



## Regional farming develops despite crisis

**Aleksei Gordeyev, Voronezh oblast governor, visited EkoNiva enterprise's farms working in Liskinsky district.**

By Svetlana WEBER

OOO EkoNivaAgro is one of the district's largest agricultural enterprises. Its aggregate agricultural land exceeds 51,000 hectares, of which 38,000 hectares are arable. The main activities are dairy and meat production, raising diverse crops and seed husbandry. The governor familiarised himself with a farm for 1,200 livestock built

Zozhikov, the 24 year old head of the farm, and with Yekaterina Karpova, chief of the breed production department. Aleksei Gordeyev was shown modern WestfaliaSurge milking equipment and he was introduced to the herd management methods. In addition, he was treated to fresh milk.

An unscheduled meeting took place at the complex which was a mutually pleasing surprise. Just as the governor visited EkoNivaAgro, a group of German cyclists racing from Germany to Volgograd arrived (see details on page 8). They had come from Spremberg, which is 20 km away from Cottbus, where Aleksei Gordeyev was borne. As it happened, one participant of the



**A QUOTATION**

**A. Gordeyev:**

*"No comprehensive and large-scale progress of agriculture in Voronezh oblast is possible without development of dairy husbandry."*

under the government-supported Farming Development national program. Today the farm is the largest milk producer in Voronezh oblast. The governor noted with satisfaction that young specialists are at work on this state-of-the-art farm. He spoke with Vitaly

cycling tour had been involved, like the governor, in the construction of BAM (Tran-Siberian Baikal-Amur railway), though that was several years later, under a working youth exchange programme.

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## ANNOUNCEMENTS

**September.** A seminar on cattle-breeding for GEA-WestfaliaSurge customers

**Venue:** OOO Sibirskaya Niva, Paivino village, Maslyaninsky district, Novosibirsk oblast

**Organisers:** OOO EkoNiva-Sibir, GEA Westfalia-Surge

**10-11 September.** Training for EkoNiva service engineers in maintenance and operation of John Deere and Vaderstad sowing equipment

**Venue:** EkoNiva-Ryazan service centre, town of Rybnoye, Ryazan oblast

**Organisers:** OOO EkoNiva-Ryazan

**14-15 September.** A seminar on how to operate John Deere fodder harvesters. Harvesting of maize for silage.

**Venue:** EkoNiva-Vladimir service centre, town of Petushki, Vladimir oblast

**Organisers:** OOO EkoNiva-Vladimir

**16-19 September.** Agrosalon 2009 International specialised agricultural equipment exhibition

**Venue:** Krokus Expo International Exhibition Centre, Moscow

**Organisers:** Soyuzagromash Development Agency

**25 September.** A seminar for executives of EkoNiva service centres

**Venue:** EkoNiva-Tula service centre, town of Bogoroditsk, Tula oblast

**Organisers:** OOO EkoNiva-Tekhnika, OOO EkoNiva-Tula

**24-27 September.** Kaluzhskaya Osen 2009 Regional Agricultural Trade Fair

**Venue:** Annenki village, Kaluga oblast

**Organisers:** Kaluga oblast Ministry of Agriculture, KalugaExpo Exhibition Centre

**9-13 October.** XI Russian Agricultural Exhibition

Golden Autumn 2009

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

**Organisers:** Russian Ministry of Agriculture

**15-16 October.** Summing up the 2009 harvesting results in Kirov oblast, preparation of farming machines for work in autumn and winter

**Venue:** Pizhansky Pedigree Breeding Farm, Pizhansky district, Kirov oblast

**Organisers:** Kirov oblast administration, Pizhansky District Farming Department

**21-23 October.** 13th International Specialised Exhibition "Agrokompleks: Interagro. Animed. Fermer Povolzhya"

**Venue:** Kazanskaya Yarmarka Exhibition Centre, Kazan

**Organisers:** OAO Kazanskaya Yarmarka, Tatarstan Ministry of Agriculture

**22-23 October.** Seminar/session on overall results of farmers' performance in 2009

**Venue:** Kirov Department of Agriculture and Food Supplies

**26 October.** A seminar for coordinators and managers in charge of EkoNiva warranty service

**Venue:** Moscow Oblast Agricultural Technical School, town of Shchelkovo, Moscow region

**Organiser:** OOO EkoNiva-Tekhnika

**27-30 October.** 15th Altaiskaya Niva 2009 International Foods Supply and Farming Trade Fair

**Venue:** Barnaul

**Organisers:** Altai Fair

**28-30 October.** Selmashepo 2009 Agricultural Exhibition

**Venue:** Kemerovo based Expo-Sibir Exhibition Company



## Regional farming develops despite crisis

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The next destination was the OOO EkoNiva-Chernozemye service centre. Nikolai Buravlyov, head of the facility, showed off the repair workshops, a storehouse with a dedicated stock of spares, and new farm

machines. Here at the service centre, a round-table meeting took place with owners of the Vaderstad Company.

Kristina, Christer, Andreas Stark and Jowan Orenius told the governor about their plan to estab-

lish a Vaderstad enterprise in Russia for the manufacture of sowing machines and soil treatment equipment. The production facility may be erected in Voronezh oblast, where a suitable site is available. In addition, it might be feasible to build spare parts supply centres. Aleksei Gordeyev expressed his willingness to assist the undertaking:

"We guarantee stability and administrative support at the regional

**EVENTS**  
level," Aleksei Gordeyev in his response to the proposal.

The Vaderstad officials pointed out Russia's huge agricultural potential and said they wish to be involved in the progress of the sector in our country. The Company has been successfully supplying Russia with farm equipment for six years. Around 900 units of agricultural machinery have been sold during that period. Some machines have been designed taking into account special features of farming in Russia, for instance, the Top Down 9-metre stubble cultivator. In turn, the governor noted that even in conditions of economic crisis the farming industry continues to grow, which is why there is a demand for machines that can keep up the industry's performance.



## Application of new technologies to animal breeding

A seminar was held at ZAO Konyovskoye in the Krasnoyarsky district, Novosibirsk oblast dedicated to modern animal breeding technologies. Its participants were the region's animal breeders wishing to develop dairy production and introduce the latest technologies and machinery.



By Yekaterina MOREVA

The seminar was part of the Russo-German ADT cooperation project sponsored by the German Federal Ministry of Food, Agriculture and Consumer Protection.

