



A suggestion from the financial market...

ROSSELKHOZBANK'S SPECIAL CREDITING PROGRAMMES FOR AGRICULTURAL PRODUCERS

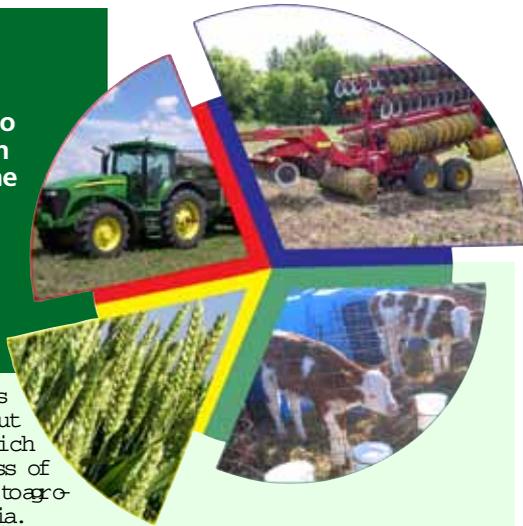
Rosselkhozbank is currently the leading provider of credit and financial programmes to agro-industrial sector in the country. This year the bank will considerably increase its range of credit programmes, perfect its credit technology and increase its volume.

Rosselkhozbank develops and gives suggestions about special programmes, which considerably make the process of receiving bank credit simpler, to agro-industrial companies in Russia.

The programmes come under the general names "Credit on the security of acquired technology and/or equipment" and "Credit for acquiring young pedigree livestock" which are aimed at making purchases of a wide range of agricultural technology and equipment on credit. The following can be bought through the programmes: self-propelled technology, support vehicles, semitrailers, towed or add-on technology, milking equipment, mobile milking machines, grain-cleaning and poultry farming equipment, milking halls, equipment for storing vegetables, drip irrigation systems, refrigeration equipment, all-purpose hangars of the wire-framed type, young pedigree livestock.

The bank has accredited over 550 companies to help them get this technology through the adopted plan. The volume of credit given reached 16 billion rubles in 2006, nearly 6 times more than in 2005.

In the special programme, the credit is given on a short-term basis, up to 12 months, and usually has to be paid in the off-season. Process of



transferring loan security and letter of credit payments are improving now. As extra security of loan collectibility a reverse buyout policy will be valid.

The implementation of the special programme has given positive results and has proved its popularity among companies and organisations of the agricultural sector and the necessity to develop current management of the Bank's duties - says the manager of the department of special programmes of Rosselkhozbank Mikhail Shangaleyev, - We are currently developing new credit programmes to buy grain-dryers, equipment for processing milk, and also second-hand self-propelled technology. In the medium term, programmes for buying equipment for the preparation of forage, processing of meat and fish will be implemented. Thanks to these programmes agricultural businesses are able to expand and renew their machinery and technology, and also increase and improve their livestock.

ANNOUNCEMENTS

March 2007. Opening of EkoNivaRyazan's service centre

Location: town of Ryknoe, Ryazan region

12th April 2007 - Equipment for no-tilling.

Demonstration of the Vaederstad Seed Hawk seeder

Organizers: EkoNivaSibir, Vaederstad

Location: Krim Company, Tuymen region

16-19th April 2007. Yearly regional exhibition of agricultural machinery.

Organisers: Administration of the Kirov region, Vyatkaagrosnab

Location: city of Kirov

April 2007. Express Field-Day "Overwintering of European varieties of winter crops: rapeseed, barley, wheat".

Organisers: EkoNivaSemena, Zashchitnoe.

Location: Kursk region, Srdnigrovsky district, Zashchitnoe village.

April 2007. Seminar: "Using modern European technology in the Kirov region. Machinery from Vaederstad. Construction and exploitation."

Organiser: EkoNiva-Vyatka, representatives from Vaederstad

Location: city of Kirov

April 2007. Field Day "Machinery for sowing and field work in spring"

Organisers: EkoNiva-Cheromoznye service centre, Voronezh region, Zaluzhnoe village

Location: EkoNivaAgro, Voronezh region, Shchuchye village

April 2007. Training of EkoNiva-Tekhnika's service-centre employees

Organisers: EkoNiva-Tekhnika

Location: Moscow region, Odintsovsky district, Zakharovo village

12th May 2007 - No till in practice: Sowing by the Vaederstad Seed Hawk

Organisers: EkoNivaSibir, Vaederstad

Location: Sibirskaaya Niva, Novosibirsk region

May 2007. Field Day "Machinery for storing forage"

Organisers: EkoNiva-Cheromoznye service centre, Voronezh region, Zaluzhnoe village

Location: EkoNivaAgro, Voronezh region, Shchuchye village

14-15th June 2007 - Field Day. Modern technology and seeds from abroad in Siberia environment. Satellite navigation. 8420 tractor, Rapid and Seed Hawk seeding complexes. An experiment: sprouting winter rye.

Organisers: EkoNivaSibir, Vaederstad

Location: Sibirskaaya Niva, Novosibirsk region

June 2007. The opening of EkoNiva-Cheromoznye's repair workshops and EkoNivaAgro's cattle-breeding complex, Voronezh region, Liskinsky district.

EVENTS



From the 18th to the 28th of January the largest International Green Week Exhibition-fair was held in Berlin. Unique for its size and programme, the exhibition had 1,600 exhibitors from 56 countries, and has become a meeting-point for agricultural specialists, representatives of large agribusinesses and politicians from the whole world.

