

Fresh dairy a click away

EKO NIVA products have become available in Ozon e-marketplace

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Forage preparation made affordable

EkoNiva-Tekhnika portfolio now features the ROC RT-1000 continuous merger

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How to improve feeding system

EkoNiva has developed Eko.Feed software and hardware package

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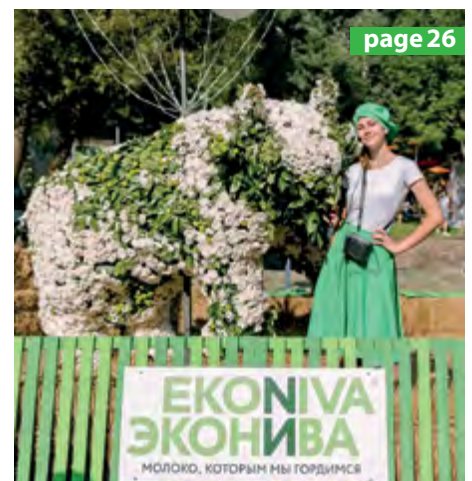
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Stefan Duerr: Business must meet social needs

The 21st century is changing social attitude to business. A new generation has come into play. They are well-informed, self-assertive and they make conscious choices. When choosing an employer, apart from the salary and career prospects, they assess if the mission of the company matches their internal beliefs. When choosing food, apart from the price and quality, they check if the production is sustainable. Additional values such as corporate responsibility matter as much today as product quality. As society is changing its attitude to business,

business is also starting to change its attitude to society. Responsible business focused on sustainability, social commitment and care of employees as much as profits is a global trend today.

From day one, EkoNiva has been following its unique business path giving priority to people and improving their lives.

We have always taken corporate social responsibility seriously. This responsibility implies addressing various needs of the local community and making rural life more comfortable and attractive for young people.

In the mid-90s, we started off with organic production, which at that time was not trendy at all. It did not exactly work out back then; however, now we have resumed the operation of organic farms to produce milk and cheese in addition to crop growing. Back in 2007, we designed our barns to feature outdoor exercise lots enhancing cow comfort and, consequently, making our milk taste better. In 2013, EkoNiva pioneered a farm tour project in Russia for people to see happy cows and calves and share our pride in the milk we make. This year, we have

created the sustainable development concept of the company based on sustainable use of natural resources and responsible farming principles as we want to reduce greenhouse gas emissions caused by our activity and protect the environment.

In general, it makes me happy that the 'produce-cheap-sell-expensive' approach is fading into the past and more companies today strive for true values like integrity, transparency, sustainability and social responsibility.

Stefan Duerr,
EkoNiva Group President

Young professionals moving to new homes

Yermekeyevo village (Bashkortostan) has a new building – a block of 24 flats – designed and constructed under the Comprehensive Development of Rural Areas programme to accommodate young rural specialists. The project has been co-financed by budget and private investors including EkoNiva.

After signing tenancy agreements with the municipality, eight employees of Severnaya Niva Bashkiria received the keys to their new flats. In five years, they will be entitled to buy out the property from the municipality at a tenth of the estimated value provided that they have been working for Severnaya Niva Bashkiria the entire time.

‘We used to live in Belebey, which is 20 km away from the enterprise’, shares Artur Idrisov, Chief Veterinarian at Severnaya Niva Bashkiria. ‘Our new modern-design three-bedroom flat is comfortable and fully decorated and it is located much closer to

my workplace. The final touch we had to do before moving in was to furnish the rooms.’

Ramil Nuriakhmetov, Deputy Minister of Agriculture of the Republic of Bashkortostan, was an honoured guest at the official commissioning ceremony. He spoke highly of the joint effort of the government and investors aimed at the development of the rural infrastructure. According to Ramil Nuriakhmetov, the social support of young specialists engaged in agriculture and other key sectors is of crucial importance for improving life in the rural areas.

‘One of EkoNiva’s guiding principles is to attract young people to agriculture and create



conditions for their professional development and comfortable living in the countryside’, comments Nikolay Lukerin, Director of Severnaya Niva Bashkiria. ‘We are very happy that our employees can move to new homes. Many of them have been working at the enterprise with dedication since the day one, which is almost three years now. My congratulations to them on

having new flats – they surely deserve it!’

The importance of EkoNiva investments for the region can’t be overrated. The operating farms with daily milk output of over 80 tonnes have created 312 jobs. Besides, the construction of Semyono-Makarovo dairy for 2,800 cows is underway in Yermekeyevo district.

By Aleksandr KUTISHCHEV

Spring sowing season is coming



The company’s portfolio comprises 72 varieties and hybrids, including 59 spring crops, with high genetic potential. Peas, soya beans and spring wheat are most in demand.

‘Our varieties have high adaptivity and plasticity, therefore, they deliver a bumper yield even in the harsh climatic conditions of Siberia’, states Willi Drews, PhD in Agronomy, EkoNiva Consultant.

‘This year, we have harvested 8 tonnes of spring barley Margret per hectare, and even in the most arid years, it has never gone below 6 tonnes per hectare’, comments Sergey Timoshin, Head of Timoshin peasant farming enterprise in Tambov oblast. ‘EkoNiva-Semena always stands out in the market due to the high quality and timely delivery.’

Spring crop seeds of the new harvest were offered for sale in September. EkoNiva-Semena intends to ramp up the sales of certified spring and winter crop seeds by 40 per cent as compared to over 70,000 tonnes in the previous year.

The company’s customer base features over 3,000 farmers from Russia and the neighbouring CIS countries. This year, the company has extended its sales territory to add the Republic of Uzbekistan and the Chechen Republic, Kalmykia and Zabaykalye.

‘Selling our seeds to more regions has become possible through expanding portfolio to include adaptive varieties accommodating the needs of farmers from virtually all regions of Russia’, says Yevgeniy Kucheryavenko.

The company has already started shipping seeds for the

coming season to regular customers in Moscow, Leningrad, Kemerovo, Saratov, Penza, Perm and Stavropol oblasts. There are also export contracts with Kazakhstan, Armenia and Azerbaijan. Overall, exports, including spring wheat, barley, pea and soybean seeds, account for 10% of the total spring crop sales.

EkoNiva-Semena delivers goods by road and rail transport. In the season 2020/21, over 2,000 heavyweight trucks, 333 railway wagons and 65 containers with sowing material arrived at their destinations within the shortest possible time frame.

By Tatyana IGNATENKO



Cheese that will make its homeland famous

What does a robot do on a cheese plant and how does a truly delicious cheese ripen? Aleksandr Gusev, the Governor of Voronezh oblast, received the answers to these questions when he paid visit to EkoNiva cheesery in Shchuchye village, Voronezh oblast.

The Governor together with the representatives of the regional government and Voronezh branch of Rosselkhozbank followed the route milk takes to turn into cheese - from the reception area and laboratory to the packaging and storage as the finished product.

The guests got impressed with the cutting-edge equipment: Bertsch cheese line,

Austria, and BamInox pressing machine, Switzerland. However,



60 tonnes of raw milk intake per day



4 tonnes of semi-hard and 2 tonnes of hard cheese per day



1.117 billion rubles invested



95 employees

when they reached a Swiss JNJ robot they were simply mesmerised watching it do its

job. The robot is responsible for cheese turning, smearing with

salt brine and Brevibacteria, cleaning and transporting. Aleksey Prostyakov, Director

of the cheese plant, points out that the robot handles 318 cheeses per hour with consistency and at a given rate, which ensures a uniform flavour throughout the cheese wheel.

Cheese milk is supplied from EkoNiva's own dairies located in the same district and is selected according to 29 parameters, including fat content – no less than 3.5%, protein content – no less than 3.3%, casein – 2.55%, rennet and rennet fermentation tests – Class 1.

The visit wrapped up with a tasting session where the visitors sampled Shchuchye and Kolybelka semi-hard cheeses and Duerr hard cheese. The Governor thanked Stefan Duerr for launching such state-of-the-art production and naming the cheeses after Kolybelka and Shchuchye villages situated in Liski district, thus promoting the region. Aleksandr Gusev also praised EkoNiva for its social responsibility.

'This is an illustrative example of the right way to run business. Everything Stefan Duerr does is of highest standard. The same is true for his generous support of the local communities. It is essential that all businesses working in our region are as socially committed as EkoNiva', says Aleksandr Gusev.

By Svetlana WEBER

EkoNiva pioneers Amaranth growing

Amaranth is a crop with a rich history. It has been cultivated in Asia, South America and Mexico for centuries. Amaranth species are still in demand today: they are widely used for both food and livestock feeding.

In Russia, the amaranth share in crop rotation is rather low, yet the climatic conditions in some of our regions are quite favourable for it, which is confirmed by experience of Severnaya Niva Bashkiria operation. The farm was the first EkoNiva's subdivision to sow this crop on 1 hectare and reap a bumper harvest of amaranth seeds.

'We made the right choice when we opted for the amaranth variety Krepysch; the yield reached 1.3 tonnes per hectare', says Viktor Yefremov, Chief Agronomist

of Severnaya Niva Bashkiria. 'This is a very good performance considering the drought in the region this season – 58 mm of rainfall was all we had. I was first introduced to this crop back in 1996 and have known ever since: amaranth is quite unpretentious; it requires fewer inputs than cereal crops we usually grow – there is no need for fertiliser or protection chemical application. With that, the variety is highly sought-after abroad.'

Next year, plans call for expanding the area sown with amaranth varieties

Krepysch and Helios to at least 1,000 hectares to further develop its commercial

production for grain, mostly for export.

By Aleksandr KUTISHCHEV



Winter crops 2021: 30% up



EkoNiva has increased the winter crop area by more than 30%: 73,000 hectares against 56,000 hectares in the previous year.

