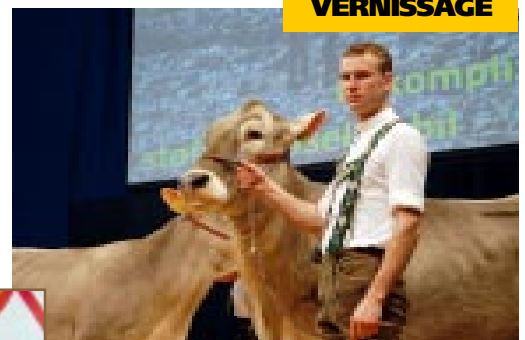
This is the only industry exhibition in Europe that embraces all areas of animal husbandry, including cattle herding, pig farming, poultry keeping, hydroculture, and bioenergetics. The expositions presented all the equipment necessary for keeping and feeding animals, stall equipment, milking and cooling equipment, as well as breeding animals.

The exhibition gave a chance to learn about current trends and new developments from leading world manufacturers. Some of them were distinguished with special awards. For example, EkoNiva's long-time partner GEA WestfaliaSurge received two silver medals. One of them was for the IQ, which is the world's first four-way milking cluster.

John Deere presented its recent



developments: the 7550 rotor combine harvester and ProDrive system. BvL Export Manager Konstantin Schilling discussed the merits of the V-MIX range of vertical diet feeders and their unique patented mixing system. Another area represented at the exhibition was that of biogas plants. Wolf System Director Klaus Schlag spoke with guests in detail about alternative sources of energy. He said that the

**VERNISSAGE**


construction of such a plant in Russia was planned.

Excursion participants were also given the opportunity to see how a biogas plant works with their own eyes by visiting an agricultural enterprise in Wittenberg. Farmers Dietmar Schmidt and Ralf Mandler also shared their experience on how to run a farm.

The farm of Mr. Schmidt (which EkoNiva also consults with) not only deals in crop husbandry and pig farming, but also in pork processing and producing German-style *wurst*. After seeing the example of Mr. Mandler's farm, the Russian delegation had no doubt that the financial crisis had not left German agricultural producers untouched. Despite all the difficulties, they remain faithful to their traditions and continue to keep working hard.



**AGROSALON 2008**

The first Agrosalon International Agricultural Equipment Specialized Exhibition took place at the Crocus Expo exhibition centre. 180 companies from Russia and abroad demonstrated their exhibitions on a 40,000 square meter showroom floor, bringing over 500 agricultural equipment demonstration units.

By Svetlana WEBER

**Union of the Hammer and Sickle**

**NEW TECHNOLOGICAL SOLUTIONS FOR THE AGRICULTURE INDUSTRY**

Despite the fact that this is only the first exhibition, more than 20,000 guests came to see new developments in agricultural machinery and equipment.

"It's very important that agriculture industry professionals came to the exhibition, and there were practically no casual observers," said Stefan Duerr, president of the EkoNiva group of companies and a participant in the exhibition. "Those attending were seriously interested and planning to acquire machinery for their enterprises. Perhaps there were not a lot of people visiting the exhibition, but that made the project much more effective because everyone who came here had real interest."

Other participants of the exhibition also came to the same conclusion, noting that a professional show-floor has now arrived in Russia where agricultural equipment manufacturers and consumers meet face-to-face, and the machines and their manufacturers became the real "stars" of the show.

EkoNiva and its clients discussed the main problem that concerns agricultural manufacturers today: the issue of acquiring machinery on credit during the ongoing financial crisis. To that end, EkoNiva put forward a variety of ways of obtaining credit, including from foreign banks.

The company John Deere presented guests with a large-scale

exposition. Visitors to Agrosalon were able to participate in the presentation of the company's products that are new on the Russian market. That would include the 9870STS rotor combine harvester, the brand-new 600D model draper platform, as well as the fifth and sixth series tractor models: 5525N, 6155E, and 6130D. As John Deere Marketing Director Michael Lindeman noted, John Deere had earlier concentrated on heavy tractors for work with seed drill systems, but now has decided to fill the light machinery niche. "Our goal is to create a full product line in order to meet the demand of any market segment," Lindeman emphasized.

Having visited the exhibition, Minister of Agriculture Aleksey

Gordeyev said that many plans to be implemented in the agricultural sector in the next five years were related to acquiring new agricultural machinery and mastering modern technologies, which is why he welcomed close cooperation between the sickle (agricultural production) and the hammer (machine-building enterprises). According to the Minister, the Russian agriculture industry will soon have to replace 40 percent of its tractors and 50 percent of its harvesting machinery, otherwise, agriculture will not be able to develop effectively.

It became known after the exhibition that 300 exhibitors had already expressed desire to participate in Agrosalon, and that the show-floor would become a half larger.

**NEW APPROACH**

**Store the Grain?**

**EKO NIVA PRESENTED NORTH AMERICAN GRAIN MANAGEMENT TECHNOLOGY**

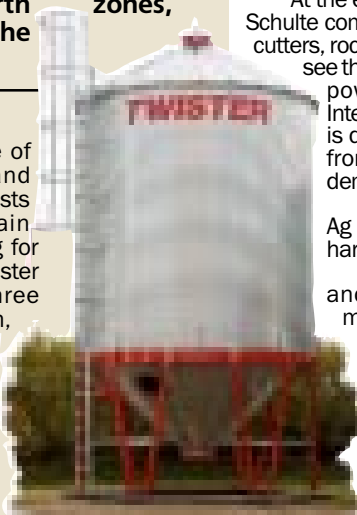
Like never before, agricultural producers ran into the problem of storing grain this year. Insufficient storage capacity is the Achilles' heel of grain agriculture today. The pertinence of the issue was confirmed at seminar devoted to this topic that the company EkoNiva organized for its clients. In order to learn about the North America system of grain management, agricultural producers came to the Voronezh Region from not only the central and black earth zones, but there were also representatives of the Volgo-Vyatsky and Siberian regions.