Svetlana VEBER

Green Week – 2007

BIOENERGY UNITES EAST AND WEST

The Chancellor of Germany was the first to attend the exhibition. In her speech Angela Merkel emphasised that Russia is a strategic partner of Germany, and the relationship between the countries will become even closer. Russia has been a participant in the exhibition for the past 13 years, traditionally showing modern scientific methods of tillage, new techniques, investment projects and the best of agricultural production.

This time 27 regions of Russia were represented on the exhibition pavilion, spanning 6,000 squared meters in total. The first to show their achievements in the agricultural sector to the European committee were the republics of the Northern Caucasus – Karachaevo-Cherkessia, Kabardino-Balkaria and the Republic of Chechnya. As the plenipotentiary of the president stated, "in the Northern Caucasus political stability has been reached. Security issues are in the past. The region now has the adequate conditions for investors."

Green Week has become the largest business forum which gathers many global agricultural businesses and defines the main development tendencies of agricultural business. This year 250 business conferences were held during the exhibition. EkoNiva was active throughout the



The panel discussion regarding "Biogenic sources of energy"

business programme of the forum, in particular concerning bioenergy, a key

minister of agriculture, Alexey Gordeyev spoke of the willingness to cooperate with Europe in providing biomass. In the near future biofuel will be added to the list. He noted that Russia currently has 20 million hectares of

interest for foreign investors who plan to work in Russia.

The discussion of problems relating to bioenergy continued with the participation of the Russian vice-minister of agriculture, Sergey Mitin, the state secretary of the Ministry of agriculture and consumer protection of Germany, Gerd Mueller, and other interested parties. Concrete aims in

cooperation regarding alternative types of fuel were defined. Sergey Mitin emphasised, that Russia has the rare possibility of producing all types of biofuel, but investment is needed for the building of factories, modern machinery and technology. Russia has already reached an agreement with German specialists regarding the construction of rapeseed refining factories in the

Lipetsk region and Krasnodar territory. Dr. Meller is ready to consult with Russia on the direction of the German ministry regarding bioenergy, in particular regarding the amount of cooperation between both countries possible in the "German-Russian agrarian-political dialogue".

With the assistance of EkoNiva, Russian politicians and businesspeople were taken on a trip to large German factories which produced biodiesel, biogas and bioethanol, where it was possible to benefit from the German colleagues' experience. The minister of agriculture summed up Green Week by highlighting the productivity of the exhibition: "It is possible to expect exceptionally high results in the investment and also in the exchange of experience is concerned."



Representatives of the Russian delegation visit a bioethanol-producing factory.

theme of Green Week. Analytical research about the possibilities of producing rapeseed in Russia and the future possibility of exporting rapeseed oil to Germany (for more details see page 8) were prepared by experts of the "German-Russian agrarian-political dialogue" (the coordinator of which was the president of EkoNiva, Stephan Duerr). This theme was talked about in the 14th international agrarian East-West forum. The Russian

for creating biofuel is enormous, it is comparable with the US – around 1 billion metric tonnes of biomass" said Alexey Gordeyev.

At the exhibition EkoNiva presented its stand, where you could get acquainted with the activities of the company and innovative technologies. You could also read commentaries about the law entitled "On the Turnover of Agricultural Lands" issued as part of the "German-Russian agrarian-political dialogue". The book is of great

EVENTS

For the first time, EkoNiva organised a trip for its partners to go to France and see SIMA, one of the largest agricultural exhibitions in the world. The international business show about agriculture took place from the 4th to the 8th of March in the PARIS-NORD Villepinte exhibition centre. The world's leading producers of agricultural machines brought their most recent inventions, which were of special interest to the Russian agricultural workers.

Svetlana VEBER



Paris dictates the fashion

for agricultural technology

A presentation about the new Spirit-600 stubble seeder, made for use on soft soils, was given on Vaederstad's stand. The seeder is interesting because it can also function as a cultivator. The seeder will only be sold this year, and currently 60 six-metre machines have already been made. In the future, the coverage is planned to be wider.

John Deere showcased a series of innovations. Guests at the exhibition could learn about the new line of 8030, 7030 tractors and the most powerful 7800 forage harvester (750 h.p.). The new self-propelled sprayer, which will be sold in Europe, caused much interest.

The improved rotary combine was also shown - the rotor has been adapted for the harvesting of different types of crop. As always, John Deere devoted much attention to the technological systems which increase the effectiveness of the control of machinery (auto-tracking, parallel steering, agro-office).

Kverneland placed special attention on its new forage storage line (mowing-machine, press-collector). A new plough was also showcased.

Russian agrarians estimated the worth of the new SE8555



potato-harvesting combine (Grimme). It has a bunker (5.5 tonnes) and a wider lifter point which minimises waste when harvesting.



Participants visited the farm of Bris Vekten, who is a main player in the sheep-rearing sphere in northern France. He also produces wheat and buckwheat successfully.

A great deal of interesting inventions was showcased at the Lenken, Kuhn, Gregoire Besson,

Einbock and Maugun citagri stands. Participants at the exhibition had much to think about. Yuri Sandin, the director general of Molochny Produkt (Ryazan region), noted:

- In contrast to the exhibition in

Hanover (Germany), the machinery shown was not only from the large and well known producers of agricultural machinery, but also the less developed brands. Although the machinery was also of interest, it was very interesting to see that it was showcased from a Russian perspective. I will discuss with my engineers what to acquire for our purposes. Sergey Dyachenkov, the director general of Rassvet (Lipetsk region), thinks that attending the exhibition will significantly increase the understanding of modern machinery and will help

producers make the right choice. The leader of the company stated:

- As I am interested in potato-harvesting machinery, I familiarised myself with the new Grimme combine. The Rubin harrow from Lenken also impressed me. In any case, we will buy the machinery. It was interesting to see the self-propelled sprayer from John Deere. This is at the vanguard of machinery.