The majority of winter crops have been planted on larger areas. For example, winter wheat is now grown on 61,300 ha (+68% to the previous year area), including over 100 ha sown with varieties of own breeding: EN Albireo and EN Taigeta. The rye area has doubled reaching 2,600 ha. The triticale area has expanded sevenfold –

to 2,200 ha. Whereas in the previous year the crop was used solely as seed material, the harvest 2022 will serve as cattle feed.

Oilseeds production has also gone up: for example, this year, EkoNiva has doubled the winter camelina area. It was first sown at Severnaya Niva a year ago on 2,500 ha; now it occupies 6,000 ha.

Camelina is easy to grow; at the same time, it boasts quite a high profitability and a good demand. In favourable weather conditions, a farm can achieve the yield of 2 tonnes per hectare.

Winter rapeseed has only been included in EkoNiva's portfolio this year. The crop is grown on 800 ha at Kaluzhskaya Niva.

'On the whole, we have managed to finish the sowing campaign in due time although the weather was not very encouraging at the start. The crops demonstrate even emergence in all regions of EkoNiva. We expect at least 10 warm days – this will be enough for the winter crops to start tillering', comments Aleksandr Anpilov, Crop Production Director, EkoNiva-APK Holding.

By Aleksandr KUTISHCHEV

Partnership with Uzbekistan

Representatives of Bek Cluster, a large agricultural corporation of Uzbekistan within Bek Corp. holding, have visited EkoNiva's seed breeding operation in Zashchitnoye, Kursk oblast, to gain insight into the seed growing business of the company and negotiate a seed purchase contract. During the tour of the demonstration plots, seed processing lines and storage facilities, the guests learned about new breeding projects of EkoNiva.

Agribusiness is one of the key industries of Uzbekistan economy. In 2020, agriculture, forestry and fish farming made up over 28% of the country GDP. Cotton and cereal growing is the foundation of the agriculture in Uzbekistan. These crops occupy over two thirds of the total sown area. At the same time, the country needs high-quality seeds of other crops, especially winter wheat.

'Previously, our government used to provide us with wheat seeds; however, we weren't very happy with the yields. This year, we have decided to try buying seeds from commercial companies.

We have researched the market and opted for EkoNiva', says Oybek Satibaldiyev, Deputy CEO, Bek Cluster.

Due to the climatic conditions, early maturing and drought-resistant seeds are in high demand in Uzbekistan. Bek Cluster uses irrigation, which allows the company to receive consistent yields in the range from 5-6 tonnes per hectare to 10 tonnes per hectare.

The guests from Bek Cluster showed interest in such winter wheat varieties as Alekseich, Grom (breeder – National Grain Centre named after P. P. Lukyanenko), Triso (originator – DSV, Germany)

and two EkoNiva-bred varieties: EN Cepheus and EN Taygeta.

Soya beans grown in EkoNiva's fields also attracted

the attention of the visitors. In Uzbekistan, farmers apply a double cropping system enabling them to grow two different crops in the same field. Specialists of Bek Cluster believe that soya will be a perfect neighbour to cotton.

An agreement on cooperation between Bek Cluster and EkoNiva has become an expected result of the productive visit.

By Tatyana IGNATENKO



Product labelling: full steam ahead



DataMatrix Honest Sign bar coding for dairy products was launched on 1 June, 2021. All EKONIVA products will be labelled until the end of the year.

On 1 June, EkoNiva introduced obligatory labelling for ice cream and cheese at two production sites in Voronezh oblast.

On 1 September, the company's plants in Kaluga

and Voronezh oblasts started labelling products with a shelf life of over 40 days: UHT milk, cream and butter. Four high-speed lines had been adjusted to enable the process. EkoNiva purchases custom-made package with

an Honest Sign symbol from a printing office to ensure high-quality placement and readability of the symbol.

Currently, the company is testing and implementing new equipment for the third stage of labelling which is

to start on 1 December, 2021. Depending on the type of production, EkoNiva will apply sticker placement after packaging, in-line code printing or custom-made packaging with codes.

'Provided that the equipment is manufactured and delivered as scheduled, our plants will be ready for the final stage of labelling system implementation on time', says Lyubov Aksyonova, GR Manager of EkoNiva. 'The company has all the required technical solutions, an excellent team of professionals and sufficient time for preparation. Besides, EkoNiva is in close contact with the Honest Sign project coordinators from the Progressive Technologies Development Centre.'

By Viktor BARGOTIN

Fresh dairy a click away

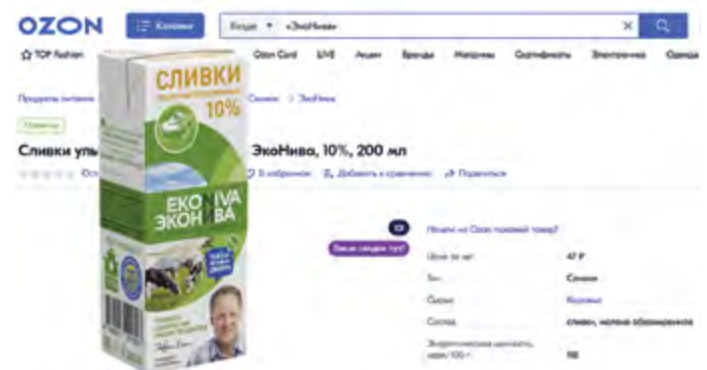
EKONIVA products are now available online. In August, EkoNiva started partnership with famous Ozon e-marketplace, whose enormous logistic capacities provide 85 million Russian people with an easy access to a courier delivery or a pickup point.

In September, Ozon Express presented an extended range of dairy on its shopwindow including EKONIVA milk and cream, which are just a click away from consumers in Central Russia.

'The popularity of online grocery shopping platforms skyrocketed

during the lockdown in 2020', recounts Denis Ishmayev, Sales Director of EkoNiva-Food. 'EkoNiva is strongly focused on online sales channels as retail e-commerce is maintaining its impressive growth after the lockdown is lifted.'

Ozon online shops only offer EKONIVA UHT



milk and cream so far. But the potential is huge and mutually beneficial with full EKONIVA range of over 30 items and Ozon's numerous logistic hubs located in Moscow, Saint-Petersburg, Kazan, Rostov-on-Don, Tver and Yekaterinburg.

'A continuously expanding range of products is a key strategy of our platform', underlines

Viktoria Atkishkina, Ozon Business Development Director. 'We are excited to work with such a significant dairy market player as EkoNiva. This partnership will ensure that our customers have a better choice of high-quality dairy and EkoNiva reaches out to millions of loyal Ozon users.'

Stefan Duerr:

'EkoNiva's target is to increase the share of online brand sales up to 10% of the processing revenue in 5 years', announced Stefan Duerr, EkoNiva Group President, at the Food Business Leaders' Forum in Moscow.





Cattle market in spotlight

EkoNiva is ramping up cattle sales. New contracts have been signed with customers from Novosibirsk, Kaluga and Amur oblasts, Altai area and Chechnya. The animals are already on their way to new owners.

In the next five years, the company is planning to become one of the top suppliers of breeding heifers in the Russian dairy cattle market which is rapidly developing due to strong government support.

'A lot of new investment projects underway in the Russian dairy sector are driving the demand for high-quality heifers. At the same time, the tightened veterinary regulations in the exporting countries and the coronavirus pandemic have significantly complicated cattle imports into Russia. These factors add up to create favourable conditions for the internal market development', says Yevgeniy Kucheryavenko,

Executive Director, EkoNiva-Semena.

EkoNiva is the largest raw milk producer in Russia and Europe. The total herd exceeds 212,000 head, half of which are high-yielding thoroughbred

in dairy cattle breeding.

The farms in Voronezh, Kaluga, Ryazan, Tyumen and Novosibirsk oblasts are certified breeding reproducers of Simmental, Brown Swiss, Holstein Black-and-White and

Valeriya Serebrennikova:

'Our cows have high genetic potential and are adapted to the Russian climatic conditions and large commercial farms. We guarantee a uniform herd in terms of type and productivity traits. Upon the client's request, we can supply as much cattle as needed in one batch'

dairy cows. Farming operations of the company produce approximately 3,200 tonnes of milk per day.

For over 15 years, EkoNiva has been engaged

Red-and-White, Hereford and Aberdeen-Angus breeds. The cattle are used for own herd replacement and for sale. Since 2006, over 162,000 own heifers have joined the main

herd of EkoNiva. Each cow has a pedigree certificate with full details on its ancestry, including lactation performance. EkoNiva uses American and European sexed semen to increase the number of heifers born.

Since 2011, the company has sold about 7,900 surplus pure-bred heifers to other dairy farms. Currently, the company is stepping up its sales negotiating with milk producers from Lipetsk oblast, Krasnodar area and Tatarstan.

Black-and-White Holstein cattle are in the highest demand in the dairy sector. Average daily milk yield of a Holstein cow on an EkoNiva farm exceeds 30 litres, while the annual performance can reach 9,384 kg of milk with 3.83% fat and 3.38% protein.

'Our cows have high genetic potential and are adapted to the Russian climatic conditions and large commercial farms. We guarantee a uniform herd in terms of type and productivity traits. Upon the client's request, we can supply as much cattle as needed in one batch', explains Valeriya Serebrennikova, Cattle Breeding Department Manager, EkoNiva-APK Holding.

Rodnik farming enterprise, Krasnodar area, is a long-term client of EkoNiva.

'EkoNiva has helped us to build up a herd with excellent lactation performance: the annual milk yield per cow is 10,200 kg with 3.6% fat and 4% protein. Some cows produce up to 50 kg of milk', says Yuriy Zinkovskiy, Chief Herd Manager of the farm.

By Tatyana IGNATENKO





Corporate social responsibility

Ministry of Labour of the Russian Federation has announced the winners of the annual Russian Company of High Social Efficiency award. EkoNivaAgro, Voronezh oblast, took third prize in the Territory Development Social Investment and Sponsorship category.