By Svetlana WEBER, Yekaterina GALUSHKINA

In 2007, EkoNiva opened up a new line of business: equipment for grain storage and management. After studying the market, specialists determined that North American grain management technology was most promising for use in Russian conditions. The installation of Twister mini-elevators was begun this spring at three EkoNiva agricultural enterprises in the Voronezh, Novosibirsk, and Orenburg Regions. This season's harvest is already being stored in new grain-storage facilities.

Thus, seminar participants were not only about listen to reports, but also were able to see how mini-elevators were being used at OOO EkoNivaAgro.

**Continued on page 12**



**JOURNEY**

**Russian Farmers Familiarize Themselves with the Canadian Agricultural Industry**

EkoNiva's specialists and clients visited Canada. The itinerary included attending the Agri-Trade Exhibition in the city of Red Dear (Alberta), visiting farming enterprises, getting to know the Canadian manufacturers of Schulte equipment better, and seeing equipment for after-harvest grain processing from Twister and Ag Growth.

By Svetlana WEBER

At the exhibition, the delegation visited the stand belonging to the Schulte company, which is one of the leading manufacturers of rotary cutters, rock windrowers and snow blowers. They were not only able to see the equipment at the booth, but also at work on the farm. The powerful 12-meter Schulte rotary cutter is impressive. Interestingly, its transport width is only three meters. The machine is designed for mowing and shredding any kind of vegetation from small shrubs to stubble. Guests from Russia saw a demonstration of its work on grain stubble.

The trip included a meeting with representatives from the Ag Growth group of companies, which manufactures after-harvest grain handlers under the Twister trademark.

Shane Knutsen, the company's International Trade Director and designer Edgar de Castro talked about the grain management system in Canada, covering the whole high-tech cycle, from gathering the grain on the field to delivering it to the client. Delegation participants were able to solidify their theoretical knowledge through hands-on practice, watching how the equipment is actually used on farms. Delegates were impressed by pneumatic grain loaders made by the RAM company and working on the same principle as a vacuum cleaner. Unfortunately, this product has yet to appear on the Russian market.

## DSV's Philosophy:

EFFECTIVE SELECTION



Deutsche Saatveredelung AG (DSV) is a leading plant breeding company in Germany. It is headquartered in the city of Lippstadt. In addition, the company owns breeding and testing stations, numerous variety testing sites, as well as a regionally distributed network of branch offices and consultation centres with processing plants, seed storage facilities, and sales distribution systems. The focus of DSV's corporate activities is the development of new plant varieties.

All new varieties undergo intensive testing under the conditions of different regions in Germany and abroad. Thanks to results achieved in cell and molecular biology, DSV has been able to expand its range of breeding methods, which has increased the efficiency of variety development. Besides plant breeding, seed production plays an important role at DSV. At present, DSV is working together with 1,300 experienced agricultural seed producing farms.

"A company that would like to be a competent partner in the seed market must not lag behind when it comes to progress in the field of plant breeding," emphasized Waldemar Utte, Regional Manager at DSV. "Only the use of sophisticated production technology and keeping to high standards of farm management guarantee that one will get of healthy, high quality seed."

DSV sells 25,000 tons of seed annually, not including grain crop seed. The use of modern technology allows for the rapid and smooth harvest of seed from the field, gentle drying, flexible storage by variety, careful cleaning and sorting, with exactly dosed treatment of the seeds, as well as automatic packaging of the product. During all stages of seed processing and distribution, regular quality controls are constantly conducted. That's why all of the company's activities, including selection, seed production, seed processing, sales, and consulting are all integrated in a standardised quality management system, which allows it to guarantee that the product meets high production and technical standards.



### OUR PARTNERS

For ten years, EkoNiva has had a successful working relationship with the German plant breeding DSV company. During the two parties' prolific cooperation over that period of time, a number of renowned varieties of the company DSV have been put into agricultural production: the winter oilseed rape Lirajet, the spring oilseed rape Licolly, the spring wheat Trizo, as well as forage and turf grasses and mixtures. DSV Regional Manager Waldemar Utte spoke about what foreign plant breeders are to delight Russian seed producers with next year.

By Yekaterina GALUSHKINA

## DSV Discovers the Secret of the Samurai

"Russia has always been and will be a leading grain-growing power, that's why it is important for her to have highly-productive varieties, regardless of who breeds them, whether it be Russia or the West," noted Waldemar Utte. "As plant breeders, varieties with good prospects are demanded of us, varieties that are suited to Russia's climatic conditions. The unparalleled Samurai winter wheat of DSV selection is currently undergoing testing. Its inclusion in the State registry promises to be a sensational event for Russian agricultural producers. The Samurai has a great yield potential of up to 110-120 hundredweights per hectare, and beyond. The main goal in putting this variety on the market is the production of bio-fuel, as the Samurai has high starch content in comparison with other varieties. In addition, the variety is well suited for forage production."

**- Which varieties are most in demand today?**

- Demand for forage mixtures and rapeseed have risen lately. In the next few years, we plan to introduce hybrid winter and spring rapeseed on the Russian market. Hybrid rapeseed raises productivity due to its high yield, plasticity, and high oil content, as well as its active development, uniform maturation, and ease of gathering in comparison with other varieties. A number of DSV hybrids of winter and spring rapeseed are in State strain testing, including the Hornet, Sitro, and Safran, among others.