Visiting Bouchard agriculture, a dealer of John Deere equipment in France. The company has, for the second year running, sold the most combine harvesters.

LESSONS LEARNED

An unusually warm autumn and the first half of winter on the European part of Russia has caused winter crops to start growing. Fields with a sowing season of between 25 August to 10 September are particularly affected.



Very wet autumn of 2006, lack of NO₃ and poor quality sowing on 20 September contributed to the wheat germination (Orel region)

How to fight against the weather

LOOKING AFTER WINTER CROPS IN SPRING 2007



Villi Drevs,
Doctor of agricultural science, consultant

The situation was getting worse due to high norms of sowing (more than 5 million germinating seeds per 1 hectare) and the high moisture content (even overmoisture in some places).

Vegetation in individual fields had continued to grow and the number of stems reached 1,500–2,000 per m² in the middle of January. These crops also showed a staggering number of pests in autumn, for example Hessian fly, frit fly and black fly. Fungus diseases also increased substantially: powdery mildew, snow mould among other types.

In other regions of Central Russia the long periods of rain in September delayed the sowing season (after the 20th of September), washed away nitrogen nitrate in the soil and,

as a result, the crops grew in winter and were undeveloped, even yellow. Snowfall and frost in February damaged winter crops and raised several problems. However specialists still had many questions – what could they do with the winter crops in spring after snowfall? When could additional fertilizing be started, when could fungicide be used?

Firstly, additional fertilizer ought to be used on

the formation of the first internode (EC-31). The amount of nitrogen used here will depend on the species, the largest planned yield and will consist of between 40 and 60 kg of the active ingredient.

In the fields where the winter crops have grown in autumn and the number of stems at the start of vegetation numbered higher than 1,000 per m², fertilizer is used in a different way.

should not be less than 150 kg (51 kg of the active ingredient).

The second fertilizer, which is used when leaves are forming – the start of ear formation – will help the nitrogen be distributed evenly in the vegetation period and during the crop, which will give a high protein content.

The use of fungicides on winter crops must also change approach depending on the species, stage of development, weather conditions, nitrogen supply etc.

Early illnesses of stems and leaves, for example Cercospora, early powdery mildew, yellow rust, are treated using a fungicide during the period of stem elongation of wheat. In order to protect the leaves and heads it is necessary to repeat fungicide application at the start of ear formation.

Because of the high cost of fungicides (from 400 to 550 roubles per hectare, depending on the type needed), the majority of farmers can only afford to do one application. They time the application so it protects against leaf and head disease.

In early spring, the use of fungicides should not be rushed from the start. Fungicides should be used in treating infections of young leaves and stems and not old leaves. Therefore the times that fungicides and herbicides can be used do not coincide. It is advisable to use fungicides in conjunction with the growth regulator CCC. This will have a synergetic effect on the seeds' components.



Such condensed and overgrown crops in autumn are worrying and demand a different approach when fertilizing.

undeveloped crops, in order to stimulate growth. In this instance, the amount of nitric fertilizer should consist of 50 to 70 kg of the active ingredient or 150 to 200 kg of ammonium nitrate. This amount would stimulate the maximum number of stems (from 450 to 600 stems per m², depending on the kind) and the initial forming of generative parts.

The second fertilizer on these fields would be used in the period where nitrates were most frequently used – during

The fertilizer is used considerably later in comparison with normal or weakened crops. Early fertilizing would only bring harm, since it would encourage even more growth. In the later stages of development, there would not be enough nutrients or moisture for such crops and they would wither away.

Using nitrogen fertilizer on crowded and overgrown crops should begin at the start of stem elongation (formation of the first internode). By this time some of the damaged stems will have died. Fertilizing will help the healthy stems and spikelets. The amount of ammonium nitrate

John Deere 7000 Series Forage Harvester

TECHNICAL INSPECTION

The John Deere 7000 Series Self-Propelled Forage Harvester (made in Germany) is noted for its high productivity, power, reliability and ease to use.

All models are powered by John Deere PowerTech engines, which are specially made for agricultural use and large loads.

7200 – 8.1 l engine, maximum power 315 hp.

7300 – 12.5 l engine, maximum power 415 hp.

7400 – 12.5 l engine, maximum power 500 hp.

7500 – 12.5 l engine, maximum power 570 hp.



Natalia DELITSINA

Productivity, power, reliability

John Deere forage harvesters feature one common progressive in-line crop flow concept from supply to the feedroll. This considerably increases the capacity of the harvester while using a low energy supply.