EkoNivaAgro is a distinguished benefactor in Voronezh oblast. In 2020, the company spent 172.3 million rubles on social projects, including 130.6

million rubles on external sponsorships. 'Last year, the implementation of the Comprehensive Development of Rural Areas programme

made up the main share of the budget allocated to our social projects', pointed out Roman Volodin, First Deputy Regional Director for Voronezh oblast,

EkoNivaAgro. 'Under the project, the company co-financed the local budgets in the amount of 64.1 million rubles.'

Thanks to EkoNivaAgro involvement in the Comprehensive Development of Rural Areas programme, 66 young specialists of the company had a housewarming in their new dwellings in Liski and Bobrov districts at the beginning of the year. Apart from that, EkoNivaAgro supports talented youth, people with disabilities and sponsors public institutions, orthodox churches, creative groups and various rural projects.

The Russian Company of High Social Efficiency award has been held annually since 2000. One of its objectives is to draw people's attention to the importance of addressing social needs at a corporate level and identify the most successful projects. It is not the first time that the company's social commitment has been praised by the government: EkoNivaAgro took second place in 2015 and third place in 2017-2018.

By Viktor BARGOTIN

ISS Commander's earthly dream

Sergey Ryzhikov, a Russian cosmonaut, Commander of the 64th long-duration ISS mission, has met Stefan Duerr, got impressed with a rotary milking parlour and given EkoNiva the photos he made up in the space.



Sergey returned to Earth in April. After the postflight reconditioning, Sergey decided to take a trip with his mother to Orenburg region, his birthplace. There, in Bugulma, the future space conqueror was born and spent his childhood. Fond memories of this land always support the man when he goes on a mission. Sergey's dream is to build an ecovillage and start organic farming in Bugulma.

'I met Sergey some years ago when he chose the place to put his idea into reality', says Pyotr Dubyanskiy, Regional Director for Volga Region, Severnaya Niva. 'At present, the field is rented and tilled by EkoNiva. We agreed to transfer it as soon as the lease expires. Sergey has already built a chapel and a memorial cross there. Besides, he is developing

bee farming in this area. We do our best to help him with legal issues and give advice on eco practices.'

In early July, Sergey Ryzhikov with his mother went to Kurskaya Vasilyevka dairy. Stefan Duerr received the long-awaited friends personally, took them on a tour around the facility, showed the fields and modern milk production process. Sergey and his mother Lyubov were really impressed by the rotary milking parlour. Our cosmonaut jokingly pointed out its striking resemblance to a human centrifuge just moving at a slower pace. Sergey also gave EkoNiva the unique photos he made on board the ISS, including some pictures of Bugulma district taken when the station was above it in the space.

By Aleksandr KUTISHCHEV



Scientific collaboration for higher yields

Specialists of Saatzucht Bauer led by the CEO, Berthold Bauer, have visited Zashchitnoye plant breeding and growing operation belonging to EkoNiva Group. The parties discussed the cooperation prospects in cereals and pulses breeding and seed growing, looked at the trial plots and toured the Plant Breeding Centre.

EkoNiva and Saatzucht Bauer have been collaborating on commercial seed growing for nine years to offer the

The resulting generations are selected and tested in different environmental conditions. The major goal is to obtain varieties with valuable

the plant breeding progress', says Vitaliy Voloshchenko, Director of EkoNiva Plant Breeding Centre.

At present, EkoNiva is working on extending the geographical distribution of the in-house varieties – for instance, winter wheat Cepheus, Alioth and Sheratan are undergoing trials in Belarus and Kazakhstan.

'We see tremendous potential in cooperation with EkoNiva. It is one of the most innovative and open-minded enterprises in Russia. Together

we will make it to the top in plant breeding', highlights Berthold Bauer.

The partners agreed to commence the environmental evaluation of the new promising lines and varieties created by EkoNiva-Semena Plant Breeding Centre for their further registration in the European countries.

'Apart from specific business-oriented targets, our plant breeding programme is aimed at meeting the criteria stated in the Food Security Doctrine of the Russian Federation and realising full export potential of the domestic farming sector', concludes Sergey Lyashko, First Deputy Director General of EkoNiva-APK Holding.

By Tatyana IGNATENKO



Berthold Bauer:

We see tremendous potential in cooperation with EkoNiva. It is one of the most innovative and open-minded enterprises in Russia. Together we will make it to the top in plant breeding.

best European varieties of cereals and pulses to Russian farmers. In 2016, the companies agreed to expand their mutually beneficial partnership in plant breeding programmes and technologies, including incorporation of German varieties' genetic potential in EkoNiva's winter wheat programme.

'The main objective of our project is to combine Russian winter hardiness and high baking quality with European yielding capacity and harvestability in the genomes of new wheat cultivars', says Yuriy Vasyukov, Regional Director of Zashchitnoye.

economic traits that fully meet the requirements of the Russian agricultural market.

'The cultivars chosen for further competitive trials exceed the regional standard by 8-20%', states Andrey Zvyagin, Manager of Plant Breeding and Variety Maintenance Department of EkoNiva-Semena.

During the visit, the parties also discussed on-going issues and set further goals.

'Modern techniques such as marker-assisted breeding, haploid doubling and enclosed research greenhouses (phytotrons) make it possible to accelerate





What's in the Cup?

EkoNiva-Food has taken part in the Cup – a coffee, tea and hot chocolate fest – held at the Museum of Moscow.

At EkoNiva's booth, a professional barista created all kinds of coffee drinks based on EkoNiva Organic milk.

'We have received lots of positive feedback on our organic milk and milk-based

drinks', states Yekaterina Duerr, Deputy Manager of Marketing Department of EkoNiva-Food. 'The attendees pointed out its natural flavour. Moreover, people associate EkoNiva Organic with the taste from childhood,

which makes us really happy.'

At the fest, the guests learned about the difference between conventional and organic milk. Karolina Vasilyeva, Manager of Milk Quality Control Department of EkoNiva-APK Holding, shared the results of organic milk evaluation carried out by Agroplem milk quality laboratory.

'We have studied the composition of EkoNiva Organic milk', says Karolina

Vasilyeva. 'The results show it is rich in unsaturated fatty acids. The value is, of course, lower than in avocados, walnuts or flax seeds, but milk is a more available product. So, with our organic milk, you can reap health benefits every day.'

Since organic trend is gaining traction in Russia, EkoNiva-Food is expanding its organic range. Soon organic UHT milk will hit the shelves.

By Mariya POLETAYEVA

Organic farming under control

The Russian quality control system 'Roskachestvo' has conducted an inspection of EkoNiva organic farm in Novodugino village, Smolensk oblast.

According to law, the organic certification under the GOST standard is to be verified on an annual basis. The Roskachestvo evaluated crop, soil and feed quality compliance. The results of laboratory tests confirmed the absence of herbicides and crop protection chemicals, the application of which is strictly forbidden in organic farming. The committee specialists also checked the cows' health and housing conditions and were satisfied to see

that they meet all the requirements of organic dairy production standards: the cows live in a natural environment without any stress factors and graze in the cultivated pastures choosing their own ration.

'The enterprise is situated in a pristine area', says Maksim Vanin, Farm Director. 'The local environment is perfect for organic crop and animal farming – fertile soil not tainted with pesticides, vast cow grazing pastures and clean water. It is noteworthy that Novodugino



district is the birthplace of Vasily Dokuchayev, a famous Russian geologist, who laid the foundations of the soil science. We hope that organic farming will become a principal industry for the region as ecological balance and soil health are sustainable goals of organic agriculture.'

Smolenskaya Niva farm specialises in organic crop and livestock farming. The oats, spring and winter wheat farmland is 9,000 ha. The herd of predominantly Sychevskaya breed totals 920 head including 474 dairy cows and produces about 5.5 tonnes of milk per day.

By Darya DENISOVA

EkoNiva Seeds at Field Day

EkoNiva-Semena has participated in the All-Russian Field Day 2021 held in Yekaterinburg oblast, which features the latest achievements in plant breeding, agrichemistry, crop protection and displays a broad range of state-of-the-art farm machinery.

The Field Day is one the largest agricultural trade shows taking place in actual farm field conditions', says Yevgeniy Kucheryavenko, Executive Director of EkoNiva-Semena. 'It's a perfect space to represent our company and cultivar portfolio as we can demonstrate our variety trial plots prepared and sown here in advance. Here we also unveil our specialised trial plot machinery, which we use at our own seed growing and plant breeding operations.'

EkoNiva booth also displayed machinery by

ZUERN brand from Germany: the ZUERN D82, a powerful plot seeder designed for precise sowing, the ZUERN D90 single-row seeder for plant breeding and the ZUERN Z130ST, a highly efficient thresher.

'Across Yekaterinburg oblast and neighbouring regions, we focus mostly on spring crops, primarily cereals such as wheat, rye and oats,' continues Yevgeniy Kucheryavenko. 'Peas and forage crops are also a popular choice for local growers. For example, sowing alfalfa has been an



increasing trend lately. In general, farmers here prefer winter-hardy varieties. From our portfolio, the bestseller in this region is the winter wheat Skipetr, besides, we are happy to observe a growing demand for our in-house bred winter cultivars

Cepheus, EN Taygeta and EN Albireo.'

EkoNiva spent 3 productive days at the All-Russian Field Day 2021 welcoming guests at the booth, networking, catching up with old friends and making some new ones.

By Tatyana IGNATENKO

Smart approach to seed growing



Guests of the Field Day arranged at Zashchitnoye, Kursk oblast, could learn everything there is to know about plant breeding and seed growing.

Zashchitnoye is a specialised plant breeding and seed growing enterprise occupying 37,900 hectares with a daily output of 400 tonnes of seeds.

'Our annual production capacity is 120,000 tonnes

of cereals and pulses, which we store in climate-controlled conditions', says Yuriy Vasyukov, Regional Director.

A few years ago, Zashchitnoye launched its own winter wheat and soya breeding programmes. The first

achievements are the winter wheat varieties EN Cepheus, EN Albireo, EN Taygeta and soya beans EN Argenta already enlisted in the State Register. Six more the winter wheat and two soybean varieties are in state trials now.