**- What's next in DSV's plans for 2009?**

- In 2009, in conjunction with its subsidiary



EURO-GLASS, DSV plans to introduce a new line of forage mixtures under the brand name Country into the markets of Russia and other CIS countries. It has already proven itself well in Germany, Poland, and the Baltic states. All the Country mixtures include highly productive and high-quality varieties of feed crops in their compositions. For animal farms in Russia and the CIS, mixtures will be introduced that have been adapted to East-European conditions and are intended for haymaking and haylage, as well as for use on grazing lands. In addition, DSV and EURO-GRASS have already given over an assortment of new varieties of arable crops for strain testing. DSV plans to increase sales and introduce new varieties that have high yields, productivity, and quality on the Russian agricultural market. And thanks to the active and focused work of our partner EkoNiva, many Russian agricultural producers have already been able to bring their business to a new level.



**TECHNICAL INSPECTION**



The last agricultural season showed that growing potatoes is quite profitable. The price of this product (in contrast to grain crops) almost doubled if compared to the previous year, reaching 9 to 10 rubles per kilogram. Specialized high-performance equipment is necessary to make potato cultivation even more advantageous.

By Nikolay Bashkirov,  
Svetlana WEBER

**In 1861 in the town of Damme in Lower Saxony, the foundations of the modern company Grimme were laid. The transition from rural farmer to a „specialist” in potato machinery started in the 1930s with the creation of the first horse-drawn potato-harvesting machine. At present, the company offers a full line of potato separating, planting, harvesting and storage equipment in 80 countries worldwide. About 10 percent of the company’s revenue is invested in developing new technologies.**

# Innovative Potato Cultivation Equipment by Grimme

**In 2005, Grimme founded a subsidiary in Russia. At present, a sales and service centre is under construction in the Kaluga Region. A training field will be located right next to it, where service personnel and clients will be trained in operating equipment under real conditions. In the future, production facilities will be set up here for the assembly of agricultural machinery and the production of other items and accessories. This will allow the introduction of a new level of quality in the delivery of spare parts and service.**

The company Grimme is highly specialized in this segment of the agricultural equipment market.

Today, we would like to talk about some types of equipment from this manufacturer.

**The GL Series of Potato Planters**

These machines are intended for



planting germinated and ungerminated potato tubers in fields that have been prepared. They will meet the demands of potato planting; their cup-shaped elevated planting devices ensure precise planting of the tubers and their survival.

GL Series potato planters may be individually adapted for use in any soil conditions. The following options may be installed: a fertilizer unit, seed treatment equipment, screens to protect planting elements, and a deep bunker for filling from a trailer. A machine with a planting row-width of 75cm or of 90cm may be ordered. The use of all of these tools, as well as other accessories, has one goal in mind: achieving greater productivity and yield with minimal expense!

**Major Advantages:**

- Good visibility of the planting element;
- No problem getting a hold



- of even large potatoes;
- Exact planting frequency;
  - Easy to set planting frequency and depth;
  - Large, easy to fill bunker;
  - High efficiency

**GF Series Rotary Hillers**

Designed for effective mechanized cultivation, pre-digging preliminary rows after autumn and digging rows with simultaneous hilling during the growing season. The specially

built drive fully meets the demands of the present. The large right-angle speed reducer and side drive, through cylindrical gearwheels, provide a solid and durable construction. The impressively sized Rotor shaft with stable working parts ensures high reliability.

This hiller provides well-tilled soil without large lumps, creating well-formed, stable ridges with a smooth surface for optimal and convenient subsequent spraying.

**Advantages:**

- High efficiency;
- A balanced machine, comfortable turns and transport;
- Wide rows;
- Solid construction.

# New Products of the Season from Lemken



**The Lemken company has offered Russian agricultural producers several promising new machines this year.**

By Svetlana WEBER

“The Compact-Solitair seed drill with the simultaneous fertilizer spreader combines tilling and sowing with simultaneous fertilizer spreading,” explained Lemken regional manager

Jens Moska. “People have often told us that Lemken needed such a machine. We resisted for a while, but nevertheless came out with one, and now we hope for its success. We are also pleased

to introduce the brand new Karat cultivator. It has three rows of tines, and a system of quick-release tines that allow a field to be ploughed at depths ranging from 8cm to 30cm. The aggregate will be lighter and more manoeuvrable, which means more economical. The hybrid plough deserves attention, no other company has one like it. It combines elements of our “opal” mounted ploughs and our semi-mounted “diamonds”. The key feature of the hybrid plough lies in the fact that it is mounted to the tractor by agency of a hydraulic cylinder. And so, we’re able to increase the load on the rear axle of the tractor, in order to get rid of the “sore spot” of all mounted ploughs. This markedly decreases the slippage of the plough, which means higher fuel efficiency. This allows lighter tractors to handle more powerful ploughs. People know this plough from the exhibition in Hanover, and now the Russian farmers will be able to be introduced to it.”

## KNOW-HOW

# Where is my tractor?

## EKONIVA DEVELOPS NEW INFORMATION SYSTEM TO KEEP TRACK OF MACHINES



EkoNiva consultant  
Alexander Prilop

That is why, EKONIVA is working on a new information system that is based on GPS and GIS and at the same time uses technical information of the tractor. It allows access to all data online and combines them into a field mapping software.

How the system operates is complicated, but easy to handle at the same time. And this is the system's most charming part: tractor driver does not have to install, calibrate, tune or time anything. As soon as the engine of the tractor is started, the installed data logger begins to record data like the current position and technical information. Every ten minutes, the data logger sends the collected data to a server via GSM. This can be pictured like a mobile phone sending a SMS.