Much attention was given to GEA WestfaliaSurge milking equipment, which has earned a good reputation in Siberia thanks to its high quality and skilled technical support. However, in the current economic conditions it has been an acute problem to get state assistance for purchases of foreign machines and equipment.

"In 2009, the entire GEA product line was certificated," says Vladimir

Bukhnerov, OOO EkoNiva-Sibir sales manager. "Now our customers can receive subsidies from the state for purchasing this milking equipment. The receipt of the Certificate attests to the fact that GEA WestfaliaSurge equipment complies with all Russian standards and is entered in the register."

The second part of the seminar aroused considerable interest. Doctor Matthias Lautner, a representative of the German artificial insemination station (BVN a.d. Aisch), cast light on some key issues relating to bovine reproduction and fertility management. Following his statement, several farms proposed that he carry out consultations expressly for their animal breeding complexes.

## "Perfectly lawful" meet

**"Perfectly lawful" meat**  
The Russian government will pass soon technical regulations on meat and meat-derivative products aimed at supplying consumers with safe, high-quality products.

By Yekaterina GALUSHKINA

In future, all meat products will carry labels describing the item: meat, contains meat, meat/vegetable, vegetable/meat product or even "a meat analog."

The technical regulations state that a meat product is a food item with lean meat content (muscular tissue without fat, sinews and bones) in excess of 60%. The rest is categorised as 'containing meat', subdivided into three classes depending on the content of lean meat in them: A – 40-60%; B – 20-40%; and C – 5-20%. Products 'containing meat' can be meat/vegetative (meat ingredients from 30 to 60%) or vegetative/meat (meat ingredients 5 to 30%). A meat analog does not contain lean

meat at all, and its meat content is up to 5%.



**EVENTS**



Kaluzhskaya Niva has been granted the status of pedigree reproducer in breeding Brown Swiss cattle. That was an important event for the farm, for Kaluga oblast and for the neighbouring regions involved with the Swiss cow breeding.

By Yekaterina KARPOVA

## Kaluzhskaya Niva a pedigree reproducer

The Brown Swiss breed of cattle is a milch type. Its animals feature not only high milk yield, but also superior fattening qualities and excellent meat production.

The Swiss breed is not widely seen in our country, making up just 2.5% of Russia's total livestock. Therefore the emergence of a breed reproducer in Kaluga oblast was an important event given that such a complex assures, in addition to high productivity, first-class facilities for pedigree work with an outstanding genetic stock. Today, Kaluzhskaya Niva gets 6,400 kg of milk in the first lactation with fat and protein content

of milk, respectively, 4.1% and 3.4%.

In addition, the Swiss and German cows fetch "live" money for the Kaluga division of EkoNiva not only through milk, but also in the form of subsidies allocated by the federal and regional authorities. In the meantime youngsters grown on the farm can be sold as pedigree cattle.

Two more farming enterprises of EkoNiva will soon get licenses as pedigree reproducers. They are OOO Zashchitnoye (for breeding Simmental cattle) and OOO Sibirskaya Niva (for breeding Simmental and Hereford cattle).

## A mini-tractor for gardeners

EkoNiva is opening a John Deere garden equipment store near Moscow. Such trading centres work successfully in Europe. In Russia, this is John Deere's pilot project. EkoNiva is the first John Deere dealers to participate in this project.

By Yelena KONDRASHOVA

The store will sell mini-tractors for farms and personal plots, mini-trucks, self-propelled mowers and other auxiliary machines as well as spare parts, professional clothing and tools. Skilled advisers will help choose and correctly select the right machinery. The store personnel will include an expert on servicing and spare parts. Advice on maintenance will be given on site.

The store is located on the Mozhaik Highway close to the EkoNiva office and service centre.



## The state clears old debts

The state has repeatedly attempted, at the regional level, to clear its debts to farmers that had arose in the early nineties. For instance, in Novosibirsk oblast it identified and estimated its commitments to the population, whereas in Kirov oblast it allocated funds to honour its obligations. But those were just ad hoc cases.

By Maksim LAZAREV,  
legal adviser, RATUM



This summer conditions arose for resolving this problem. On 24 July 2009 the Federal Law "On Redemption of Harvest-90 Bonds" entered into force. This regulates payments to suppliers of agricultural products obtained in 1991 and amends the Federal Law "On State Debentures." Under this Act, the federal Treasury will provide funds for setting off losses sustained by farmers in the early 90s. The indemnity will not be high. The sums due for payment will be calcu-

lated as follows: in the case of Harvest-90 bonds, the payment will equal the bond's face value reduced by 1,000 times. The suppliers of agricultural products will receive the indemnity calculated as follows: 1) 0.4 ruble for 1 tonne of grain sold to the state; 2) 0.8 ruble for 1

**For reference:**

**In exchange for supplying agricultural products to the state's funds, 10 billion rubles (in 1990 prices) worth of Harvest-90 bonds were issued.**

tonne of oil seeds sold to the state; 3) 1.0 ruble for 1 tonne of potatoes sold to the state; 4) 1.2 rubles for 1 tonne of vegetables sold to the state.

The payment of the said sums is due to start not later than 15 December 2009. All payments will stop on 31 December 2010.

At the moment no indemnity receipt procedure has been established since the Russian government has not prepared the appropriate regulations. They are expected to be approved in late September.

**IN BRIEF**

**EkoNivaAgro Company** is rebuilding its pedigree sheep husbandry. In May it purchased pedigree rams of the Lincoln breed (23 animals). They will be used as livestock improvers on local mature sheep. An evaluation is now underway of the animals' exterior and productivity. A schedule for breed selection is also now being prepared. There are plans in future to restore the status of pedigree farm for breeding Russian long-wool sheep.

**This summer**, the Vaderstad Company opened a spare parts depot based in Krasnodar, Russia. This will reduce the spare parts delivery time, optimise customers' spending and essentially improve servicing both in the territory supervised by the dealer company EkoNiva and in Russia's southern regions where a Vaderstad subsidiary company operates.

"Russia is one of the most important markets for Vaderstad. The opening of the depot is one way to prove our commitment to fulfill long-term obligations to Russian consumers," says Adam Daunov, director of the subsidiary OOO Vaderstad.

**A delegation of EkoNiva-APK Holding** took part in a congress of European dairy producers held in Cork, Ireland. This year, representatives of the industry from 23 countries participated in it. They discussed burning issues of the global dairy production such as the steady reduction of milk purchase prices in the last few years and the monopoly of processors. Submitted to the Congress were results of a survey of dairy producers and an outcome of a comparative analysis of economy of the agri benchmark Dairy project presented by 1,052 farms from across the world. For the first time data were supplied for a comparative analysis of a Russian enterprise, OOO Kaluzhskaya Niva.