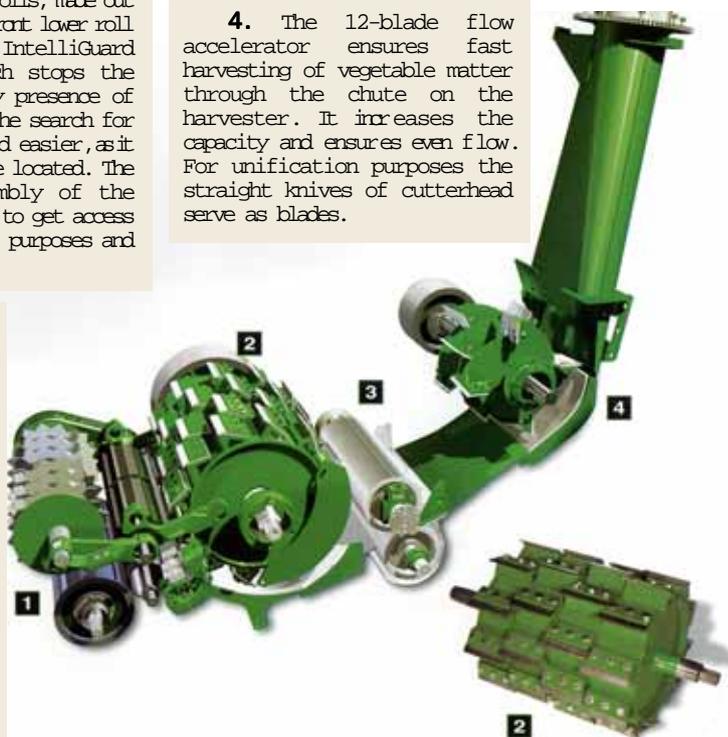
Features:

1. The feeding system has constant control over the crop intake. It consists of four feedrolls, made out of stainless steel. The front lower roll is equipped with the IntelliGuard metal-detector, which stops the system if there is any presence of metal, and also makes the search for any metal pieces spotted easier, as it indicates where they are located. The unique pivoted assembly of the feedrolls makes it easy to get access to the drum for control purposes and servicing.

2. The Dura-Drum cutterhead with a diameter of 610 mm and a width of 683 mm is divided into sections (40, 48, or 56 knives), which allow the knives to be changed easily and uniform cutting length on the whole width of the drum. The special design of the Dura-Drum prevents any blockage of the cutterhead and ensures a uniform and stable cut.

3. The new construction of the Kernel Processor ensures 100% grinding of seeds for silage, and correspondingly, an increase in total mass. The processor can be fitted with 3 sizes of heads, with an increasing number of teeth: 107 for harvesting corn; 160 for harvesting mixed fodder; 214 for harvesting sorghum. Cutting size is determined by the size of the gaps between the rolls. Grass comes out of the Kernel Processor within 5 minutes.

4. The 12-blade flow accelerator ensures fast harvesting of vegetable matter through the chute on the harvester. It increases the capacity and ensures even flow. For unification purposes the straight knives of cutterhead serve as blades.

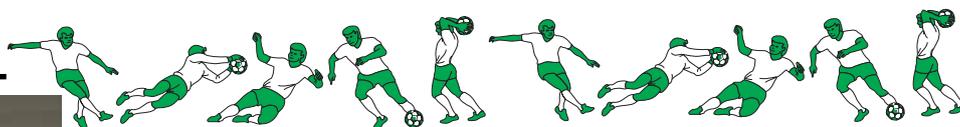


The exclusive transmission system IVLOC (an optional extra), allows the machine operator to change the length-of-cut without leaving the cab and also to adapt the changing conditions of harvesting without changing the blades. The length-of-cut can be changed depending on the number of knives on the cutterhead: 40 knives can cut from 6 to 26 mm, 48 knives from 5 to 22 mm and 56 knives from 4 to 19 mm.

The system of central automated lubrication (an additional extra) regularly injects lubricating oils into the friction bearings and knots, which considerably reduces the need for technical servicing and increases the life of the components and mechanisms.

The cab of the forage harvester has a comfortable seat, and better vision in the front and sides. The driving wheel is inclined and made for maximum comfort. The engine is positioned on a frame on top of a rubber pad, which decreases noise and vibration.

The forage harvester can gather material from the cylinders with coverage of 3 m, 4 m and 4.5 m and also have three types of Kenper rotary harvesting units. The harvesting units have three working-widths: 4.5 m with 6 rows, 6 m with 8 rows and 7.5 m with 10 rows. The harvesting units comprise of rotary disks in order to gather crops (corn, cereals) successfully. Row spacings are irrelevant. 4.8 or 10 toothed grapplers and 2 feedrolls ensure even harvesting of crops. Shearing takes place on the whole width of the cutting machine. The special construction of the knives "crushes" the ends of the cut stems of corn, which, apart from speeding up the digestion system, considerably reduces tyre-wear of the harvester and other transport mechanisms.

FOOTBALL


Captain of the winners, Alexey Bibikov, director of Zashchitnoe, Kursk region.

Sport and business are two very compatible things. EkoNiva has proved it. Colleagues' suits were changed for shorts and t-shirts, shoes for boots, and competition in the workplace was transferred to the football pitch. This is how it happened...

Olga DELITSINA



Voronezh supporters.

The sporty approach to business

The president of the EkoNiva group of companies, Stefan Duerr, once made an unusual recommendation: to organise a mini-football tournament for its clients. Since a recommendation from the chief boss is really a command, the company's employees zealously began preparing for the games. In mid December 2006 EkoNiva and the John Deere Corporation ran regional mini-football qualifying tournaments in Voronezh, Tula, Kirov, and Novosibirsk. Fourteen leading Russian agricultural companies took part. The competition was so successful that EkoNiva's employees got the sporty bug and they themselves decided to go out onto the football pitch.