As abstract as it sounds, the results are practical and can be useful in many ways. From the office computer, the

Before we developed the EKONIVA Automatic Farming system, it was hard to get information about how work on the field was going. If one wanted to know whether a field was done, he would call the agronomist, who would then call a tractor operator, who did not know. Then he would try to call somebody else, who might have done the last part of the field. Eventually the agronomist would have gotten the answer that the field was done. However, they did unfortunately speak about different fields and in the end, nobody knew, what and how things were done at all.

farm manager can just pressing one button. It also not only see, makes life easier for the tractor where each operator. tractor is Whereas he

operating, but also which implement is behind the tractor, at what speed the tractor is driving, and the productivity per hectare. The system documents and analyses fuel consumption of each machine. It also provides a tool to compare tractors and combines in the fleet. Thus, EkoNiva Automatic Farming can help to be more productive and reduce down time.

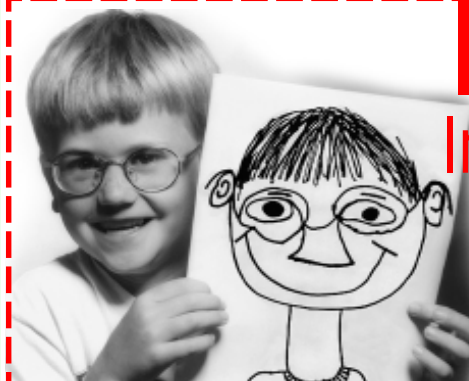
But the big advantage of the system lies not in knowing, who is where. It makes bookings into the field mapping software automatically. Hence, it is no longer necessary to book the kind of field work that has been done by hand. Rather the information system books operations after

formerly had to fill out schedules about when he left the farm, when he arrived at the field etc., this is all done accurately now, without him pressing a single button.

The system was developed in cooperation with Hansenhof and GIS GmbH software productions. The German companies provided hardware and software parts. After almost one year of development, the system has been presented on Agrosalon in Moscow this November, where Russian farmers as well as foreign investors showed great interest in the impressive simplicity and functionality of this tool. For example,

representatives of Vaderstad were delighted to see the performance of their implements in data and facts squeezed on a monitor screen.

As the cost of farming continues to grow and farming business is becoming more and more competitive, it is vital to optimise machine management. Keeping track of performance on the fields provides the possibility of further improvement. That is why the new system goes beyond answering the question: Where is my tractor?



## NEW CONTEST

### In the Family Circle

Dear readers! This year has been declared the Year of the Family in Russia, and we could not ignore this event. Our newspaper invites everyone to take part in the children's drawing contest - "In the Family Circle". Send your children's drawings, showing something that relates to your family life. These may be portraits

of family members, sketches on some family events and holidays, impressions from enjoying rest together. There are always many topics for a little artist! Results of the contest will be announced in December. The best artists will receive prizes and of course their work will appear on the pages of our newspaper.

**Please send the drawings to following address: EkoNiva-Media LLC, 79-a Radishchev St., Kursk, 305004, Russia marked In the Family Circle Contest, or by E-mail: [vesti@ekoniva.com](mailto:vesti@ekoniva.com). Contact phone number: +7 (4712) 39-26-60.**

## Kursk Seed Producers Release Quality Testing Results



At a regional meeting on the results of crops variety testing, a summary of work done in 2008 was given in Kursk. Gathering to discuss the state of seed farming were heads of federal agencies and inspection offices, scientists, members of the Union of Seed Producers, farm heads and chief agronomists as well as representatives of commercial entities.

By Yekaterina GALUSHKINA

Thanks to the introduction of highly productive varieties and hybrids, the Kursk Region enjoyed a record harvest this year of 3.6 million tons of grain.

"The state registry allows the agricultural producer to familiarize himself with a wide spectrum of seed varieties," explained Vladimir Pozhidayev, head of the State Commission of the Russian Federation for Selection Achievements Test and Protection's Inspectorate for the Kursk Region. "Strict quality control ensures that consumers are protected from harm. For that reason, the introduction of new varieties is only approved after inclusion in the registry."

"The main problem for seed producers remains the market's lack of a new, robust variety of frost-resistant winter wheat that has standing ability, good winter survival and impressive ratings. Five new varieties were cultivated this year. The winter wheat Lgovskaya-4 has already been approved and added to the registry. The German variety

### REGIONAL AGRIBUSINESS

Samurai of DSV selection has demonstrated great test results and its yield has topped 100 hundredweight/hectare. Among winter barleys, the German selections Cinderella and Highlight have proven themselves. Out of 27 types of peas, the Rokat variety has distinguished itself. Over the last year, its increase was 6.9 hundredweights/hectare, and yield was close to the benchmark of 39 hundredweights per hectare. "We've gradually come to the point where there should be a strict seed policy in the Kursk Region," said Yuri Vasyukov, Director of OOO EkoNiva-Semena and head of the Kursk Region Union of Seed Producers. "The current situation on the seed market calls for the active protection of the interests of professional seed producers. There are a number of robust seed-producing enterprises in the region today, including: OOO Zashchitnoye, ZAO Artel, Kursky NII APP, and OOO Agro-46, which are all in the Union of Seed Producers. Their primary objective is to produce high-quality seeds of the latest varieties of field crops that are cultivated in the Kursk Region."

## Ekoniva-Vyatka Introduces New Varieties



EkoNiva-Vyatka presented the region's farmers with new varieties of German field crops.

By Yekaterina GALUSHKINA

At the meeting attended by the region's largest farmers, there was a discussion about the prospects of varieties of grain, grass, and potatoes. The benefits and advantages of each variety were discussed, and "living" examples of the cultivation of a number of varieties growing in this area, which is not known for black earth, were shown.