EkoNiva's customers came to attend the event from as far as Altai.

'Our enterprise operates on more than 20,000 hectares', says Vasily Shkapenko, Chief Agronomist of Orbita farming enterprise. 'We primarily focus on growing oilseeds such as flax, rapeseeds and sunflowers. Our cooperation with EkoNiva started in 2016 with the first order of spring and winter wheat. Today we choose consistent and high-yielding varieties Skipetr, Triso and Calixo.'

EkoNiva-Chernozemye demonstrated Vaderstad machinery in action – a Vaderstad Tempo L high-speed precision planter, a Vaderstad Spirit 800C pneumatic seed drill, a Vaderstad Carrier 820 versatile disc cultivator and a Vaderstad Top Down 500 multipurpose cultivator showed their performance in the field.

By Darya DENISOVA

Innovations for development and growth

The guests had an opportunity to see the latest seed growing and plant breeding achievements, farm machinery novelties, exchange experience and network.

'Such events provide our partners with a platform where they can find answers to their questions and give feedback on our products', says Evgeniy Kucheryavenko, Executive Director of EkoNiva-Semena.

The company has been operating for over 23 years. The customer base covers 60 regions of Russia, 8 countries of the CIS and other countries. The portfolio comprises 72 varieties and hybrids, including four cultivars of own breeding.

Special attention was paid to winter crops. Experts recommend Siberians to allocate part of the acreage for winter wheat.

'We focus on winter hardy lodging-resistant varieties', says Willi Drews, PhD in Agronomy, EkoNiva Consultant. 'We offer novelties of own plant breeding – the winter wheat varieties EN Cepheus and EN Taygeta. The high tillering capacity of the cultivars enables Siberian farmers to extend the sowing season as well as to start it earlier, when necessary, since the local climate is gradually growing warmer.'

The guests were shown seed production fields. The winter wheat variety EN Cepheus was among the highlights. The variety is suitable for growing in different soil conditions after various previous crops applying either conventional or intensive technology.

Apart from sowing material, pedigree cattle, flagship and



A Field Day arranged jointly by EkoNiva-Semena and EkoNivaSibir has taken place on the premises of Sibirskaya Niva. The event was attended by farmers from Kemerovo, Tomsk, Omsk and Novosibirsk oblasts as well as Krasnoyarsk and Altai areas.

new farming machinery were showcased. The attendees were introduced to smart farming solutions and modern fodder preparation practices.

'We are demonstrating the entire forage preparation machinery range: from the John Deere tractor to the continuous merger ROC', says Sergey Arsiry, Head of Altai branch of EkoNivaSibir. 'The latter, by the way, deserves particular attention.'

The ROC equipment is distinguished by high quality of its constituents, a convenient pickup and conveyor belt design. The special suspension system facilitates perfect terrain following. The frame can be lifted up to one meter high, the pickup and conveyor belt are adjustable. The merger produces

a perfect swath reducing crop contamination from ash. During the demo show, the guests could see the incredible cleanliness of the material firsthand.

'Moving forward is easy with EkoNiva', says Aleksandr Pecherkin, Director of Pecherkin farming enterprise (Leninsk-Kuznetsk district, Kemerovo oblast). 'The company supplies us with seeds and farm machinery. We value the service; the competent staff is always aware of the latest trends and ready to offer us something new. EkoNiva has the most professional team in the region. We are happy to have such a partner.'

The management of Pecherkin farming enterprise does not shy away from trying things out. They were the first

in the region to adopt no-till in 2011.

'Since we operate in severe drought conditions, we decided to give no-till a go', continues Aleksandr Pecherkin. 'It all began when EkoNiva supplied the first John Deere 1890 sowing combination to us. In the 10 years that followed we always had a substantial harvest. Over the time, a good mulch layer has accumulated preventing the crop from drying out. Our grain yields are stable, around 5 tonnes/ha every season. This year, we have added another John Deere 1890 unit to our machinery fleet.'

The farmer came to the Field Day in search of new varieties of field crops. The wheat, barley and peas grown by the company come exclusively from EkoNiva's portfolio. The yields are consistently high even without fertiliser. The top 3 cultivars include the peas Jackpot, the barley Calcule and the wheat Skipetr. The grower is considering buying new varieties: the peas Trendy and Belmondo, the barley Explorer and Paustian, the wheats Triso and EN Cepheus.

Aleksey Babakov, Head of Oktyabrskoye (Zonalnoye district, Altai area), also came for seeds and equipment.

'EkoNiva never fails to amaze us', says the farmer. 'The company is No.1 in everything: high-quality sowing material, reliable machinery, professional consulting and timely service. The team is available around the clock, ready to offer a multitude of opportunities for growth and development.'

By Tatyana IGNATENKO





Field of opportunities – 2021



This season, farmers have resumed communication and experience exchange through regional farm shows. In 2020, the majority of public events was cancelled due to the pandemic. Over the year of operating in new conditions, agricultural business community has become smarter and more resilient. Farm machinery manufacturers and dealers have released a lot of new models. In light of this, this year's displays were bustling with activity and full of exciting discoveries.

EkoNiva took part in over 20 field days presenting the latest machinery models and components from global manufacturing leaders (John Deere, Vaderstad, JCB, ROC, etc.) as well as dairy produce and seeds.

Black Soil region debuts

Voronezh Field Day took place on the premises of EkoNivaAgro. Among the bestsellers on display was Vaderstad Tempo, a new-generation trailed planter.

'The model features 16 row units and the ProStop stop wheel', says Eduard Ivanov, Head of Sales Department of EkoNiva-Chernozemye. 'It maintains an excellent seed-to-soil contact, whilst minimising sidewall compaction in the seed furrow. The unique seed metering unit, the Gilstring Seed Meter,

delivers an unmatched precision at very high speed.'

Another unit, which debuted at Voronezh Field Day, was the row-crop John Deere 6140M tractor, an invaluable farm hand both in livestock and crop production.

The John Deere L624 square baler continued the lineup of novelties.

'The model makes high-density 2 m x 1 m bales', continues Eduard Ivanov. 'The machine is a perfect choice for compressing hay, straw and industrial crops.'

Forage is the key

In Vladimir oblast, a BVL V-Mix 12-1S mixer wagon was demonstrated. A single-auger unit with a 12 m³ tank is an excellent solution for top-quality TMR.

'The model is equipped with a load cell and V-DAIRY

Feeder which automatically reports the mixing time and total amount, the discharge rate and the time it took to distribute it', says Kirill Tagantsev, Head of Sales Department of Kostroma branch of EkoNiva-Tekhnika. 'It enables herd managers to control all feeding stages.'

Over 70% of farmland in Leningrad oblast is under forage crops. Therefore, the local farmers are particularly interested in efficient fodder preparation machines. Among them is the upgraded John Deere 8310R row-crop tractor.

'The tractor is equipped with the six-cylinder 9L John Deere PowerTech PSX engine with the capacity of 310 hp', says Daniil Alekseyev, Head of Sales Department of St. Petersburg Department of EkoNiva-Tekhnika. 'The PowerShift gearbox ensures

quick and smooth gear switching, without jerking.'

Another novelty is the Kramer KT307 telehandler. Along with compact design, the model has a lifting capacity of 3 tonnes and ensures stacking to a height of up to 7 m.

Parade of flagship models

At Kirov Field Day, the farmers were presented the John Deere 6140B tractor for the first time.

'The model is considered the Series B flagship', says Ivan Balakhontsev, Head of Sales Department of Kirov branch of EkoNiva-Tekhnika. 'At the heart of the 140 hp tractor is a six-cylinder 6.8L engine. The Premium package includes Power reverser. Even under load, changing gears is effortless and eliminates the need to depress the clutch pedal.

The machine was also highly sought-after at trade shows in other regions.

'The tractor has a high backup torque of 35%', adds Andrey Klimenko, Head of Sales Department of Kaluga branch of EkoNiva-Tekhnika. 'The machine offers impressive versatility: it is equally good for ploughing with a 4-mouldboard plough, tillage with a disc cultivator and fodder preparation.

The new John Deere 6140B is already operating in the company's fields in Kaluga oblast.

'The tractor's performance during the harvesting season was superior. It is indispensable when it comes to forage carrying', says Egor Babukin, Manager of Kalyaev farming enterprise. 'Coupled with a cart, the machine tackles large volumes of work, such as transporting over 120 bales per day.'

Kaluga branch of





EkoNiva-Tekhnika shared the latest trends with the neighbours, too: at Smolensk Field Day, the company held a demo show of the major novelties and the most popular models of recent years. The customers who are not yet familiar with the gold standard in the world of loaders could see the JCB 531-70 telescopic loader complete with branded implements – a bale spear, a bucket, silage and pallet forks – in action. The Haybuster H835 tub grinder also demonstrated its impressive performance.

Power and speed for Siberia

At Siberian Field Day, a great variety of innovative solutions for agribusiness was showcased. EkoNivaSibir's extensive display comprised over 30 machinery units, including a John Deere 8R 340 row crop tractor, one of world-renowned exemplars of excellent performance and comfort. Due to the independent-link suspension and the long wheelbase, the tractor runs smoothly whatever the terrain, thus enhancing the operator's experience. The Active Command Steering system ensures easy and quick turns. The six-cylinder 9L high-torque engine is a reliable power unit for a wide range of works.

The highlights of the display were equipment units manufactured by the Swedish brand Vaderstad, among them a versatile Opus 600 stubble cultivator, a Carrier 820 disc cultivator and a Tempo TPL 18 high-speed precision planter.

'The Carrier 820 with the unique CrossCutter disc system was also demonstrated at the show', says Sergey Arsiriy, Head of Altai of EkoNivaSibir. 'It

carries out fast and efficient mini tillage and reduces fuel consumption while bringing down herbicide costs.'