Grain quality is an important factor for production efficiency. It is often more important than the yield parameter.

By Yuri VASYUKOV,  
Andrei GRUZDEV

**LEARNING BY  
EXPERIENCE**

# Sign of quality provided

## WHEAT GRAIN QUALITY AND BRAND GENETICS

All well remember the difficult season of 2008 with its very low prices and poor sales of fodder wheat (5th class). Before harvesting in 2009, everyone anticipated higher prices, first for low class grains, since those are a basis for the pricing of food grains. However, this didn't happen. The 5th class wheat prices remained extremely low.

Due to higher than normal temperature during grain swelling and ripening in the Central Chernozemye Region, the bulk of winter wheat, even with high gluten content, demonstrates

poor quality (gluten deformation index >100), which leads to culling some batches from the food category. Thus, a combination of natural and macroeconomic conditions creates a generally unfavourable situation, in which:

- the grain is mainly of inferior quality with, accordingly, a low price. Farms try, if possible, not to sell such a product;
- due to low grain sales, the farms buy much less seed, fertilisers and plant protection equipment.

This situation worries all market operators, both those who produce and those who buy and sell.

What then is to be done?

We cannot influence the macroeconomic factors determining the grain prices. But by using agricultural technologies, we can improve the grain quality and thus enhance the economic performance.

### Three factors determine grain quality:

1. Soil, climate and weather conditions;
2. Plant production intensity, i.e. fertiliser dosage, fungicide treatment etc.;
3. Brand genetics.

Let's consider the influence of each of these factors using two farms, OOO EkoNiva-APK Holding incorporated by OOO EkoNiva-Agro (based in Voronezh oblast), and OOO Zashchitnoye (based in Kursk oblast).

For the 2009, the farms have sown the basic varieties of winter and spring wheats common in the region. Those are Lars, Lgov-

skaya-4, Bezenchukskaya 380, Chernozemka-88, and Triso.

The average output of the winter wheat was 3,300 kg per hectare on an area of 9,300 hectares. By brand the average yield varied from 2,100 kg per hectare in the case of Bezenchukskaya 380 to 4,000 kg per hectare in case of Lars. For the winter wheat Triso, the average yield was 3,000 kg per hectare on an area of 2,000 hectares. Given very tough weather conditions (heat+drought) in the first half of July, the spring wheat

Triso performed virtually no worse than the winter variety, though it is generally believed that winter wheat resists drought better.

The intensification rate of winter and spring crops was roughly the same, i.e. one fungicide treatment, 180 kg of ammonium nitrate per hectare during dressing, and 150 kg of NPK during sowing.

Thus, in a severe drought and high temperatures at mean intensification, the spring wheat Triso was inferior, in terms of yield, to spring wheats by a mere 10% (a much worse result was anticipated).

What then about quality? We studied all commercial shipments at the laboratories of the Davydovka elevator (Voronezh oblast) and the laboratories of the Kursk branch of FGU Oryol Rosselkhoz nadzor Reference Centre. All commercial shipments of wheat (except ES and RS-1 seeding batches) underwent analysis. In all, 20,000 tonnes of winter wheat and 4,000 tonnes of spring wheat Triso were analysed.

The results for winter wheat are rather varied. Brand features don't manifest themselves. Probably all brands of the winter wheat sustained serious stress and each field survived as best it could. Still, 60% of winter wheat showed gluten content above 18%, which complies with requirements for 4th class wheat. As for gluten quality, the GDI was below 100 only for 17% of the analysed amount whereas a mere 5.5% of grain met 3rd class

requirements. This means that 82% of commercial winter wheat will be sold at the price of fodder grain.

The spring wheat Triso produced a gluten content between 25 and 30% at GDI from 70 to 95. Thus the entire amount of Triso strictly meets requirements of 3rd class baking wheat.

Let's consider the economy (prices as of mid-August 2009). On F.O.B. elevator terms (including VAT) fodder wheat costs 2,500 rubles a tonne, whereas 3rd class wheat costs 3,700 rubles a tonne. Thus, the difference is 48%. Somewhat inferior to winter wheats in yield, the spring wheat Triso, due to high baking quality of grain and at an equal cost of production, performs much better economically. The proceeds from 1 hectare were 11,100 rubles versus an average 8,250 rubles in the case of winter wheat.

In a severe drought and high temperature during swelling and ripening of the grain at EkoNiva APK Holding fields in Voronezh and Kursk oblasts, all varieties of winter wheat considerably lost grain quality because of the poor gluten. The spring wheat Triso withstood the extreme weather conditions, producing a high quality baking grain (3rd class and above).

The large share of Triso wheat in the crops of EkoNiva-APK Holding makes us less dependent on the macroeconomic situation in the market, since the price for high quality, food grade wheat is always higher.



**TECHNICAL INSPECTION**

Rational use of land resources and proper crop rotation assure high yields each year. John Deere tillage equipment effectively treats soil and resolves such problems as harmful vegetation, diseases, pests and introduction of organic and mineral fertilizers. Furthermore, its machinery is used for crushing and mixing stubble with soil, preparation of seed beds and monitoring soil compression.

By Nikolai BASHKIROV



**John Deere**

**offers rational soil treatment**

All of John Deere cultivators feature a high operating speed of 8 to 14 km/h, simple and precise operation, small transportation width plus legendary reliability of individual units and aggregate systems.

A tined cultivator, model **2410**, for basic soil treatment is ideally suited for fields with a high content of plant residues. Thanks to the floating construction of the frame with support wheels and an independent draft sill, it is possible to closely follow the ground contour and to monitor the soil treatment depth. The device can be fitted with various operating elements, from a chisel to duck foot shovels. Hoe blades sit on four cross-beams and may have various overload protection systems. The cog track pitch is, at one's choice, 30 or 40 cm. The treatment depth is up to 31 cm. The operating width is 6.7 to 19.2 m. The required tractor power is 20-30 hp/m.



A tined cultivator 2410

A disk/hoe cultivator, **512**, for basic, single-ended soil treatment. Fitted at an angle in a row in front and in the rear are disks with hoes between them. The front row of disks, 61 cm in diameter, cuts the upper soil layer at a depth of up to 15 cm, after which chisel-type tines lift the soil layer, mix plant residues and hoe the soil at a depth of up to 41 cm. Finally, the rear disks smooth out and completely mix the upper layer. Two versions of the grip width are offered: 5.3 and 6.8 m. They need, respectively, 260-385 hp or 338-495 hp



A disk/hoe cultivator 512

power supplies.