"On the demonstration fields this year, yields which are high for this zone were achieved," noted Lyudmila Zykova, Financial Director at EkoNiva-Vyatka. "Yield for spring barley was 50 hundredweight per hectare, Fiorina spring wheat yielded 40 hundredweight per hectare, and Trizo wheat gave 80 hundredweight per hectare. Peas also had good results: Phoenix gave 25 hundredweight per sector, and Rokat gave 30 hundredweight per hectare."

The presentation of new varieties impressed conference participants, and many of them expressed a desire to continue working with EkoNiva-Vyatka in seed farming.

According to Lyudmila Zykova, it is namely the introduction of new high-yield varieties in the coming years that will allow the Volga-Vyatsky Region to achieve high performance in agriculture and improve farming standards.

The company also participated in honouring the workers of the village. EkoNiva-Vyatka rewarded its clients with gift certificates allowing them to get a one-percent discount on the purchase of a John Deere tractor in 2009.

## Siberian Farmer

2008



The Siberian Farmer 2008 Agroindustrial Week was held in the Novosibirsk Region. The spring agricultural exhibition occurs annually, but this year was the first time that it was held in this format. Thanks to the trade show, it grew into a larger event: the Siberian Agroindustrial Week.

By Yekaterina MOREVA

It was participated in by private subsidiary and owner-operated farms, large agricultural organizations, and processors from the Novosibirsk Region, who demonstrated their potential and investment opportunities to the guests.

Among the participants at EkoNiva-Sibir were suppliers of agricultural machinery and livestock breeding equipment from leading world producers. Farmers were able to become acquainted with new John Deere machinery, including tractors from 90 to 560 horsepower, which are suitable for small farms as well as large agricultural enterprises. Also on display was the John Deere 7250 rotor combine harvester with a Kemper 445 harvesting header, as well as the English-made JCB 520-40 telescopic forklift.

The biggest crowds were drawn by the Canadian-made Twister grain bins, which are high-tech and easy to mount and service.

Siberian livestock companies were introduced to the Mobimelk mobile station for milking on the field, produced by the German company WestfaliaSurge. Rokat pea seeds, ready for direct combine use, Lars wheat, and Margaret barley became the most in-demand items at the exhibition.

EkoNiva-Sibir was awarded the exhibition's gold medal for its work in bringing new equipment and progressive technologies to the Siberian market.

## OUR PLANS

**OOO EkoNivaAgro could receive official status of a livestock-breeder as a Christmas gift this holiday season.**

By Yekaterina KARPOVA



have great genetic potential. Milk yield for 305 days after first lactation was 5,033 kilograms, average fat content was 4.20%, protein content was 3.33%, daily average weight gain was 885 grams, and 925 grams for bull-calves, the average live weight for heifers at first insemination was 400kg, and calf-crop was 92 percent.

The amount of annual state subsidies is 2,000 rubles per breeding cow. It's not a large sum, but for 1,000 dairy cows that's 2 million rubles, which is decent figure.

A farm having the status of a livestock breeder means not only prestige and additional funds, but it is also a large responsibility, as such status is difficult to attain and easy to lose. Usually, the evaluation of the activities of a livestock breeder is undertaken on the basis

# Animal Husbandry: Great Plans, Serious Responsibility

The registry of animal breeding enterprises is reviewed annually for the purpose of adding new enterprises and striking those not meeting standards from the list. Cattle breeds are usually evaluated for their level of productivity and reproduction. The number of cows with a milk yield of 8,000kg and above should not be less than 10% of the total number of cows that have finished lactating, the proportion of pure-bred cattle in the herd should be no less than 80%, 100% of cows and heifers should be artificially inseminated, calf crop should be at least 83%, the number of record-elite and elite class cows in a herd should be no less than 50%, and the sale of young breeders should be no less than 10 percent.

Over the past six months, work has been ongoing at the OOO EkoNivaAgro dairy-farm complex on the comprehensive evaluation of the Simmental cattle that were ordered from Austria and Germany and have already been delivered to the farm. Evaluation is based on pedigree, constitution and exterior, productivity, and offspring quality.

In close cooperation with specialists from OAO Plempredpriyatie Voronezhskoye, an exterior evaluation of the dairy cows was undertaken, which is an indispensable requirement in the livestock evaluation system, together with other requirements such as appraisal (determining the animals' breeding worth, which is based on a number of traits, and by examining the animals and analysing livestock records), analysing the farm's production and economic activity, registering pedigree certificates at the All-Russian Scientific Institute for Livestock Issues, and genealogically analysing the herd. On the basis of these requirements, a livestock breeding plan for 2008-2012 was drawn up, a plan that foresees the reproduction of Simmental breed bull-calves and heifer-calves through the pure-breeding method.

In October 2008, a meeting of the Voronezh expert commission for management of the agricultural industry took place, after which a package of documents was submitted to the Russian Ministry of Agriculture requesting that OOO

**29 farms in the Voronezh Region breed dairy cows. The Region has 5 large breeding enterprises and 52 livestock breeders with licenses to breed and sell breeding calves, farm animals and birds. More than 25 million rubles have been allocated for the support of breeding in the region's livestock industry, of which 10 million is for the lease of breeding animals.**

EkoNivaAgro be awarded the status of a livestock breeder for Simmental breed cattle.

This would allow the sale of breeding cattle in addition to other non-breeding commercial cattle. The price for a young breeding calf is currently 130 rubles per kilogram of live weight, while a commercial non-breeding calf fetches about half that: 60-65 rubles per kilogram of live weight.