Technologies for every need

At the regional Field Day, Ryazan branch of EkoNiva-Tekhnika Holding held a demo show of a full fodder preparation cycle. At an alfalfa plot, the operations commenced with a John Deere W235 self-propelled windrower. The unit was followed by a ROC RT 1000 continuous merger. The model can be mounted on a



120 hp tractor with a hydraulic system capacity of 60 l/min. This parameter alone makes the unit a must-have for virtually every modern farming operation. The design of the ROC RT 1000 makes it possible to form one single swath up to every 50 m.

'During the first cut, when the crop volume is large, the performance of the model reaches up to 13 ha/h, it then goes up by another two hectares per hour in the second cut and may be as high as 18 ha/h during the third one', says Kirill Parfiriyev, Sales Rep of Ryazan branch of EkoNiva-Tekhnika. 'With that, the equipment handles

the crop very gently, without breaking the little stalks. Complete elimination of earth and stones from the windrows is guaranteed.'

Next, the swaths were handled with a John Deere 8300 forage harvester followed by a John Deere 8925R tractor towing a Fliegl ASW 381 trailer. Besides, the farmers were demonstrated quick and high-quality baling with a John Deere M650 baler.

A John Deere S770 combine harvester with a 630R header showed superior performance during the grain harvesting operation. Nikolay

by EkoNiva-Tekhnika. It is a pleasure to work with the company: the specialists promptly respond to any inquiry, the machinery and spare parts supply processes run smoothly. With such reliable partners, one can efficiently use modern machinery to improve the business's overall performance.'

Seeds of success

EkoNiva-Semena is a regular participant in regional trade shows. This year, the company introduced farmers to the novelties of in-house breeding – the winter wheat varieties EN Cepheus, EN Taygeta and EN Albireo as well as the soybeans EN Argenta.

'Besides machinery, we also buy seeds from EkoNiva', says Emil Ishmukhamedov, Director of Elli Group, one of grain market leaders in Altai area. 'We've been sowing the spring wheats Triso and Licamero. The yields are quite good – last year we harvested 3.6 t/ha on average, which is twice as much as what the neighbouring farm gathered. The performance of the barley Paustian was excellent – 4.27 t/ha – even despite the drought.'

Reliable partners and powerful modern machinery are what drives strong growth of the regional agribusiness. EkoNiva is committed to promoting this interaction, sharing its best practices and technical solutions. The past trade show season enabled the company to bring the latest knowledge and practical benefits to the agricultural industry.

By Aleksandr KUTISHCHEV,
Darya DENISOVA,
Tatyana IGNATENKO,
Viktor BARGOTIN

Lyubimov, Governor of Ryazan oblast, operated it during the first round giving a symbolic go-ahead to the season.

Nevar-Ryazan (Shatsk and Sasovo districts, Ryazan oblast) has been cooperating with EkoNiva since the company's foundation in 2017. 'We are engaged in crop production, cultivating around 15 thousand hectares. The backbone of our fleet is the John Deere machinery, mostly the 6 and 8 Series tractors', says Vladimir Protasov, Director of Nevar-Ryazan. 'The first thing I do when attending a Field Day is get to know about the latest models and solutions offered

Gentle spraying



EkoNiva-Tekhnika and EkoNivaSibir have become dealers of self-propelled sprayers of the Italian brand Mazzotti. The fulfillment of pre-orders started in July 2021. The first sprayers are expected to be delivered by March 2022.

Mazzotti has been producing self-propelled sprayers since 1987. The manufacturer has been present in the Russian market for over 10 years. The Mazzotti are specialists in self-propelled

sprayers with the highest range and the ability to provide the most suitable machine for any crop and need.

'The MAF series sprayers are powerful and reliable machines for large-scale

enterprises', says Vasily Stepanov, Sales Rep at EkoNivaSibir. 'The machine features a tank with a capacity of from 3 up to 6.5 m³ and a boom whose length range is from 18 up to 36 m. The Air

assistance is available on all length, it is a necessary option where the coverage of the crop needs to be capillary. The clearance is from 1.4 up to 2.8 m.'

For small-scale farming operations, Mazzotti offers the IBIS series.

'IBIS are compact and manoeuvrable sprayers with a 2.8 m³ tank and a 28 m long boom', continues Vasily Stepanov. 'They are ideally suited for farming operations where mini-till is practised. The series has a clearance of up to 1.5 m, which is sufficient for virtually all crops cultivated in the Siberian Federal District.'

The Mazzotti sprayers are equipped with the engine, transmission as well as the navigation system of the John Deere make.

The Mazzotti self-propelled sprayers are available for booking already today. Please feel free to place orders for the following models: the MAF 4240, MAF 5240, MAF 6240 and IBIS 3180.

By Darya DENISOVA

Forage preparation made affordable

EkoNiva-Tekhnika has signed an agreement with Rosagroleasing to offer the leasing of the ROC RT-1000 continuous mergers to its customers.

Technical advantages of the ROC RT-1000 machine place it among the global leaders of the fodder preparation machinery sector. The main difference as compared to traditional rotary rakes is the pickup system: the ROC RT-1000 gently lifts the crop to transport it along the conveyor belt, whereas conventional rakes drag the crop on the ground up to the windrow.

The swaths are collected by all the three belt conveyors directing the grass in the selected trajectory (to the left, to the right, or in both directions simultaneously). The unit also works with one or two side sections lifted.

The continuous merger is suitable for silage, hay and haylage preparation, ensuring

swathing of alfalfa, sorghum, wheat, miscanthus, straw, maize as well as different grass and leguminous crops.

'The ROC RT-1000 is a perfect solution for alfalfa', says Lev Kramarenko, Brand Manager for Forage Preparation Machinery at EkoNiva-Tekhnika. 'The gentle pickup prevents the leaf loss in the green mass and deposits it centrally without any damage, thus increasing the fodder value and quality. Besides, the model does not break the fresh alfalfa growth made up of small shoots.'

The merger can be pulled with tractors with a capacity range from 80 hp up to 130 hp. It can form a large swath every 9, 18, 27, 36 и 45 metres. Coupled with a forage harvester with the power of 500 hp,



the machine delivers the required harvester loading and considerable fuel saving.

'EkoNiva-Tekhnika and Rosagroleasing have created comfortable conditions for the purchase of the ROC RT-1000', continues Lev Kramarenko. 'The leasing term is up to 5 years with an initial down payment of just 10%. The key parameter is low appreciation

rate: from 3 up to 5 percent. Besides, regional subsidies enabling farmers to return up to 1.5 million rubles of the machine cost are in place in different oblasts. Until the end of this year, the leasing price for the continuous merger is fixed in rubles. So now is the perfect time to acquire this solution for the future forage crop.'

By Viktor BARGOTIN

Better to see it once

The first John Deere factory in Russia was launched 15 years ago in Orenburg. Since then, the enterprise has proven to be a benchmark manufacturer of high-quality and high-power farm machines combining time-tested traditions with continuous innovation.

John Deere is a well-established brand in the Russian market helping farmers to achieve their goals: reduce costs, improve profitability and quality assurance system.

EkoNivaTekhnika-Holding, a leading dealer of the American brand in Russia, arranges regular customer tours to the facilities in Orenburg together with John Deere. The latest group consisted of farmers from Kirov oblast.

'A lot of our customers have been using John Deere equipment for years but have never been to the production

site', says Viktor Moiseyev, EkoNivaTekhnika-Holding Kirov branch Sales Representative. 'During 5 hours of the tour, they looked into the production process and quality control system, saw the conveyor, the spray booths and the welding shop. As one of the guests noted, once you have observed how John Deere machines are built, you have no questions about what you pay money for.'

The group included the representatives of Novy farming enterprise (Kirov oblast, Zuyevka district) that has just acquired a



new John Deere 8230 tractor in addition to several 8000 Series combine harvesters already used on their farms.

'Superb workplace management, clearly defined operations, high compliance and stringent quality control at each process stage reveal an unrivalled level of production', states Vladimir

Limonov, Manager of Novy farming enterprise. 'What also makes me happy is the number of young employees with high professional competence at the factory. Thank you very much for the informative excursion!'

By Aleksandr KUTISHCHEV

Debut in the field

The 254-hp John Deere S440 harvested winter wheat at a speed of up to 7 km/h and crop yield of 5 tonnes/hectare.

'The John Deere S440 is a perfect solution for small and mid-sized farms', says Sergey Prokhorov, EkoNivaTekhnika-Holding Service Coach. 'At the show, it operated in tandem with the John Deere 625R combine header that has a 7.7-metre cutting width. At a speed from 4 to 7.7 km/hour, the broken kernels made 0.3%, while the losses were less than 1.5%.'

TriStream, a unique rotary threshing and separation system, is a distinctive feature of the John Deere S440. The diameter of the rotor has been increased to 610 mm, the length is 3,130 mm. The rotor can thresh all types of crops even in extreme harvesting conditions.



EkoNiva-Chernozemye has run a demo show of the new John Deere S440 rotary combine harvester on the premises of Aleksandr Kaverin's farming enterprise in Ternovka district, Voronezh oblast.

Its construction improves threshing efficiency and enables smooth and consistent feeding, which enhances grain quality and

reduces power and fuel costs at the same time.

'The rotary design ensures careful threshing of small grain crops – wheat,

rapeseed, rye, oats and barley – and row crops – sunflower, corn, soya beans, which are popular in the Central Black Soil Region,' adds Ivan Bayak, John Deere Regional Rep.

The combine harvester demonstrated excellent performance – up to 30 tonnes/hour.

'The new John Deere S440 ensures great productivity, reliability and efficiency', continues Ivan Bayak. 'It is important that the machine can be equipped with state-of-the-art precision farming systems: the AutoTrac guidance system, the Harvest Doc yield mapping system, the JDLink telematics system, the Active Terrain Adjustment system that minimises grain loss when ascending or descending hills.'