On the fifth anniversary of establishment of EkoNiva-Chernozemye, the 28th of January, a company tournament between businesses of the Voronezh, Moscow, Kursk, and



Alexandr Shevtsov in forward position, EkoNiva-Chernozemye, from Voronezh.

EkoNiva group of companies took place in Voronezh. Six teams from the regions of

the agronomist from Zashchitnoe, Igor Fomin, who scored 11 goals. EkoNivaAgro, from Liski in the Voronezh region came in second place. This team also won the "Best goal"

prize, which was kicked from the middle of the pitch. Ratum, from Kursk, won third place. This team also won the "Best goalkeeper" and "Best football fan" prizes.

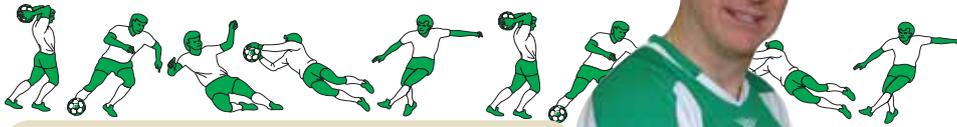
Despite the gruelling 5-hour competition, with falls, injuries and sprains, the new footballers hope that the games will

Kirov took part in this "sporty" anniversary. It was a tough game, but the winner of the tournament was the team from Kursk (AgroSentrKursk and Zashchitnoe). Kursk also won the prize for "Best Player". This was awarded to



become a regular event held by EkoNiva!

Second-prize winners – EkoNivaAgro from Liski.



FOOTBALL

When EkoNiva and John Deere decided to organise a mini-football tournament among amateur teams from Russian agricultural companies half a year ago, nobody could have guessed how much importance would be attributed to it. The regional qualifying games have already shown that the landowners are determined and the battle for the main prize, a John Deere 6920 tractor, will be more than serious. The final took place on the 10th of February.

Svetlana VEBER



DRUZHBA wins

THE JOHN DEERE 6920 TRACTOR WILL PLOUGH THE OPEN LANDS OF THE ALTAI

When the games were over, 5 teams went through, who represented the large Russian agricultural companies. The 5 teams were RusAgro (from the Belgorod region), the Agro-industrial group Molochny Produkt (Ryazan region), Oskolsky konservny kombinat (town of Novy Oskol, Belgorod region), the



Druzhba team from the company Virt (the Altai territory) and the Agrofima Doronichi (from Kirov). The team of Zashchitnoe (Kursk region), winners of the EkoNiva-Regions tournament, played host to the championship.

The championship started with a friendly match. For the first time, partners, friends and associates met on the football field instead of in the office. The captains of the teams from EkoNiva and the John Deere Corporation were the actual directors of the companies, Stefan Duerr and Sidney Bardwell. The organisers decided to increase the sporting spirit of the participants. During the match, the teams lead the game taking turns. Furthermore, a goal was scored literally in the last seconds of the game, which equalized the score: a 5:5 draw. The result was, to be candid, politically correct. The games in the sub-groups were quite restrained.

The rivals took each other on, trying to suss out their strengths. During the final passion on the pitch and in the stands reached a peak. Especially as no body had



imagined such a turn of events. In the deciding round two teams met: the Druzhba team (Virt, Altai region) and the team

representing RusAgro. However, after the first half, it was obvious that luck was on the Altai team's side. Druzhba won with a result of 6:1. RusAgro won second place, and third was taken by Molochny Produkt. The forward Konstantin Konyukhov from the

drivers, mechanics, machine-operators. Druzhba is the



undefeated winner of football tournaments in the region.

"There are no words to describe how our guys felt when they won" Pavel Yakovlevich says. "We were delighted and proud. When we arrived home we immediately went to the regional

competition and thanks to our high spirits we won".

All the participants were in high spirits. The players and the supporters all want to make the competition a regular occurrence.

winning team won the award for best player. The captain from the same team, Igor Istomin, won the "Best Goalkeeper" nomination. Vitaly Nosatov from the RusAgro team won the prize for best goal. Lastly, Oskolsky konservny kombinat's fans won the prize for best supporting fan base.

"We were lucky" says Virt's director and team member Pavel Beifort. In order to achieve this, it took 11 years of training. The team trained 3 times per week, despite the weather. Players came from all departments of the company: administration,



STRATEGY

Time table for the future

ALTERNATIVE ENERGY

There is a lot activity in Russia dedicated to the foundation of economic and legal rights for the wider use of alternative sources of energy. There is the natural gas methane, liquefied oil-gas (a mixture of propane and butane), spirits – methanol and ethanol, and products made from these, biodiesel fuel made from vegetable oil and methyl ether of colza oil, dimethyl ether and hydrogen.

Mikhail VERESHCHAK

In the opinion of specialists, the alternative sources with the most use for Russia are natural gas and biofuel. Gas-motor fuel is the only alternative which is currently being developed in Russia. Starting from the current prices of energy resources, the cost of 1 MJ of gas-motor fuel is 1.5-2 times lower than diesel, the cost of a mixed biofuel made from vegetable oil is 20-35% cheaper and the cost of 1 MJ of methyl ether of colza oil (biodiesel) is even 30-35% cheaper in comparison with diesel.

In connection with the expected considerable rise of prices of energy resources in the home market the cost of gas-motor fuel may be comparable with the cost of diesel in the near future. The ratio of energy units in relation to other alternative fuels, including biofuel made from rapeseed oil and rape-methyl ether will also change.