Demand for breeding calves has been rising from year to year. Russian cattle breeders prefer livestock that are adapted to local conditions and have good genetic potential, examples being the offspring of first-calf cows as well as Austrian and German breeds. What's more, the breeding stock and their offspring

of selection and breeding work (as part of the SELEKS specialized program for administering breeding affairs), as well as on the basis of the quantity and quality of breeding calves sold, the level of productivity achieved by the animals, and the veterinary well-being of the herd.

Other EkoNiva enterprises are undertaking similar work: at OOO Zashchitnoye in the Kursk Region (with the Simmental breed), work has almost been completed at OOO Kaluzhskaya Niva (with the Schwyz breed) and evaluation has begun at OOO Siberskaya Niva (on the Simmental breed). OOO EkoNivaAgro plans to acquire yet another certificate for breeding the local red-and-white cattle breed.

## From Theory to Practice



**Young specialists from the EkoNiva agricultural enterprise studied the ABCs of surgery and other finer points of veterinary science at Doctor Eller's clinic in Germany.**

By Tatiana LYAPINA

The training touched upon the widest aspects of maintaining and tending to dairy livestock. Special attention was given to animal nutrition. Separate lessons in the seminar were devoted to veterinary instruments. The animal doctors got to try out many new devices that will undoubtedly soon facilitate their work on farms.

Doctor Eller gave young specialists a brilliant demonstration of a caesarean section at an enterprise where Simmentals graze in natural conditions. In order to help solidify the lesson material, that evening Doctor Eller operated on one more heifer in the maternity ward in the deep litter.

In only one month, the young

specialists were able to demonstrate their new knowledge in practice. Vitaly Yezhikov, a veterinarian at OOO EkoNivaAgro, independently performed a caesarean section on a heifer of Austrian descent. This was the first operation performed by EkoNiva's doctors.

Veterinarian Alena Romanova acted as his assistant. Like Vitaly, she only just completed her studies this year.

Removing the newborn calf without damaging the mother's organs was the most difficult part of the operation. That process took 40 minutes out of the two hours that the operation lasted. In the first day after the operation, the patient was able to eat independently, and by the fifth day after the operation she was giving an average of 8 to 9 litres of milk.

## PROFESSION



**Vitaly Yezhikov, veterinarian at OOO EkoNivaAgro**





# Focus ON US!

*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. We will be expecting your photos until December 2009. The photos will compete in one of the following categories:

## PHOTO EXHIBITION

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

305004 Kursk ul. Radishcheva, 79-a  
OOO EkoNiva-Media or e-mail them to:  
vesti@ekoniva.com

Please, feel free to contact us on the  
**telephone: +7 (4712) 39 26 60**

**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.



**Where do these stairs go?**

The EkoNiva kids become familiar with Vaderstad equipment

**I need to build up my auto collection!! A John Deere tractor, that's the goods!**  
The Golden Autumn-2008 Exhibition's smallest visitor

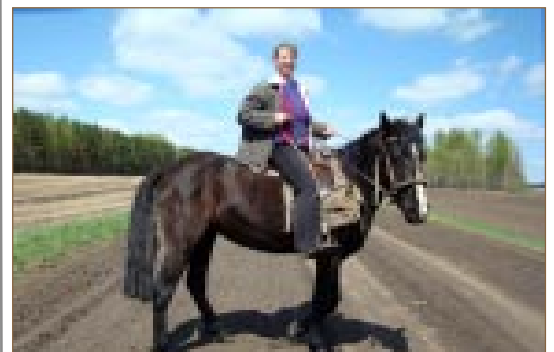


**Shall we have a few drinks?**  
EkoNiva President Stefan Duerr offers milk to DBV General Secretary Helmut Born and AKKOR President Vladimir Plotnikov

**Little calf, you're not afraid of me! I won't bother you, Burenushka...**  
Vladimir Plotnikov at the OOO EkoNiva-Agro dairy farm



**I'll be an agronomist, like Grandpa!**  
Aleksandr Gritsian, Chief Agronomist of the District Agriculture Directorate, with granddaughter Yulya (Kozhevnikovo, Tomsk Region)



**What, Lyuba, are we the ones to be sad? Alone on the saddle of a warhorse!**  
Lyubov Zvereva, Liliyengofka village, Tomsk Region

Photos sent by: **Tatiana Nebero**

# Golden Harvest of EkoNiva-Chernozemye

More than one hundred participants from various parts of the vast country of Russia and abroad gathered together at the end of October for the fifth Harvest-2008 Interregional Exhibition in Voronezh, which has become a kind of meeting on the results of the agricultural year.

By Yelena SHCHERBAKOVA

Voronezh Region Agribusiness Head Nikolay Kotolevsky noted that most enterprises working in the agriculture sector in the region had made substantial steps forward on the path to the industry's development and success.

The EkoNiva-Chernozemye company is undoubtedly included in that group of enterprises. The company has a wide range



of offerings, including farm equipment, spare parts, seeds, service maintenance, as well as new grain management technologies, all raising the genuine interest of exhibition visitors. Resource-saving technologies became the one of the main topics of discussion.

"The assortment of equipment offered by

the company covers the whole cycle of fieldwork," explains OOO EkoNiva-Chernozemye Sales Manager Roman Golubyatnikov. "Tractors, combine harvesters, baling machines, John Deere fertilizer distributors, Rapid seed drills and Top Down stubble cultivators from Vaderstad, Grimme potato cultivation and storage equipment, seed drill systems, tilling equipment, sprayers from the German company Lemken – and that's only a small cross-section of what our company can offer."

"We provide comprehensive technical support for agricultural production," accentuated OOO EkoNiva-Chernozemye Sales Department Head Ivan Vorobyev. "High performance, quality, and efficiency are our fundamental achievements, as well as the main criteria for evaluating equipment."