A pre-sowing tined cultivator **2210** for fields with high plant residue content. The staggered arrangement of tines ensures free passage of a large flow of plant residue without clogging. The tool's operating width is 7.2 to 19.7 m. The floating construction with support wheels ideally follows the terrain contour and maintains the treatment depth (up to 13 cm) of this device at a constant level despite the tool's wide grip. Optionally, the machine may be fitted with an S-shaped spring tine or a rigid tine with spring protection. Also on offer are a wide range of shovel sweeps and chisels. The required power is 15-26 hp/m.



A pre-sowing tined cultivator 2210

A stubble cultivator, **726**, is 5.7-11.8 m wide, combining mulch disks and shovel sweeps. A single passage of the cultivator crushes and mixes plant residues, destroys weeds and treats and smoothes out the soil. Additionally, for introduction of chemicals simultaneously with soil treatment, it is possible to install herbicide sprinklers. A row of lightly concave disks, 51 cm in diameter, fitted in front, cuts large plants whereas tines with sweeps hoe and mix the soil. Depending on the extent of the

field weeds, various cultivator types may be used with a foot track pitch of 228 mm and 178 mm and various

types of sweeps for complete or partial overlapping. The treatment depth is up to 13 cm. Also, it is possible to fit a rear peg-tooth harrow or a covering roller.

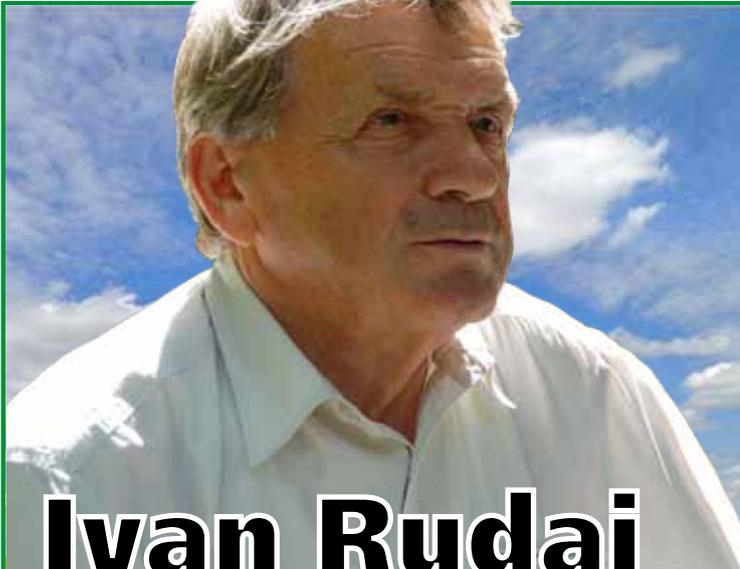
A disk harrow, model **637**, is a general purpose tool for tilling land. This is supplied in three models: medium weight, heavy weight

and Rock Disc model for fields containing stones. It is used for primary soil treatment, and for smoothing out the soil after plowing or sowing. The grip width is 3.5 to 11.5 m. It is fitted with disks measuring 550 and 600 mm in diameter.

In a single passage the tool covers 30 to 60% of stubble. The covering depth is up to 18 cm. John Deere offers for its disk harrow two types of spherical disks. Smooth disks are economical and serve longer. They penetrate the soil more easily. The second type, a cutout disk, covers the trash better. Both rows of disk batteries have an adjustable angle of attack which makes it possible to quickly adapt to changing work conditions. The treatment depth is adjusted in one point by a handle.



A disk harrow 637



# Ivan Rudai

## on agrarian legislation, foreign experts and political struggle

On the eve of the 15th anniversary of EkoNiva, we continue recalling the company's history. Today we would like to call attention to the last five years of the 20th century and talk about the involvement of EkoNiva in legislative work on farming. Ivan Dmitryevich Rudai told us about what it was like.

By Svetlana WEBER

### GUEST OF ISSUE

group of advisers to the Russian government with an American as deputy head of the group. He expressed a desire to meet with officials of the agrarian committee, but categorically objected to the presence of Tamara Petrovna Tokareva, a professional lawyer, a specialist in land issues, and a person of character. Finally, he consented. When I asked Stefan how he managed to convince him, he said that he just urged the man into the car and took him to Kaluga to have a look at the region's farming ruined by the poor advice of US experts. The US adviser changed his views after that trip. He expressed strong approval of the draft of our Land Code and said with conviction that president Yeltsin would sign it into law with few amendments. Subsequently, the situation developed as follows. He kicked up a row among US experts on the grounds that they gave wrong advice on agrarian legislation, after which he was immediately called back to the US. Following this incident, the American said he was prepared to advise the State Duma agrarian committee absolutely for free. It's a pity that due to political differences our version of the Land Code was never accepted!

The Germans provided much help in preparing the Law on Agricultural Cooperation. We conducted several joint seminars and made trips to Germany. In the end we got a good law. Virtually all the thirty or so bills that we had prepared in those years were sent via Stefan to German experts for evaluation.

This work started by EkoNiva 15 years ago must be continued. There is still much to be done in the area of legislation. It is imperative to pass a law on state support for agricultural producers. That's where Germany's experience will come in useful for us. The law must specify all subsidies, grants, compensations, privileges, quotas, and export/import duties. We won't have farming if we don't pass this law!"

"In the State Duma of the second convocation, I headed the committee for agrarian matters and was actively involved in legislative work and in the preparation and expert study of many bills. Once Stefan Duerr, head of EkoNiva, came to me in the State Duma. Under the Transform Programme, Germany's Federal Ministry for Food, Agriculture and Consumer Protection charged him with supervising the project 'Consulting with the Agrarian Committees of the State Duma and the Federation Council'. In those years, when drafting agrarian bills we often relied on the relevant foreign experience, particularly that of Germany. In the wake of reunification, that country had just restructured its farming industry. We had to do something similar, which is why we wished to know how Germany had coped with the challenges we were then facing.

We developed a cooperation plan and started implementing it. Among our activities were familiarisation trips to Germany, where our parliamentarians could see for themselves how German laws work. Such trips were made twice a year. They provided valuable material for further legislative work.