By Darya DENISOVA



Artyom Rykalov,
Precision Farming Specialist,
Zashchitnoye enterprise

Harnessing the power of weather data

The application of on-farm weather stations has become a major trend in the digital transformation of agricultural production. EkoNiva enterprises have also installed new iMETOS meteorological stations by Pessl Instruments, Austria. First weather stations were launched at the operations in Voronezh oblast in 2017. Complete implementation across all enterprises was carried out at beginning of the growing season 2020.

Nowadays, 42 smart iMETOS weather stations operate in Voronezh, Kursk, Kaluga, Orenburg, Ryazan, Novosibirsk oblasts, Tatarstan and Bashkortostan. Modern weather stations generate accurate 14-day local forecasts enabling competent farm operation planning and informed management decisions.

'The weather station collects real-time data – air temperature, wind speed

reduce operating costs, for instance, on plant protection chemicals, and improve the management of the operations. For example, if the probability of precipitation is high, the work is postponed until more favourable days.'

The stations accumulate information over the entire period of service, which gives a solid basis for future analysis and production planning.

'We use meteorological stations to assess winter weather conditions, which allows us to select winter-hardy varieties in different regions. Moreover, we can schedule the seeding campaign and application of crop protection chemicals accordingly. To choose a tillage strategy, we analyse the weather conditions that prevailed in the previous season', explains Aleksandr Anpilov, Crop Production Director, EkoNiva-APK Holding.

Agronomists, precision farming specialists, enterprise managers can keep track of information

via FieldClimate, the cloud service designed specifically for iMETOS owners. Besides, employees can access the data they need via EkoCrop, an EkoNiva-designed application for crop farming.

'Up-to-date meteo stations are compact', shares Dmitriy Zhukov, Leading Specialist of Precision Farming Department. 'They are fully self-contained and do not require a lot of effort to assemble and operate. It is enough to inspect and clean

the solar cell panel and rain gauge filter once every three months.'

Some EkoNiva farms keep using conventional rain gauges, but human errors and inaccuracies influence the results. Specialists believe that weather stations are indispensable at modern agricultural facilities. EkoNiva's ambition is to be completely equipped with the meteorological stations by 2023.

By Darya DENISOVA



and direction, atmospheric pressure and precipitation amount', says Sergey Kapustin, Precision Farming Director, EkoNiva – APK Holding. 'This helps to



Siberia-tempered seeds



Yields matching or even exceeding the performance of the central regions (7-8 t/ha) is a dream becoming the reality for those Siberian producers who choose quality seeds.

Siberian farmers prefer highly adaptive seeds of European genetics for spring wheat, which usually tops the list of the most popular crops in the region.

'Spring varieties offered by EkoNiva show more intensive tillering, good resistance to recurring frosts, high quality of grain and yield potential', points out Willi Drews, Ph.D. in Agronomy, EkoNiva Consultant. 'For example, Licamero and Calixo, new generation varieties, are resistant to lodging, mature early and, most importantly, deliver high yields in on-farm conditions, so they are a hit in drought prone areas of Siberia.'

Calixo and Licamero yield impressive 6.7 and 7.2 tonnes/ha, respectively. Calixo is registered in the

northwestern and western areas of Siberia. This variety with compensatory capacity responds well to fertiliser and precipitation at any vegetation stage. Besides, early-maturity Licamero fits arid climate zones and is perfect for Kazakhstan and southern Siberia.

'Licamero is sown at a low rate but has great tillering at the same time', continues Willi Drews, 'and has excellent quality in terms of gluten and protein content. Both Licamero and Calixo are short-stemmed varieties (up to 87 cm) not prone to lodging, which makes growth regulators decreasing the yield in the arid climate not necessary.'

The portfolio features two additions: the spring wheat Florens, an intensive

mid-ripening variety of French breeding possessing high drought resistance due to a well-developed root system, and the spring wheat Toccata of Czech breeding.

'Toccata has a large spike with 40-45 kernels', explains Willi Drews, 'which is a high value for the parameter. The cultivar is yet to undergo extensive trials on production farms in Siberia, but it has all potential to join "the team of Siberia-tempered varieties".'

Spring barley is a runner-up in the Siberian rating of favoured crops.

'Calcule remains a grower-preferred cultivar in the country', notes Willi Drews. 'It's resistant to stem break, ear necking, diseases and drought. Cultivar Explorer boasts the same advantages. This newcomer performs

well with no-till and has large kernels. The thousand kernel weight reaches 56 grammes.'

These cultivars produce high yields at Siberian farming enterprises: Calcule – 7.4 t/ha, Explorer – 8 t/ha. Feed barley Laurikka performs tremendously reaching the maximum yield threshold recorded – 5.6 t/ha. Its high resistance to leaf diseases and soil-inhabiting nematodes makes it suitable for organic farming.

Experts increasingly recommend including winter wheat in the crop rotation.

'We are trying to draw more attention to winter-hardy varieties', adds Willi Drews.

'Our cultivar Skipetr is registered in the Siberian region and has consistently high yields. In-house bred releases include EN Cepheus and EN Taygeta. Their good tillering capacity enables growers to extend the sowing interval, the climate here is getting warmer, so farmer's spring starts much earlier.'

EN Cepheus and EN Taygeta respond to good soil conditions with immediate yield bump and achieve the maximum with intensive cropping practices applied.

'We have been working with EkoNiva-Semena for several years by now', says Vasiliy Shkapenko, Agronomist of Orbita farm (Altai area). 'We purchase varieties of spring and winter wheat: Triso, Calixo, Licamero and Skipetr, which always emerge evenly and deliver consistently good crop.'

By Tatyana IGNATENKO



Winter wheat EN Cepheus



Winter wheat EN Taygeta



Varieties of excellence

EkoNiva Group has taken part in Saratov-Agro 2021, a large agricultural forum. EkoNiva-Semena, a seed producing subsidiary of EkoNiva Group, presented its complete portfolio of crops and seeds to Volga region farmers.

Valeriy Radayev, the governor of Saratov oblast, visited EkoNiva's booth and thanked the Company for the quality product and work.

'Saratov oblast growers are eager to stay updated on the latest trends, benchmark against the best, attain and strengthen their leading position, therefore they need high-quality seeds to harvest excellent crop', pointed out Valeriy Radayev.

The governor showed interest in the varieties

registered in the region, which include winter wheat Grom and oilseed flax Serpent of British genetics. The popularity of the flax is growing as fast as its price in the region, which has reached 50,000 RUB/tonne by today. EkoNiva cultivars are sown in 38 districts of Saratov oblast. During the trade fair, the company signed contracts for seeds with long-term clients as well as with new customers, and significantly increased the customer database. The winter wheat



is a bestseller this season. It occupies 30% of the sown area in the oblast. Farmers understand the advantages of quality varieties: frost and winter hardiness, lodging and drought resistance, and opt for time-proven winter wheat cultivars Grom, Alekseich, Skipetr and new releases EN Cepheus and EN Taygeta. Even this tough season, EkoNiva varieties have delivered excellent performance.

'This year, farms purchasing EkoNiva seeds achieved good yields despite severe drought conditions', says Viktor Prostyakov, EkoNiva-Semena Sales Rep. 'For example, EkoNiva-bred winter wheat EN Cepheus reached 4.4 tonnes per hectare in the fields of Roscha farming enterprise, which is almost three times as high as the average in the oblast this season.'

By Tatyana IGNATENKO

EkoNiva in the Far East

Varieties of spring wheat and soybeans offered by EkoNiva have immediately captured the interest of the visitors of the field trade fair in Ussuriysk, Primorskiy area, which has gathered over 300 agricultural producers from this and neighbouring regions of the Far East.

The Far East regions are designated as a zone of risky agriculture. The cropping plan and crop rotation here are largely defined by climatic, geopolitical and export factors. Consistently high demand for soybeans in neighbouring China makes soya a popular choice for local growers. Out of several soybean varieties in EkoNiva's portfolio, the early maturing Prudence registered in the region is in the limelight. It dries down quickly, is resistant to pod shattering, diseases and lodging. The average yield of the cultivar reaches 2 t/ha even in the

local challenging climatic conditions as compared to the regional average of 1.4-1.5 t/ha.

Introducing more cereals to the crop rotation to diversify production has been quite a trend lately in the Far East, therefore EkoNiva also offered a lineup of spring grain crops, such as wheat, to the farmers of the remotest regions of our country.

'Our wheat varieties Licamero, Calixo and Cornetto show good performance in the local fields – around 4.5 t/ha',



explains Vadim Semykin, Sales Rep of EkoNiva-Semena in the Far East.

Besides, the company has barley varieties Grace and Eifel registered in the region and forage ryegrass and alfalfa seeds, the demand for which has been rising lately. Yanta and Amur-Agrokompleks Groups

are a few of the key clients in the region. EkoNiva-Semena delivered over 3,500 tonnes of high-quality seeds of various crops to the Far East farms last year, and over 5 years of being represented in the Far East Federal district, the company has supplied over 10,000 tonnes of seeds in total.

By Tatyana IGNATENKO

How to improve feeding system



Fine-tuned feeding process is an essential element of the livestock production. Feeding software facilitating the job of nutritionists was first developed in early 2000s. Today such software is designed by large IT companies and features basic functions. However, with in-house made and customised feeding software any producer can have an ace up the sleeve. That is what EkoNiva realised a time ago. In 2017, the holding developed the Eko.Feed software and hardware package and integrated it into the business processes a year later.

Improved control

The package includes a desktop app for nutritionists and a tablet app for equipment operators. The interaction procedure is as follows:

- The Nutrition Department of the holding balances recipes for various cow group diets.
- The farming enterprise nutritionist of a specific dairy receives the recipes and enters them into the application.
- The nutritionist of a specific dairy receives the data and assigns tasks for the feeders.
- The nutritionist of a specific dairy monitors how the task is fulfilled based on the reports generated by the app.