Based on the results of the exhibition, the agricultural equipment and machinery of EkoNiva-Chernozemye, which presented machines for minimum tilling and sowing, were nominated for, and received, the gold medal of the Harvest-2008 Exhibition.

## IN BRIEF

### Effective Investor



The Governor of the Kursk Region thanked Stefan Duerr, president of the EkoNiva group of companies, for making a significant contribution to the development of the agriculture industry, organizing the delivery of modern agricultural equipment, and introducing state-of-the-art technology to the agriculture industry in the Kursk Region.

By Yekaterina GALUSHKINA

Aleksandr Mikhailov emphasized that Stefan Duerr is a great example proving that in the Kursk Region, there are equal operating conditions for both domestic and foreign investors. Thanks to the active work of investors, five thousand hectares of fallow land have been put back into cultivation in the region. The total number of crop acres has been increased to 1.9 million hectares, and there has been a 50% increase in agricultural production.

## ANIMAL HUSBANDRY

### Go Reconstruction!!!

OOO EkoNivaAgro is the largest producer of milk in the Voronezh Region. Every day, 47 tons of high-quality product go to milk factories.

By Svetlana WEBER



Cowhouses in Vysokoye before and after reconstruction

**At EkoNivaAgro there are a total of 5,900 livestock animals, including 3,200 dairy cattle.**

manual labour, and everything for dealing with and milking animals has been mechanized. The animals have also responded to the improvement in their living conditions: the quantity and quality of milk has increased.

At the Vysokoye branch, where 2 cowhouses have been reconstructed with 220 spaces in each, an additional maternity ward is planned with yard housing for feeding calves. Reconstruction work has also begun on two facilities for housing the young ones, with each able to accommodate 500 calves. In Maryino, in addition to the reconstruction of the cowhouse, a capital renovation has been completed on the maternity ward, which has the capacity for 70 cows.

Next year holds no less work. In the recently annexed Vladimirskeye farm, the construction of a farm for 400 head of dairy cattle is planned.

In order to achieve such results, much work was undertaken, including improving livestock. After ambitious reconstruction in October, a dairy farm in the Vysokoye branch of the enterprise was put into operation, and in November "new apartments" were given a house warming in the Maryino cowhouse.

Before reconstruction, the cowhouses were a sorry sight – dilapidated buildings from the socialist era. The animal houses were restored using modern animal husbandry technology: a raised roof, lighting ridges, and a feeding table instead of a feeding trough. A WestfaliaSurge milk delivery line was installed, as well as cooling tanks.

The farm staff is satisfied, as there is no

**OUR PEOPLE**

During this year's harvest campaign, Dmitry gathered 6,280 tons of grain on a John Deere combine harvester! On average, combine operators harvest between 2,000 and 2,500 tons. For this result, which was the best not only in the Voronezh Region, but also in all of Russia, the machine operator was presented with a government award – a Medal for work in the agriculture industry.

When asked what was most important at work, Dmitry answered succinctly:

“Love your work and take responsibility for it.”

Precision and accuracy are the essential qualities of a record-breaker. Dmitry keeps his diary of daily events with special care, and he writes down the particularities of any given working day. He saves and analyses these notes.

I visited the Litvinovs in the village of Shchuchye in the Voronezh Region seven years ago. One of the brothers came to work at EkoNiva. He was a member of the large family, which is a dynasty of grain farmers. Now, Roman Litvinov is a successful head agriculturalist at the farm. After some time, he invited his brother, after having seen opportunities and having valued the possibilities offered by a large, growing company. Dmitry Litvinov is a son of the Novokhopersky District, situated near the Don river. Now, he cannot imagine living anywhere else.

“It seems like I've lived my whole life in Shchuchye,” said Dmitry. “This place has become home for me. I believe that my spiritual homeland is here. I got on my feet, started a home of my own, found a profession and have seen the first results of my work. Indeed, the first. I believe that this is only the

**Photograph of Dmitry Litvinov, a machine operator at OOO EkoNivaAgro, was all over Voronezh newspapers this fall. Television and radio also gave the hero plenty of coverage. The words “record” and fantastic result were heard everywhere.**

By Svetlana PETROVA



**Dmitry Litvinov:**

**“I learned to walk, talk, and ride a tractor all at the same time”**



beginning, and will keep moving forward without fail.”

European scientists found as the result of an experiment that the renowned Rapid seed drill could seed 164.8 hectares with 24 hours of non-stop operation. This summer, Dmitry Litvinov contested those results. He seeded 165

hectares on his machine in 24 hours. The machine operator from Shchuchye joked: “I learned to walk, talk, and ride a tractor practically all at the same time. Before I even went to school, going with my father to the fields, I was able to operate

agricultural machinery. I consider my parent's home to be the most important school in my life. A strict, patriarchal way of life, and love for work are my most precious heirloom. Having it, with time you also increase your material well-being.”

They say that talented people are talented in everything. Our subject is no exception. He plays for the EkoNiva volleyball team which takes part in all sporting events in the region, and has won games outside of the Voronezh Region.

“Build a house, raise a son, and plant a tree – I also apply this principle to myself,” Dmitry continued. “However, in today's world I consider it a bit outdated: I dream of having three sons. If that comes to be, and then they turn out to be honest and decent people, that will be the most important and real record that I set in my life.”

**New Items in Land Law**



A new chapter entitled “Land Plots” has appeared in the Land Code of the Russian Federation. Now, the location of boundaries of a land plot are to be established by determining the coordinates of distinguishing points of those boundaries. The formation of land plots is also established by the law. When a land plot is divided, several new land plots are formed, and the original plot ceases to exist. Or, the apportionment of a land plot may

occur if share or shares are apportioned from a land plot that is under equity ownership. However, the land plot from which the apportionment was made continues to exist with changed boundaries. A single land plot is created with the consolidation of adjacent lands, the existing adjacent land plots cease to exist. If several adjacent land plots are redistributed, then new adjacent land plots are formed.