In Russia the size of rapeseed in the seed market constitutes 0.1-0.27% of the whole area designated for agricultural use and 3-4% of the area designated for oil production. Now the Minister of Agricultural Affairs is taking measures to increase the

area where rapeseed is grown. According to ministry specialists, the area must be increased to 9-10 million hectares by 2010. The situation in 2006 was 524 thousand hectares.

Preliminary research has shown that in order to increase the area to 1 million by 2007 and to two million by 2008, between 400 and 800 million euros will have to be raised to pay for materials and technical resources. The majority of farmers do not have such financial resources to pay for the necessary agro-technology for growing rapeseed.

The other side of the problem is that only a few Russian factories have the necessary equipment for processing the expected amounts of rapeseed. A consequence of this is that rapeseed oil satisfies the requirements of Russian State Standards, but they quite frequently do not meet with European norms, in particular with the German Standard DIN 51 605, in accordance

with acidity levels and phosphorus content.

The Russian agricultural sector will need around 5 million tonnes of diesel per year. Including the needs of other sectors, this figure could double. From the starting point of 10 million

tonnes per year, in order to come into line with European norms of biodiesel use of 2.5%, 250 thousand tonnes will be needed and in order to comply with the change to 5.75%, 575 thousand tonnes of biodiesel will be needed.

Theoretically, if we looked at the possibility of changing the agriculture of Russia to biodiesel, in order to make 5 million tonnes of biodiesel by industrial means, 15-16 million tonnes of oilseeds would be needed. As the

average yield of rapeseed is 1.5-2 tonnes per hectare, 9-10 million hectares would have to be available, something which seems unlikely in the near future.

Preliminary estimates have stated that the cost of producing biodiesel in Russia's current situation would be around 35-40% more than the cost of producing ordinary diesel. However, when the possible considerable rise in fuel prices is taken into account, then the cost in the near future will be comparable.

Technical regulations, aimed at improving the quality of diesel are currently being created in Russia. The transition to diesel, compatible with the Euro-3 standard (sulphur content 350ppm) is planned for 2008, compatible with the Euro-4 standard (sulphur content 50ppm) in 2010, and Euro-5 (sulphur content 10ppm) in 2014.

The introduction of

new standards in Russia will create a whole new situation for the motor fuel market, because the use of diesel with low sulphur content, which will reduce the lubricating characteristics of the fuel, will need an addition or special expensive additive compound, or an ether of rapeseed oil (biodiesel), which would improve the characteristics of the low-sulphur fuel.

The first stage in the creation of a legislative base for the use of biodiesel in Russia may be considered to be the introduction of the GOST P 52368-2005 from the first of July 2006. This standard allows the presence of up to 5% volume methyl ethers of fatty acids in diesel. However, government support for the use of this fuel is still not given.

It is hoped that the increase of oil-producing capabilities in future years, demand for oil based fuels in the home market, the advantage of export potential will all raise interest in rapeseed. Evaluating the possibilities of using alternative sources of energy in Russia on the whole, it is possible to say that in the last two years the unbiased background for the practical use in the near future of renewable types of motor fuel, made from agricultural raw products and the waste of agricultural production has been established.



PHOTO EXHIBITION

Focus on John Deere

Best photos will be published in *EkoNiva-News* journal and rewarded with cash bonuses and valuable prizes.

EkoNiva and John Deere companies continue the *Focus on John Deere* Photo Contest.

Photo Contest.

The contest finishes in October 2007 and has the following nominations:

- Sowing with John Deere
- Harvesting with John Deere
- I work for John Deere
- John Deere: unusual angle

Please, send your pictures marked with "For the *Focus on John Deere* Photo Contest" to the following address:

OOO EkoNiva-Tekhnika,
d. Zakharovo,
Odintsovsky Rayon,
Moscow Region
143022, Russia, or
via e-mail to:
vesti@ekoniva.com.

John Deere from an unusual perspective



"Built like a tank". Ivan Vorobyev, sales manager of EkoNiva-Chernozemye, studying in Germany.



The John Deere 8530's "younger brother"



"Alternative fuel". In the John Deere museum in America.

I work for John Deere



The satisfied owner of the new John Deere tractors. Aleksandr Sotnikov, main engineer from the public company Gubkinagroholding (Belgorod region).

REGIONAL NEWS

Sowing in January is possible!

The agronomists from Zashchitnoe (Shchigrovsky district, Kursk region) have come to this conclusion, and have used machinery on the fields on the 24th of January.

Svetlana VEBER



This is not a myth or an experiment, but a well-thought out technological approach, based on the biology of wheat and this winter's weather conditions. An unusual winter needed an unusual creative solution. When it was clear that it would be a warm winter, without harsh frosts, agronomists waited for the appropriate conditions for sowing: minimal snow and not very cold weather (3-4 degrees), so that the seeder could plant the seeds to the required depth. Of course, this would have been impossible using traditional seeders. The Rapid stubble-seeder from Vaederstad was used.

The spring wheat Trizo was sown in an area of 30 hectares. In spring these seeds will grow much earlier, develop quicker and give a larger yield

than what is usually gathered using traditional means in the Kursk region (April-beginning of May). The advantages of this are obvious: there is no need to wait in spring for the soil to be ready for tilling. Furthermore, winter sowing will considerably reduce the amount of work, and harvesting will take place earlier than usual.

Part of the field that was experimented on was left unsown – spring wheat will also be planted there, but by using traditional means and normal sowing seasons. The results will, without fail, be written about. However, the remaining part of winter and the coming spring are supposed to have good weather. After this, the correct choice of sowing technology will be apparent to the agronomists of Zashchitnoe.