'The software helps to plan out the whole feeding process and further monitor how it's carried out', says Konstantin Kapiturov', Manager of EkoNiva-APK Holding Livestock Farming IT Department. 'The Farm nutritionist's job is to mix the ingredients according to the recipes formulated by the Nutrition Department of

the holding. If he makes any adjustments, this information will immediately be displayed on the app. The programme sets and controls the adjustable range of values in the rations. Any time the thresholds are crossed even a little, the system records it in the report section.'

The reports also record the start and the end of each operation, which is important not only for the purposes of the time management and logistics, but also for controlling some individual operations.

For example, when all ingredients have been loaded into the mixer, the optimum mixing should take 5 minutes. If this requirement is ignored, the system will indicate it in the report.

Safety, flexibility, import substitution

Eko.Feed has an in-house developed weighing solution.

'It's the import substitution concept implemented in our system', highlights Konstantin Kapiturov. 'We chose equipment

from the available in the market and then adapted it to our goals: set up the interpretation of the data sent by the load cell without applying any purchased foreign solutions. Thus, our weight control system can be integrated with any equipment fitted with a load cell.'

The edge of an in-house designed tool like Eko.Feed is obvious: no concerns about data leakage risks, no waiting for regular updating and maximum flexibility with necessary functions added promptly as needed.'

1C integration

The integration of Eko.Feed with the 1C system is now being tested. Its goal is to improve the material consumption accounting.

'This will eliminate self-made choices and mistakes on the farms', states Konstantin Kapiturov. 'A nutritionist can use only ingredients available in the accounting system. For instance, there is a list of 10 ingredients he uses. The 1C system knows how much is in stock and records the amounts consumed, thus ensuring single information space of high transparency and efficient monitoring. It enhances data exchange between accounting and production teams, which often happen to exist in "parallel universes".'

The Eko.Feed programme has been implemented at all operational subdivisions of EkoNiva-APK Holding. It makes nutritionists' work easier, boosts vertical and horizontal interactions at the enterprises, makes them more transparent and optimises a complex process of feed distribution to different cow groups. Combined with other tools, the software has been instrumental in increased quality of milk and yields. Thus, in August 2019, when the software had just been implemented on the farms, the average production per a dairy cow amounted to 26 kg of milk per day over the holding, whereas now it is nearly 29 kg.

By Aleksandr KUTISHCHEV



Creating perfect herd



Kazan city has hosted the 2nd National Dairy and Beef Cattle Breeder Competition. The 70 participants from 60 regions included young specialists from EkoNiva.

The competition took place on the premises of Kazan State Academy of Veterinary Medicine and Elita Breeding Enterprise. EkoNiva was represented by breeders Yuliya Marukhina and Svetlana Polivanova.

breeder can actually see the results of the decisions taken today only 3-4 years later.'

The mating plan of bulls is processed automatically by SemexOptimate software. Each sire is individually selected considering both

data then is uploaded to the herd management software, which generates breeding lists to be used by artificial insemination technicians.

Yuliya Marukhina took home the second prize in the Future Breeder category. However, EkoNiva received one more accolade – Valeriya Serebrennikova, Manager of Breeding Department, who had come only to support her colleagues, was surprised to receive an award For Major Contribution to Development of Pedigree Livestock Breeding in Russia from the Ministry of Agriculture of the Russian Federation.

'EkoNiva has been engaged in cattle breeding since 2006', says Valeriya. 'The company is number one in Russia and Europe by dairy cattle population. The total herd is over 216,000 head.'

Valeriya and her team have devised and implemented a unique system of daily breeding event records across the whole herd. Continuous accumulation and update of such data as test milkings and milk quality assessment, inseminations, calvings, weight gains, linear type traits and DNA test results allow a comprehensive review of the previous years' work.'

'Now, we are equipped to design EkoNiva breeding programme for the next few years', adds Valeriya, 'which enables us to select the sire semen that suits our herd best and maximises the genetic gain for productivity and breeding value of future cow generations.'

EkoNiva is a member of the Association of Holstein Cattle Producers and Valeriya is involved in the group working on a new overall Russian breeding strategy.

'A comprehensive and reliable database composes the Holstein reference cattle population and herd book', says Valeriya Serebrennikova. 'EkoNiva possesses one of the largest cattle databases in Russia today. Nobody else manages their data the way we do. Our database composes a reliable reference population necessary to create cattle breeding value indices for various breeds in Russia.'

By Darya DENISOVA.



Yuliya Marukhina:

'Our team defines what our cows' progenies will be like. Selecting and assigning bulls to cows is my main duty. I take my job with responsibility and patience, of course, as the breeder can actually see the results of the decisions taken today only 3-4 years later.'

'The contest consists of several stages', recounts Yuliya Marukhina, 'working with Selex Database, classifying cows by type and testing animal breeding knowledge.'

Yuliya Marukhina started working for EkoNiva as a trainee vet assistant in 2016. Today she supervises breeders of several EkoNiva subdivisions.

'Our team defines what our cows' progenies will be like', says Yuliya. 'Selecting and assigning bulls to cows is my main duty. I take my job with responsibility and patience, of course, as the

his type traits, composite genetic indices, daughters' production levels and the cow's breeding value, which is calculated before mating for each heifer and cow in the herd.

'Based on the mating plan processed, we are provided with a consolidated report featuring information on the predicted quality of the future progenies', continues Yuliya. 'It summarises expected type traits and genetic defects risk versus the average in the Holstein population and also shows inbreeding levels in the herd and pedigree evaluation. The



Bon appetite!

EkoNiva farms have broken the record in feed production this year: one million tonnes of haylage put up from May to August, which is 10% higher than last year's 900,000 tonnes.

Providing 111,000 dairy cows with nutritious natural forage and planning out the feeding throughout the season are the key steps in the production process. Therefore, the company puts a special focus on growing its own forages.

'Own-made forage stock helps to increase the profitability and hold the line on the milk cost', points out Artyom Tsyurik, Technologist at EkoNiva-APK Holding. 'We control feed production at every step: from volumes planned and pre-sowing cultivation of the soil to feed

distribution. For this reason, our forage is of high quality and enhances cows' health and productivity.'

The crop harvested was delivered to all farms of the holding, then piled up and packed with tractors. The fermentation of the haylage takes from 1.5 to 2 months. After that, it can be used as an ingredient to the total mixed ration.

In the middle of August, the holding started the second stage of the forage preparation – corn harvesting for silage and corn-cob mix. By the end of September, the farms



had harvested 46,500 ha of corn with an average yield of 7.4 tonnes/ha for

silage and 6.3 tonnes/ha for corn-cob mix.

By Viktor BARGOTIN

No milk without hoof care



Chief veterinarians from six farming enterprises of EkoNiva Group took part in the bovine orthopedics seminar held on the 6th and 7th of June on EkoNivaAgro premises.

At the seminar, the participants from EkoNivaAgro, Sibirskaya Niva, Severnaya Niva, Kaluzhskaya Niva, Oka Moloko and Zashchitnoye

reviewed the major factors in the cow hoof health – clean pens, comfortable bedding, regular sand raking, proper functional hoof trimming and coordinated work of the

veterinarians. Late detection of claw lesions affects cow productivity and increases the risk of metabolic diseases ultimately.

'EkoNiva vets undergo such trainings on a regular basis. Their main job is to prevent diseases including hoof problems because it is easier to prevent a disease than to treat it', says Mikhail Gurnov, Livestock Farming Director of EkoNiva-APK Holding.

The final part of the seminar programme was devoted to functional trimming. The vets' task was to evaluate the quality of the claw treatment done by the hoof trimmers, identify the mistakes if any and suggest solutions to such cow hoof problems.

The health and well-being of animals have a direct impact on the production performance and milk quality. The preventive hoof care and the focus on animal comfort ensure decreasing cow hoof problem incidence on EkoNiva farms. Moreover, the average milk yield is consistently increasing, reaching 29 kg per one dairy cow now.

By Viktor BARGOTIN



Graduates choose EkoNiva

This year, over 50 graduates of agricultural universities have joined EkoNiva team. Before full-time employment, they did a student internship at the enterprises of the holding.

Since the beginning of 2021, overall, 500 students from 80 higher and post-secondary educational institutions have done their internship in herd management, veterinary medicine, agronomy, engineering or dairy production technology on EkoNiva farms in 13 regions.

The company launched the corporate student internship programme over ten years ago. The idea is to identify the most promising and competent students and offer them a full-time job later. Out of 4,000 students that have done their internship at EkoNiva's farming enterprises to date,

1,000 have become part of EkoNiva team.

'Students come with good theoretical background, but within these several months, they also gain practical experience and, most importantly, a whole new perspective on modern farming', says Rafail Ibragimov, Chief Herd Manager of OkaMoloko-North Operation, Ryazan oblast.

The opportunity to work on progressive production farms, attractive career prospects, high salaries and a good social package including a housing programme make ex-interns come back after the graduation. For example, in 2021, under



the Comprehensive Rural Development Programme, 66 dwellings for young specialists of the holding were commissioned in Voronezh oblast.

'The cooperation with EkoNiva is mutually beneficial: our students get hands-on experience, and the company finds up-and-coming specialists. About 100 out of 300 interns from our

university received a job offer from EkoNiva', says Oleg Budtuyev, Deputy Dean for Internship of Biotechnology and Veterinary Medicine Department, Volgograd State Agricultural University.

By the end of 2021, 500 more students will have taken their industrial placement at the premises of EkoNiva.

By Viktor BARGOTIN

ZooVet turns five

ZooVet, a unique livestock farming educational platform, was initiated by EkoNiva President Stefan Duerr in 2016. It is focused on upgrading the skills of agricultural university graduates who have chosen to work at modern production facilities. More than four hundred young specialists have undergone training over these five years.

Even those who studied at industry-specific institutions are often not prepared for the workplace due to the lack of experience and systematic knowledge of dairy farming at the beginning. The ZooVet project helps young employees to immerse themselves in the profession, brush up and update the theoretical knowledge gained at university', explains Boris Morev, EkoNiva Corporate Academy Manager.