At the same time, we planned meetings with experts, joint seminars, participation of the German side in parliamentary hearings on agrarian issues, and translation of the German agrarian legislation into Russian. Important meetings were held between our deputies and senators and officials of the Bundestag and

#### Ivan Rudai

**Born in Rossosh, Voronezh oblast. Rose from rank and file collective farmer to a collective farm chairman. Served as head of the district farming department, first secretary of the district Communist Party committee, director of the Central Chernozemye Regional Branch of the Research Institute for Fertilisers and Soil Study, and in the agrarian section of the USSR Communist Party Central Committee. For the last ten years, deputy of the State Duma and member of the Federation Council. Doctor of agrarian sciences. Author of more than 100 research works, monographs and books, including *Parliamentarians on Land and Peasantry*. Recently completed a five-volume novel, *The Peasant's Doom*.**

#### EN-News dossier

Bundesrat agrarian committees, Germany's Ministry of Agriculture and with bankers.

Stefan himself is a fine expert on agrarian issues of Germany and Russia. He often participated in discussions at the sessions of the agrarian committee and in parliamentary hearings. He voiced suggestions and offered amendments.

I remember how he stood up for the Law on Land as the question of land sales was being discussed. All investors were of the same opinion, saying: 'Why buy the land? It doesn't pay. It makes no sense and distracts big funds from production. In Germany, 80% of

the land is rented and it suits everybody.' Really, what Stefan proposed was very reasonable!



**A visit to Fachdorf (Thuringia, Germany) as part of a familiarisation trip of members of the Agrarian Committee, State Duma, 1996. The delegation was headed by Aleksei Chernyshev, Committee head.**

An interesting story occurred during preparation of the Land Code. Back then there was a



How do you retain soil moisture and overcome the impact of drought? Participants of the Republic's seminar and conference held at TatNIISKh (Tatar Research Institute of Agriculture) experimental fields in Laishevsky district, Tatarstan, sought an answer to this question.

By Yekaterina GALUSHKINA

**REGIONAL AGRO-INDUSTRIAL COMPLEX**

cultural equipment held during the seminar. In this context, Swedish-built Vaderstad machines, in particular the Rapid 400C sowing system presented by EkoNiva-Povolzhye, elicited keen interest.

"This equipment employs energy-efficient technologies," noted Marat Garayev, OOO EkoNiva-Povolzhye executive director. "The use of these machines helps farmers to raise crops at minimum cost and to save precious soil moisture. The sowing system is economical and highly productive, making sowing possible both on the stubble and by using a traditional method."

Even the rival manufacturers of sowing machines noted the unique design and reliability of the Rapid brand.

On the fields of TatNIISKh the participants of the seminar familiarised themselves with new technologies for raising spring and winter pulses, oil-bearing plants, and perennial grasses as well as with plant care and protection.

**Tatarstan's farmers**

**fight drought**

Among those taking part in the event were Tatarstan President Mintimer Shaimiyev, presidential administration officials, Russian State Duma deputies, district heads, and farmers of Tatarstan.

As Marat Akhmetov, Minister for Agriculture of Tatarstan, said, this year the republic has suffered severely from drought. The worst affected areas were the farms in the South-East and trans-Kama region, where grain crops were reduced.

Tatarstan President Mintimer Shaimiyev drew the attendees'

attention to the fact that farms using advanced soil treatment technologies have suffered less from the drought.

The participants could have a look at modern energy-efficient machines at the display of agri-



**Laurels to Rocket, odes to Danuta!**



This year's harvest shows that Kirov oblast has grown a rich crop. Many farms in the region owe their remarkable achievements to EkoNiva-Vyatka.

By Yekaterina GALUSHKINA

This season, ZAO Agrofirma Smail based in Malmyzhinsky district made an experiment. They acquired from OOO EkoNiva-Vyatka foreign bred seeds of the spring barley Danuta. The universal forecast was that the crop wouldn't strike root in an adverse climate. But the nay-sayers were proved totally wrong. The variety's yield was quite high. At a sowing rate of 320 kg/hectare, the company obtained 5,100 kg per hectare.

"Today, this is our farm's highest yield," pointed out Raif Nafikov, chief agronomist of Agrofirma Smail. "Other crops yielded 3,000 to 3,500 kg per hectare. We are very pleased with the Danuta variety."

The farm has long established partnership relations with EkoNiva-Vyatka, primarily in the procurement of agricultural equipment and servicing. Following the results mentioned, it is considering whether to purchase new

varieties of crops from EkoNiva and then to get modern, foreign-made agricultural machinery. However, as Ilgiz Burkhanov, head of the company explains, everything will depend on the financial situation. This year the Mukhinsky breeding farm (based in Zuyevsky district) also boasts a rich crop.

Local agronomists are singing the praises of Rocket peas. This year's yield was over 3,000 kg per hectare. In spring, the farm's management allocated 400 hectares to this crop. Today they are happy to have done so.

"We've been cooperating with EkoNiva-Vyatka for a long time," said Nikolai Lozhkin, director of OAO Plemzavod Mukhinsky. "Thanks to a wide range of services rendered by that company, our enterprise has acquired modern, highly efficient equipment, and we are starting now to raise new high-yield crops."

**OUR CUSTOMERS**

**The best products from Stoilenskaya Niva**

Each year enterprises of the Stoilenskaya Niva Agricultural Corporation participate in the All-Russian Contest "Top 100 Products"

This year four enterprises of the Corporation submitted applications to participate in the "Food Products" contest. They are OAO Kolos, ZAO Vyksunsky Khleb, ZAO Safonovokhleb, and ZAO Kursky Kombinat Khleboproduktov.

Based on the results of

the first stage of the contest, the regional quality control commission declared products of Stoilenskaya Niva Corporation to be the winner of the "Top 100 Products of Russia in 2009" contest, after which it forwards them for the second stage of the contest at the federal level.

**Additional information:**

*Stoilenskaya Niva Agricultural Corporation is comprised of 38 enterprises and complexes which include farming, milling and baking facilities of Belgorod, Kursk, Voronezh, Smolensk, Ivanovo, Saratov, Nizhny Novgorod, Penza and Yaroslavl oblasts. The Corporation is Russia's third largest producer of flour, being among the top three baking enterprises.*



This trip is an outstanding example of people's diplomacy, a sort of act of good will. Enthusiastic teachers from Germany decided on a cycling tour from Spremberg to Volgograd using their own money and vacation time. This was not a sporting event. The trip was to eradicate borders and build bridges between peoples of different countries in real life, if not on the political map.