**23 October 2008 new amendments have come into force established by Federal Law No. 141-FZ “On Introducing Amendments to Certain Legal Acts of the Russian Federation Concerning the Improvement of Land Relations”.**

By Alina RYZHKOVA, a lawyer at the RATUM Legal and Consulting Group

**LEGAL NAVIGATOR**

In order to register property rights and other proprietary rights to land with the government, it is necessary to have a written contract on the partition, consolidation, redistribution or apportionment of land plots, on the basis of which the creation of land plots occurs.

According to the law, if an owner refuses his right to land ownership, then the plot becomes the property of the city or township, and a land plot that spans two administrative districts becomes the property of the municipal district that the land plot is located in.

12 November 2008 the State Duma of the Russian Federation passed draft law “On Introducing Changes to Articles 333.33 and 333.35 of the Second Part of the Tax Code of the Russian Federation”, according to which the state duty for registering agricultural lands for both legal persons and private individuals will be the same in the near future, at 100 rubles. The duty for registering land plots with the state as joint property for land plots that are from lands intended for agricultural use will be fifty rubles for every category of citizen.

**GRAIN MANAGEMENT**

**Shane Knutsen, Director for International Trade at Ag Growth:**

"This was the first project completed in Russia. It is also interesting due to the fact that the equipment was produced in various factories in Canada and the United States. Joint work between EkoNiva and Ag Growth helped to determine just what Russia needed. So in some aspects it was difficult, but also interesting.

But what matters most is the result that the grain is stored in the facility, and that's what's most important.

A master class is planned this winter for specialists in installing the bin, where the technological aspects of the erection of grain storage facilities will be covered."



# Store the Grain?

**EKONIVA PRESENTED NORTH AMERICAN GRAIN MANAGEMENT TECHNOLOGY**
**Beginning on page 3**

As Ag Growth Director for International Trade Shane Knutsen explained, in Canada more than 90% of all grain cultivated is stored right at farms, while in the United States that figure is slightly lower, at 65 to 75 percent.

"Storing grain at the farm pays off," said Shane, "you're able to control the process and pick the best time to sell the grain, when prices reach their maximum."

It's not necessary to persuade anyone these days that farms should have modern grain storage facilities. EkoNiva fixed its attention on

Twister mini-elevators, including machines and equipment for grain collection, handling, drying and storage.

"This is not simply a piece of equipment," said OOO EkoNiva-Semena Executive Director Yuri Vasyukov, "this is new grain management technology that allows the control of grain from the combine to shipment."

Grain collection occurs without traditional dump pits.

"Loading and unloading is done with the help of portable augers or brand conveyers, quickly and without loss," explained OOO EkoNiva-Chernozemye Executive Director Nikolay Buravlyev. "In ten minutes you've got a KAMAZ truck full of grain."

Seminar participants were

able to verify this for themselves


**Yevgeny Osipov, Head of OOO Osipov and Company in the Tomsk Region:**

"Our farm's been in operation since 1991, has 14,000 hectares of arable land, and specializes in the cultivation of grain crops. Total grain yield this year is to be 30,000 tons. We came to this seminar in search of higher capacity and more cost effective technologies for storing grain. Price, quality, and performance are the decisive factors in choosing new technologies. We were fully satisfied with what we saw. Impressive bins, great grain collection and drying. The main features of this system are that it minimizes the need for manpower and is highly productive, which makes it highly valuable for the Russian agricultural producer. For now, we're going to put one of the 10,000 ton mini-elevators on our farm, and possibly later-on a 30,000 ton one."

by personally going to the elevator and watching how grain loading and unloading takes place. They were also able to see foundation preparation technology that is uncommon in this country, without the traditional digging into the ground, which allows substantial savings on earthwork, concrete, and a reduction in construction time. The construction of one silo for the storage of 1,000 tons of grain takes from 13 to 16 days, from the beginning of construction to loading it with grain.

The silos themselves are reinforced with high-quality steel, and covered with an alloy of zinc and aluminium with the special Galfan misch metal method, which offers solid protection against corrosion.

On the whole, with its high



technology and efficiency, the equipment is not expensive in comparison with other manufacturers. In 2008, the price of one storage facility for 1,000 tons of grain was 2.5 million rubles.

EkoNiva not only offers the equipment

itself, but also its turnkey installation. Several highly qualified teams of engineers and builders have been formed for this purpose, they handle the construction of the facility from the planning stage to it being ready to use. We are in close contact with Canadian specialists for this type of work, who are able to provide consultation in case of need.

**Konstantin Gozman, Head of the Doronichi Agricultural Company in the Kirov Region:**

"Doronichi is made up of a group of industrial enterprises in the Kirov Region. Its main business lines are crop cultivation and pig farming. The company has about 50,000 hectares of land under cultivation. We have two commercial pig units, one has 42,000 pigs and the other 65,000. The enterprise is also involved in vegetable farming, as well as growing potatoes, cabbage, carrots and beets. It recently started dairy farming. The enterprise has two meat-processing facilities. This year, about 17,000 tons of sausage products and semi-finished products were produced.

We have long been looking for capacity to store grain. That's why we're very interested in finding a combination of value, quality, and speed of construction in a grain storage facility. Something like that is best for our agroindustrial company. There will be a trip to Canada, where we'll send our specialists in order to study this technology in more depth. We should make our choice during the winter, and start construction in spring."


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