Live and learn!

A seminar entitled "Technology for growing Western-European varieties in the Central-Chernozem region" for the agricultural workers of the

Chernozem (Black-Earth Belt) region was held on the 1st of February in EkoNiva-Chernozemye's service centre (in the Liski district, Zaliznoe village). The consultant for agricultural technology, Villi Dreus, and EkoNiva's sales managers spoke about new varieties of wheat, peas and rapeseed which have been adapted for conditions in Russia, and also about the most modern machinery and agro-technology which increase yields.

Another seminar entitled "The correct way to order spare parts" was held on the 2nd of February in the service centre. The audience got the chance to familiarize themselves with the work of EkoNiva-Chernozemye's spare parts department: the correct way to order, delivery dates and seasonal discounts for components. The highlight of the seminar was an excursion to the service centre's new warehouse.

EkoNiva-Chernozemye has held seminars concerning many topics throughout February, for example: John Deere machinery, Kverneland, Vaederstad for engineers from BelGranKom (Belgorod region), the Agrholding Ivnyansky (Belgorod region), the Agrfirma Malaya Zemlya (Voronezh region), RusAgro-Invest (Belgorod). Two-hundred and twenty-two people have received certificates on successful completion of training.



The XVIII conference of Russian farms and agricultural businesses was held on the 20th and 21st of February in Moscow.

Representatives of the farming sector from different regions of Russia took part in the conference. Guests included leaders from the administration of the President, Government and Ministry of agriculture of the Russian Federation. Other honourable guests, including some from abroad also appeared. EkoNiva gave a speech in front of the participants in the conference. The company told the farmers about the main aims of the company, modern agricultural machinery, promising seed varieties from abroad and the latest agricultural technology.

EkoNivaSibir stands for the "cultural" farming

EkoNivaSibir held a series of teaching seminars on different topics. In one of the last days in January, together with representatives from Vaederstad, a presentation about the technology of zero and minimal tillage was held.

Yelena SHRAMKO

"Using AMS satellite navigation in agriculture" was the theme Aleksandr German from EkoNivaSibir opened the seminar with. He showed how it is possible to reduce crop and cultivation waste by using the system with concrete examples. The audience had the possibility of evaluating the agricultural tool in practice. Leaders and specialists of agricultural businesses drove the John Deere 8420 tractor, equipped with the AMS system, accompanied with an experienced EkoNivaSibir engineer.

Dietmar Schmidt, a consultant from Germany, spoke about the climate in Siberia and its influence on the various stages of agricultural production there. In his speech Doctor Schmidt concentrated on three tillage techniques: the traditional method with soil overturning, the minimal method without soil overturning and the zero method with sowing on stubble.

Anders Ljung, the sales director for Vaederstad, spoke about his company and its rating in the world and Russia. Today the amount of sowing technology is 49% of the total volume of sales. The second largest line of products with a percentage of 39% of sales are cultivators.



EkoNivaSibir specialists gave a presentation about the Rapid and Seed Hawk seeders, and also the cultivator Top Down. Seed Hawk is designed for sowing on stubble in dry regions. The feature of this machine is that every chisel plough has an independent hydraulic ram and supporting wheel. This construction ensures even sowing and fertilising, and also optimal soil compression. The seeder is suitable for use on a wide range of soils, from sand to hard clay soils.

The feature of Rapid is its versatility, which allows sowing to take place both after ploughing and after cultivating, and also directly on top of stubble. Nikolay Tselousov (a farmer from Dary Salaira) is happy with Rapid's capacity: "You'll not get a better seeder!". He thinks that the Rapid seeder can sow 4,500 hectares per season. He plans to prove this in 2007.

Nikolay Gubinsky's (Taezhnoe) cost price of seed from fields sown by Rapid dropped by up to 1.9 roubles per kilogram. The harvest came to 23 centners per hectare and fuel expenses were 14 litres per hectare. In a day, you could cover between 80 to 100 hectares depending on the type of land. Nikolay Alexandrovich is convinced in the future of such an effective piece of machinery, which is improving agriculture.

OUR YOUTH



EkoNivaNews dossier

Karpova, Yekaterina
22 years old, from Penza. In 2005 she graduated from the technological faculty of the Penza Agricultural Academy. She is now a third year economics student in the same Academy.

Katya has been working in EkoNivaAgro's cattle-breeding complex (Liskinsky district, Voronezh region) from 2006. In 2005, Katya went on a 4-month work placement to Germany (Greifswald) through the Apollo programme. After this she received a grant from EkoNiva. And having already defended her diploma, she again went to Germany, to the Bloodstock Union of Federal Land – Western Pomerania (Woldegk and Karov). After the young specialist returned, having acquired the latest information about cattle-breeding, she was offered a job in EkoNivaAgro.

Yulia SALKOVA

Katya Karpova:

“OVERCOMING DIFFICULTIES IS THE KEY TO SUCCESS”



Nowadays the young aim to move from the countryside to the town, but Katya decided to live in the country. And she does not regret her decision, simply saying:

- In Russia many bad things are said about agriculture, they say it's all bad. But there is new hope. EkoNiva is solving

problems, is 'giving new light'. And this approach is important for me. I can become a specialist here. Many young people go to the cities because of unemployment. EkoNivaAgro is creating work places for young specialists.