By Svetlana WEBER



## Bridges spanning the Spree and Volga

This is not the first cycling tour to Russia. Previously, there was a tour to Kaliningrad and Moscow oblast. So the cyclists did have some relevant experience. However, the distance of 3,000 km had to be covered for the first time. The conditions were quite tough: 200 km had to be cleared by day with the night to be spent in a tent and food consumed out in the open. As an emergency support they had an escort bus (procured expressly for this trip) with trained drivers who helped with daily chores on the road.

Considering the very special feature of our roads, the rigmarole at the borders, and nasty weather on the way, only dare-devils genuinely wishing to learn Russia firsthand, to see grassroots life in Russia and to partake of it could venture to join the expedition.

On 15 July, Mrs. Schoenherr, vice-burgomaster, and Mr. Wohaz, head of the German Tourism Federation, sent off the cycle race in Spremberg. What happened subsequently is better described in a logbook kept by cyclists with an enviable persistence.

### From the logbook 21 July

The crossing of the border between Poland and Belarus passed off without a hitch. We had to load all of the five bicycles in the van and accommodate ourselves there. It was only after we crossed the border that an exit opened. What a laugh we had! Everyone in the team is well and in high spirits. Christoph and Jorg are at all times clean-shaven whereas the five teachers haven't mentioned their schools for the second day in a row.

Yesterday, thanks to a fair wind, we did 260 km on a perfectly straight road. That was a personal record for all, which we celebrated by tossing off a glass with our open-hearted hosts in Belarus.

### 27 July

2,000 km have been covered and the first interim goal has been reached!



With A. Gordeyev, Voronezh oblast governor, and Stefan Duerr, president of OOO EkoNiva in Voronezh oblast

We are 40 km east of Kursk, hosted by the Zashchitnoye firm of the Russo-German EkoNiva Company.

The fields we have passed amazed us by their size, shattering our former concepts about the scale. Here, at Zashchitnoye we were cordially welcomed by Kamilla Verner, an agronomical adviser, and Aleksei Bibikov, head of the farm. Our generous hosts gave us much of their time, even though the harvesting is now in full swing. Riding over



In a German language classroom at a school in Zashchitnoye

side roads, which are not bad, contrary to our expectations, is much more pleasing and safer. All men are well, approaching their ideal weight.

### 29 July

We arrived at OOO EkoNiva-Agro for a second halt. This is not far from Voronezh, on the Don River. Today started with "a small tour" of the school in Shchuchye village. Pupils presented us with a loaf of bread and a saltcellar, a gesture of cordial



At Korennaya Pustyn monastery, Kursk oblast

welcome in Russia. The heart-to-heart communication was great. We notice ever more how important this trip is for all of us. After lunch we made a tour of the cretaceous hills of Liskinsky district to admire the picturesque views of the Don.

## HAVE A GOOD TRIP!

### 3 August

Yesterday, at long last, we reached Volgograd. After last night spent in a small steppe hamlet, the last kilometres of the Moscow-Volgograd highway were really difficult! We were met by Marina, a colleague from a partner school. Volgograd impressed us not only by its size, but also by its atmosphere.

We are physically rugged men, all in fine shape. The emotional stress has subsided somewhat now that we have achieved our goal. The speedometer reads 3,007 km.

### 4 August

Today was packed with excitement. We had an excellent excursion to Mamaev Hill. The size of this monument is fantastic.

We were agreeably surprised to receive a greeting from Senator Vladimir Plotnikov, president of the Peasant Farms Association. In the evening we started "a big packing job". Tomorrow morning we are leaving for Germany. Reinhardt, Uwe, Ulf and Roland will fly by aircraft. Christoph, Jorg and Wolfram will make the same trip once again in the yellow van.

We have drawn some conclusions about our trip.

- We've had a fine time, full of excitement. Despite the daily 200 km, we made contact a lot with open-hearted and hospitable people in Poland, Belarus, and Russia.

- We owe special thanks to the many EkoNiva workers who have been our generous hosts,

showing what can be achieved through Russian-German cooperation and friendship.

- We have not yet utilised all the opportunities of cooperation between our two countries.

- This was not our last trip to the East of Europe!

"The Volga eagles" are fit and cheerful, conveying greetings to all their friends.



# Focus ON US!

## PHOTO EXHIBITION

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

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

EkoNiva continues a 'FOCUS ON US!' photo competition. We invite the participation of anyone who thinks that the best moments from the life of a village and of the peasants are moments worth capturing as history. We will be expecting your photos until December 2009. The photos will compete in one of the following categories:

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

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



**Their work gives us milk!** Outstanding achievements of milkmaids at OOO Sibirskaya Niva



**Dirty fellows not admitted to the milking parlour!**  
A Field Day at the Torgunakov Farm, Kemerovo oblast

### Up to their ears in work



Assembly of a TWISTER grain storage facility can be really exciting (OOO EkoNiva-Agro)



A guest at a Field Day in Voronezh examines a John Deere grain combine harvester



**Deep in work. "To wash the milk cooling tank, one has to come down to the very bottom".**  
Working days at the OOO Sibirskaya Niva animal farm.



**... A calf, like a girl, needs gentle treatment!**  
Mikhail Ashikhmin, head of Agro-CentreKursk service department dreams of being retrained as an animal breeder.

**Enjoy milk, kids! Life is easy with EkoNiva!**  
Tasting milk from German cows at the opening of the OOO Zashchitnoye animal farm



## Field Day with Samurai

The farming facility of Zashchitnoye, Shchigrovsky district of Kursk oblast, was used for an annual Field Day dedicated to crop husbandry. The seminar has traditionally been organized by EkoNiva-Semena Company.

By Yekaterina GALUSHKINA



Among the participants were executives of major holding companies, farmers, chief agronomists and agricultural research workers.

"This year we expect good grain prices," forecasts Stefan Duerr, EkoNiva president. "Those who hold back their grain and sell it later will get a worthy price."

Yuri Vasyukov, OOO EkoNiva-Semena executive director, presented high yielding varieties of winter crops to his colleagues. The unchallenged leaders of the season are Triso, Lars and Actor winter wheats and Cinderella winter barley. A long-awaited event for most agrarians was the presentation on Zashchitnoye fields

of DSV-selected Samurai winter wheat. Last year, this intense and high-yielding variety produced 10.4 tonnes on the Lipetsk test plot.

"We knew



beforehand that EkoNiva had prepared new products this season," said Sergei Karev, OOO Izberdei (Tambov oblast) director. "So we

purposely went to see Samurai. It's really great! Now we want to test it on our fields."