ZooVet is a two-stage educational programme: ZooVet Bachelor is designed for newcomers and takes two and a half months, ZooVet Master is a 9-month course for selected young specialists working for the company for over a year.

'Our courses are aimed at broadening the academic knowledge and implementing

it into practical skill honed in various production areas: veterinary medicine, reproduction, milking, orthopaedics, nutrition and forage preparation. ZooVet Master trainees further develop their proficiency in economics and human

relations', elaborates Mariya Kantemirova, Livestock Farming Training Centre Manager.

Upon completing the programme and passing the exams, the trainees receive certificates of accomplishment.

Yekaterina Igosheva joined EkoNiva's team after graduating from Perm State Agricultural University three years ago. Today, she is a deputy chief veterinarian at OkaMoloko, Ryazan oblast.

'I started as an ordinary veterinarian at one of the subdivisions in Voronezh oblast. The ZooVet programme gave me profound knowledge and invaluable hands-on experience, which ensured my career advancement', emphasises Yekaterina Igosheva.

The training programme is based on EkoNiva dairy farms in Voronezh, Kaluga, Ryazan oblasts and in Siberia. In September, ZooVet once again got underway at Kaluzhskaya Niva and EkoNivaAgro.

By Darya DENISOVA



Multitalented people of EkoNiva

EkoNiva employees have performed impressively well at the first Liski district Head's Cup, a table tennis tournament.

Out of 50 participants, including winners of district and region-level competitions, semi-professional sportsmen and amateurs, 12 represented EkoNiva Group. The tournament featured four categories: men, women, juniors and doubles.

Olga Kurguzova, Herd Manager at EkoNivaAgro Right-Bank Operation, claimed victory in the women's category. She reached the finals without losing a match and took the Liski District Head's Cup.

'Despite the high competition, I've made it to the finals and won. I'd like to thank EkoNiva for entrusting

me with the honour to represent our company', says Olga Kurguzova.

Two EkoNiva teams ended up in the bronze medal match in doubles: Olga Kurguzova and Denis Shiyanov played against Denis Afanasyev and Aleksandr Novosyolov. The latter two ultimately shared the bronze step of the podium.

Moreover, EkoNiva



now has a junior champion: 12-year-old Nikita Volodin, the son of First Deputy Regional Director for Voronezh oblast, took up table tennis only three

months ago, however he already managed to claim first place at the tournament.

By Victor BARGOTIN

Green-shirted power of EkoNiva

Our green-shirted power is invincible – with such a motto the team of EkoNiva-Tekhnika Kirov branch office participated in the Rural Sports Games.



The tournament took place on the premises of Oktyabrskiy Stock Breeding Plant and featured ten teams in several disciplines: athletics, weightlifting, darts and shooting. The programme

also included checkers to test the logical thinking skills and sharpness of mind.

'This good tradition was initiated by Vladimir Shulayev, Krasnoye Znamya Enterprise Manager, about 10 years ago', recounts

Lyudmila Zykova, Deputy Director of EkoNiva-Tekhnika Kirov branch office. 'We're always excited to take part in the games. It's a great opportunity to catch up with the partners and friends, relax after an intense workweek

and, last but not the least, to build the team spirit as our people are our key power.'

The colleagues from the Sales and After-Sales Departments and Sergey Zykov, Director of Kirov branch office, came to support our Green-Shirted Power team, which, ultimately, took the bronze. The winner was Oktyabrskiy Stock Breeding Plant, and the runner-up – Krasny Oktyabr Farm.

'The competition was tough', continues Lyudmila Zykova. 'However, our guys showed real passion for sports, genuine team spirit and achieved good results. Vasily Patrushev, our team captain, was awarded in the Chingachgook. The Strong Snake category. Our women also performed extremely well. In general, all the participants did their best. And for sure, part of this success should be credited to the colleagues and friends who came to support and cheer.'

By Darya DENISOVA



Gastrocamp food and drink festival

The first Gastrocamp 2021 regional food festival has been held in Kaluga in partnership with EkoNiva.

The best Russian chefs and baristas gathered to create exclusive recipes for Kaluga residents and guests. The main idea behind the event was to

boost culinary tourism in the city and support local producers and farms.

The chefs from Moscow, Saint-Petersburg and Kaluga had done their research

well in advance. First, they had gone on a tour of the region to learn about the local history and taste preferences and then had visited over 10 farms in the

area.

During the festival, the participants devised several inimitable beverage recipes using EkoNiva Professional Line ultra-heat-treated milk as a basic ingredient.

'We feel honoured to be praised by the industry experts for our products. Gastrocamp is a promising event format: the organisers have arranged everything with the latest trends in mind and paid attention to every detail. Besides, the festival can become a springboard for food tourism in Kaluga oblast', says Natalya Starkina, Marketing Division Manager, EkoNiva-Food.

Kaluga restaurateurs now have 26 unique recipes of dishes and beverages from local produce to incorporate in their menus and make their venues go-to destinations for foodies.

By Anastasiya CHERNYKH

Milk in the art scene

The 11th international Garden City festival has taken place in the Voronezh Central Park. This time, it was dedicated to the Year of Science and Technology.

EkoNiva set up two artistic locations in different parts of the park. The first one was called Dairy World in the Looking Glass: turned at a certain angle, the mirrors reflected the visitor's image next to one of the company's products. The second was a surrealistic photo zone – Pure Milk Energy, which featured a

huge glass of milk decorated with square sequins. Blowing of wind gave the illusion of constantly moving milk inside. Both were exclusively designed for EkoNiva by Viva Global Events agency.

Guests of EkoNiva pavilion sampled dairy produce made from the milk from own farms. Tasting

sessions were held in the new format – Take Away – Try at Home. At the booth, the attendees could find newly launched Kolybelka and Shchuchye semi-hard cheeses as well as unique Duerr hard cheese matured with brevbacteria. This autumn, the new product will hit the shelves of the

company's brand shops and federal retail chains.

'Garden City festival is an outstanding event in our city's art scene', says Ivan Vorobyov, Deputy Director General, EkoNiva-Food. 'Every year, we do our best to amaze our customers. This year, we have presented our premium Duerr hard cheese ripened for six months. We believe that today is an excellent occasion for our cheese debut.'

By Anastasiya CHERNYKH





From shelf to farm

Employees of Perekrestok supermarket chain and their families have visited EkoNiva's dairy farm in Dobrino, Voronezh oblast, to learn about modern milk production.

It is important to arrange such excursions not only for the management, but also for frontline employees', says Yevgeniy Ustimov, Key Account Manager,

EkoNiva-Food. 'They interact with customers directly and can give their honest opinion now that they have seen the production.'

On the farm, the visitors watched the cows in the

barns and rotary milking parlour, took a horsedrawn carriage ride, ambled in the straw maze and even bottle-fed newborn calves. They could whip up a milkshake with a blender

bike and paint a small wooden cow to take a hand-made souvenir home. The highlight of the trip was the presentation of EKONIVA brand dairy produced from own milk. All raw milk used is of the highest standard, which guarantees retailers and buyers a consistently high quality. Later, the guests from Perekrestok learned more details about the production process and advantages of the brand, enjoyed their favourite treats and sampled some new items – cheeses made to unique recipes at Shchuchye plant.

'I am pleased to see that the dairy is clean and well-managed', shares Inna Krasova, HR Business Partner of Perekrestok Trading House, Voronezh Cluster. 'We have brought a group of various employees today – from shop assistants of supermarket dairy sections to Perekrestok regional directors. The knowledge we have gained here is invaluable and we will share it with our customers.'

By Anna PALAGUTINA

Baristas on farm tour

Guests from Double B Coffee & Tea coffee shop chain have paid visit to Ulanovo farm and EkoNiva milk processing plant in Kaluga oblast. Masters of the coffee-making art have found out how EkoNiva ensures consistently high quality of its HoReCa dairy line.

The visitors saw all the production stages – from calving and fodder preparation to cow milking and milk processing – and took part in a blind tasting at the end.

'For us, it is essential to show Double B team all the steps of the process', says Natalya Starkina, Marketing Division Manager, EkoNiva-Food. 'Now, their baristas have a detailed insight into milk production as well, which will help them to guide their customer to the most suitable choice.'

'We use a lot of milk every day', explains Dmitriy Koryukin, Double B Training Centre Manager. 'It has been worthwhile to come to see the farm and the plant



as it is a great contribution to our expertise and a real fun. We intend to arrange additional tours to EkoNiva facilities for our people to improve their knowledge and understanding of the coffee making art.'

Double B Coffee & Tea coffee shop chain has earned the most accolades in Russia. Its team includes a World Latte Art champion and winners of the national coffee-making competitions in various disciplines, certified coffee quality assessment experts and coaches holding international licenses of Specialty Coffee Association.

By Anna PALAGUTINA

EkoNiva in focus



14-17 October*
Mobile EkoNiva farm in the Globus Hypermarket car park

Venue: 101, Oktyabrsky prospect, Tver
Organiser: EkoNiva-Food

20-22 October *
KazAgro 2021, 11th International Agricultural Exhibition

Venue: IEC EXPO, Nur-Sultan, Kazakhstan
Organiser: ExpoGroup International Exhibition Company

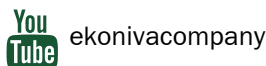
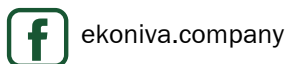
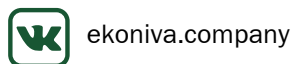
27-29 October *
Agro Animal Expo specialised trade fair of livestock farming and arable fodder cropping

Venue: Kazanskaya Yarmarka Exhibition Centre, Kazan
Organiser: OAO Kazanskaya Yarmarka

27-29 October *
Milk of Russia 2021, Agri-Industry Forum

Venue: 3, Parkovaya St., City-Park Grad Shopping and Entertainment Centre
Organiser: Milk Institute

*The events are subject to cancellation or change depending on the regional epidemiological situation



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