The post held by Katya sounds nice and European – “herd manager”. Her working day is usually made up of the following: in the first half, she checks the livestock, the second half she spends in her office in front of her computer. Maintaining documentation is also part of a herd manager's job. And not long ago, the herd

management programme Dairy Plan from Westphalia Surge was implemented in the complex, which allows the development of every cow to be monitored. Katya's work is to enter the results into the programme. It is not an easy job. However Katya thinks that persevering with difficulties is the key to success.

- Some of my colleagues in the same year as me work on the countryside – says Katya, – but I think: I have chosen my profession – trying to work where I can use my knowledge. What I know is useful for EkoNivaAgro, I am glad that the management of our company supports young specialists, helps to solve complicated problems. Sometimes it is difficult, but looking at the problem the way the management of our company do, you are inspired and begin working with renewed energy.

KNOW YOUR RIGHTS

How to avoid disappointment when buying cattle abroad



Many Russian agricultural companies are directly involved in the realisation of the national project to accelerate the development of cattle breeding. Company leaders are making decisions about buying pedigree cattle abroad. Beware! In doing so, you can come across serious problems.

Lyubov AZAROVA

One of the problems in closing delivery agreements about pedigree cattle is the question: when does the buyer actually have the rights of ownership? In accordance with the current legislation of the Russian Federation, the buyer has the right of ownership from the actual moment of purchase. If the acceptance certificate has been signed, the goods are considered suitable in number and quality.

However, what happens in the case that the animals have to spend 30 days in quarantine in Russia? This means that the buyer cannot use the goods from the moment

of purchase, as far as the regulations state. You can only see if the purchase is up to standard after quarantine is over. And if the acceptance certificate is signed at the moment of receiving the goods, then the buyer has the right of ownership and, correspondingly, all the problems which could have considerable impact: hidden illnesses, injuries from transporting, which could result in a loss of cattle. Raising a claim while the cattle are in quarantine is difficult. Of course, any arguments could be settled through court proceedings. However, it could go to court and not be successful.

There is not much experience in handling problems of this type, but we'll look at one of the variants. The problem can be regulated when signing a delivery agreement. In the agreement you can add a clause stating that from the moment of delivery to the cattle being discharged from quarantine, the animals will be the buyer's property. The expenses for the keeping the animals will be paid by the depositor (supplier). Current legislation of the Russian Federation states that the keeper is responsible for acts of fault (intent or carelessness) that is to say the buyer (keeper) is not responsible in the case of forced slaughter, or the loss of cattle as a consequence of any disease, if it is confirmed by a veterinary society.

Thus at the moment that the buyer receives the cattle, both parties sign an acceptance certificate for keeping animals. If, when the cattle are in quarantine, there are any discrepancies in quality as stated in the agreement (for example, heifers fall ill, they give birth before the proper time or simply cannot give birth), the buyer has the right to raise a claim regarding quality. If the goods are not of the expected quality, the buyer has the right to demand their removal (free of charge), can be compensated for the expense of removing the cattle. In the case of being unable to remove the cattle, the buyer has the right to demand an exchange of the goods, reimbursement of the amount paid or can refuse to fulfil the agreement. In the event that any defects are not seen in quarantine, both parties sign an acceptance certificate after 30 days and from this moment the buyer has full rights of ownership.



Margarita
Sukhareno, 10

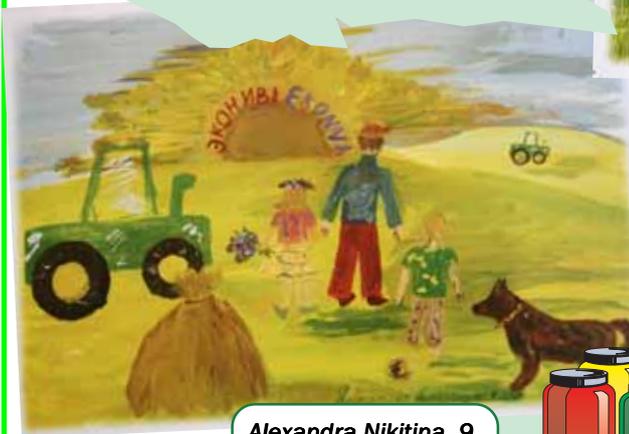
These drawings have been done by children of EkoNiva's employees. Do your children know what their parents do? We would be happy to put your child's drawings about agriculture in our journal. Please, send your letters to: 143022, Moscow region, Odintsovsky rayon, d. Zakharovo, EkoNiva-Tekhnika, or by email: vesti@ekoniva.com

How children visualise

EkoNiva and John Deere



Anton
Gorbunov, 11



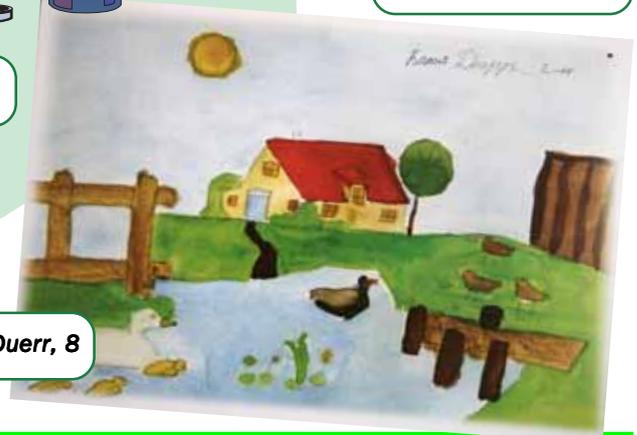
Alexandra Nikitina, 9



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