In the field the participants saw at work farm machines from the world's major manufacturers such as John Deere, Kverneland, Annaburger, and Vaderstad. Despite the crisis, EkoNiva offers many options for acquiring agricultural equipment. There are permanent special offers and discounts for used tools and last year's machines.

During the seminar, guests also attended a renovated animal farm of Zashchitnoye for 500 dairy cows and a US-manufactured TWISTER mini-elevator. Aleksei Ivanov, OOO RazgulyaiAgro Director General, said that their holding company plans to use the expertise of EkoNiva in grain pre-treatment and storage.

## Reliable machines for Russian farmers

The SPK Liskinsky Agricultural Production Complex and OAO Mayak were used as sites of the Field Day in Voronezh oblast. Some 100 agricultural machine-building enterprises of Russia and other post-Soviet states, producers of seeds, mineral fertilizers, and protective equipment, as well as over 1,000 farmers of Voronezh and neighbouring oblasts came together here.

By Yelena SHCHERBAKOVA

This year, the EkoNiva-Chernozemye Company presented for public assessment some 70 farm machines for an entire cycle of field work, from preparation of the soil for sowing to fodder procurement. The machine brands were John Deere, Kverneland, Vaderstad, JCB, Lemken, and Einbock.

"By using these machines and technologies, it is possible to achieve significant savings. This reduces by six times the demand for machines, labour, fuels and lubricants, while at the same time improving the soil treatment," said Nikolai Buravlev, EkoNiva-Chernozemye Executive Director.

The demonstration of AMS, a navigation system installed on the John Deere 8430 tractor, was a breath-taking show. Guests also watched with great interest the presentation of loaders prepared by JCB and OOO EkoNiva-Chernozemye specialists.

Within the framework of the Field Day, a demonstration was arranged of crops of spring grains, pulses, and cereals. Also, the seed production company EkoNiva-Semena presented the wheat variety Triso, barley varieties Danuta, Annabell, Margret, Madeleine and Jenuva, Ivory oats, Rocket and Phoenix peas, as well as herbs and mixed fodders.

For the achievements demonstrated at the exhibition, OOO EkoNiva-Chernozemye was granted a high award, a golden medal in the Agricultural Machines category.



## John Deere navigation saves time and money



ZAO Otkormochnoye, based in Kurkinsky district, Tula oblast, was used as a site for the regional Field Day devoted to this year's harvesting. The event was attended by the oblast's governor Vyacheslav Dudka.

By Yekaterina GALUSHKINA

Heads and specialists of district farming departments, as well as executives and chief agronomists from Tula oblast farms spoke at the seminar about efficient use of modern agricultural machines for growing crops. In this area, ZAO Otkormochnoye is an unchallenged leader. The farm actively introduces modern agricultural machines and grows highly productive varieties of field crops.

In the field, Aleksandr Kochnev, head of the farm, presented the work of "the logistics chain," from a combine harvester to loading the grain into an elevator. The guests were keenly interested in the fact that the grain is removed from the John Deere S690 combine harvester to the Annaburger towed transfer container in motion, without stopping the machine.

Aleksandr Kochnev explained that 5 to 7 minutes of downtime of a combine harvester means nearly a hectare of unharvested fields.

"Once the John Deere precision cropping technology was introduced, management of the harvesting became much simpler. The machine operator gets much less fatigued and works practically non-stop. As a result, he harvests 5 to 7 hectares more! This saves a huge amount of time, fuel, lubricants and labour."

They also spoke a lot about how to preserve moisture in the soil after harvesting. EkoNiva-Tula experts showed off two Sweden's Vaderstad soil pre-treatment machines in operation, as well as Carrier and Top Down cultivators. The day was marked by the formal opening of a 30,000 tonne elevator for grain pre-treatment and storage.

**OUR PEOPLE**

Always mysterious, Siberia has invariably attracted German explorers. The great travellers of the past Gmelin, Miller and Pallas made many discoveries during their travels to the unknown vast lands beyond the Urals. It is worth mentioning that the first detailed descriptions of Siberia's resources are to be found in works written by German explorers. By the way, the names of German scientists were immortalised in the names of Siberia's flora. For example, one variety of Siberian apple known to us since childhood has the botanical designation 'Pallas.'

By Yekaterina MOREVA



# Pallas apple trees and Schenk cows

Probably many places and things in Maslyaninsky district, Novosibirsk oblast, will similarly get their names in honour of Ramon Schenk. On a foggy morning in February, in a ringing frost of forty degrees below zero, the Swiss citizen and animal husbandry expert Ramon Schenk arrived in Novosibirsk straight from Lake Zurich. The 22-year Ramon was a very welcome guest on a new animal farm, Sibirskaya Niva, which had taken delivery of 400 Austrian and German cows of the Simmental breed. What and how to feed them, how much milk to take and which language to speak to the foreign ladies? These questions and many more were presented to the former student Ramon Schenk.

The head of the cattle breeding complex related the special features of life and work in the depths of Siberia. Though he is living in the backwoods of Russia, Ramon experiences no inconveniences in his daily life. It took him just half a year of work at EkoNiva to acquire a considerable professional skill and to adapt his European maximalism to local customs and traditions. Thus, he has learnt to work in the Siberian environment, which is rather difficult by Swiss standards. He has mastered the language quite well, but has not yet

found a Russian bride.

Incidentally, he believes knowing the language is crucial to

those seeking to deal with Russia on a professional basis. "Without it no truly human communication is possible," Ramon says.

"I wouldn't like my working day to be like a school schedule. I am responsible for the entire livestock and whatever happens to it," Ramon Schenk says.

"In particular, it is important for me to work with the team at all times, whether for fodder procurement, preventive actions or milking.



However,

something out of the ordinary and contrary to plans happens in Russia each day, you know."

Come to think of it, why did a young man from the centre of civilization, the world of advanced technologies and open borders, suddenly decide on a career in the out-of-the-way little town of Maslyanino?

Ramon comes from a large and close-knit family (four siblings) living in Herrliberg on the picturesque slopes of the Alps. All of them are involved with farming. His parents rented a "small" (by Russian standards) plot, establishing a privately owned farm of 16 cows. Since childhood Ramon is used to getting up at dawn and coming back from the fields almost at midnight. Following training at a farming high school in Strickhoff, the inquisitive fellow left home, flying over the ocean for extra training in the US. Half a year later, when he returned to Switzerland, he realized that it was too small for him and that the rent of the land was much too high. Fortunately, the young, daring and industrious are always welcome at EkoNiva.

In 2008, when stall barn facilities were erected, Sibirskaya Niva ran into difficulties. The construction could not be completed

on time for lack of funding. So the German and Austrian Simmental cows had to rough it out in the winter forest. Professionals were wanted urgently for work in a difficult environment. Ramon Schenk was busy that winter heroically saving the foreign cows.

On the very first day, he stated clearly that the animals must be divided into groups. In the current circumstances (in a forest in winter) he organised the shifting of the animals into separate groups. Sibirskaya Niva workers and Ramon did a great job. In freezing cold they performed periproctic operations and assisted in birth. Also, they monitored the general state of health and took measures against mastitis. Over the winter the cows adapted themselves to the new environment. They grew furry red wool and gained weight. Ramon, too, got used to his new life. In almost flawless Russian, he cracks jokes at a new stall barn.

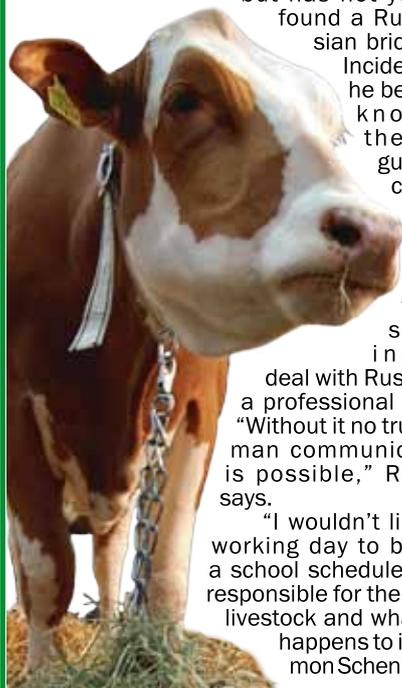
"We did the most important thing this summer – we've laid in our stock of high-quality succulents," Ramon says. "Each cow needs an individualised approach, which is why they have names of their own. And now even udder cleaning napkins are individualised!"

At the time, the residents of Maslyanino were also grappling with an array of challenges. What to treat the foreign guest to? how to address him (he has patronymic)? and is it proper to present Ramon with a padded jacket and high fur boots as a replacement of his cintepon-lined coat and rubber boots?

As it happened, anything goes. Ramon willingly accepted Siberian presents and treats from the locals. Having a sweet tooth, he prefers fried pies with jam to all other indigenous delicacies.

"Here they make fine foods, putting their heart in the job," says Ramon, sharing his impressions. "It's only that I very much miss Swiss Cheddar cheese."

Like a real master, he dreams of a farm of his own, a bite-size Switzerland for himself.





**EkoNiva-APK Holding Company participated in the congress of European dairy producers held in Cork, Ireland. This year the event was attended by, representatives of the dairy industry from 23 countries.**

By Tatiana LYAPINA

## Dairy producers seek to fully utilise capabilities

The conference dealt with key issues of the dairy industry across the world. Those are, firstly, the steady decline of purchase prices for milk in the last few years and the monopoly of processing companies. In addition, most producers in the EU have to work in conditions of an acute shortage and quotas of dairy sales. Also, many farmers pointed out a lack of skilled labour as one of limiting factors.

The main appeal to congress participants was the "Focus on efficiency and profitability of production, employing modern animal husbandry technologies and know-how for increasing efficiency." On several occasions a unanimous opinion was expressed in favour of lobbying on behalf of the interests of dairy producers.

Conference participants familiarised themselves with Ireland's dairy industry, visiting four farms which are EDF members. The mean size of the country's dairy farms is 150 milch cows with 80 hectares of land. The mean milk yield is low compared to other countries of Western Europe, some 5,800 kg (in the EDF group). Around 80% of milk produced in Ireland is exported.

The country's predominant cattle

essentially better fertility, whereas progenies of crossbreeding with the Swiss cow produce milk with higher protein and fat content.

The Irish dairy producers' common "low cost" strategy is manifest in saving on fodder and basic feed due to favorable climatic conditions. The mean duration of the grazing period in the region is 280 days. Most farmers lay in only meadow haylage and hay. Few grow corn for silage. Additional feeding with concentrates is practiced



experiments carried out at Moorepark Centre confirmed that feeding cows with TMR (total mixed ratio) increases the milk yield by 20%. However, in this case feed cost control, and hence the profitability of milk production, remains an open question.

The results of a survey of milk producers and the outcome of a comparative analysis of economic performance under the agri benchmark Dairy programme were presented to the congress.. This study covered 1,052 farms across the world. Among them, for the first time, information was supplied for comparative analysis of the Russian enterprise OOO Kaluzhskaya Niva.

The results of an opinion poll showed that most farmers (in Germany, Britain, the Netherlands, and Ukraine) wish to increase the stock of milch cows on average by 50 animals in the next 5 years. According to forecasts, an annual increment of the number of milch cows on a typical EDF farm by 10 animals will, by the year 2014, increase the average stock to 206 animals. It's noteworthy that the trend for growth will persist despite the plummeting milk prices and the adverse impact of the global economic slowdown.

In the course of discussions of EkoNiva Company's prospects in the agri benchmarking Dairy programme, professor F.Isermeier expressed the hope for further fruitful cooperation in that area.



breeds are Holstein-Friesen, Norwegian Red, and Swiss. Most farms widely use crossbreeding to eliminate weak points of some breeds and bring in strong points of others. According to experiments carried out at the Moorepark Dairy Production Research Centre, hybrids produced by crossbreeding Holstein-Friesen with Norwegian Red feature

only in stabling periods. On many farms cows are kept on open sites in winter. The feature of Ireland's livestock reproduction that characterises the seasonal nature of calving is the specific rate of calving during six weeks. For instance, in January through February the farms typically feature on average 70 to 75% of the calving.

An important indicator of intensity of the pasture use is the number of animals per hectare and fat and protein content in milk (milk solids) calculated based on 1 hectare of pasture. On a typical Irish farm the numbers are respectively 2.5 animals per hectare and 1,160 kg per hectare. On advanced farms of the Moorepark Dairy Production Research Centre, these figures are 4 animals per hectare and 1,900 kg of milk solids per hectare (in this case the feed must be improved by adding concentrates, corn silo, haylage, and hay). The

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**www.ekoniva.com,**

**e-mail: vesti@ekoniva.com**

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