

## Green Week 2008: Politicians Place Stakes on Farmers

Forum

Announcements

**Global  
agricultural  
policy  
strategists**



The Green Week once again confirmed its status of the biggest world agricultural exhibition. For ten days over a thousand and a half participants from 50 countries presented their expositions in Messe Berlin Exhibition Centre. Meanwhile, as Marianne Fisher Boel, the EC Agriculture Commissioner, put it, politicians and representatives of big agribusiness «were carrying out global agriculture health survey».

By Svetlana WEBER

Politicians pointed out that this year the exhibition opened at a time when global agriculture was enjoying a favourable situation. The number of problems has decreased and now agricultural producers can make plans for the future.

“Agriculture is on the rise, demand for agricultural products is growing, and the most important thing is that now they are well paid for,” declared the German Minister for Food, Agriculture and Consumer Protection Horst Zeehofer at the opening ceremony.

However, a number of important issues require the development of a single global strategy. Among them are production of healthy quality food products, competition for agricultural raw materials and security of energy supply.

Alongside with other problems these issues were discussed at the Green Week political forum – the first international conference of agriculture ministers. Among those who took part in the debates were agriculture ministers of Germany, EC, Russia, Turkey, France, and Ukraine.

Russian Minister of Agriculture Alexey Gordeyev made a sensational statement: he suggested transferring supervision of agricultural issues from the WTO to the FAO – the UN Food and Agricultural Organization. The Minister believes that food must not be equalled to consumer goods.

“Agriculture must not be regarded only in terms of business. It needs a more profound and substantial approach since agricultural sector results have an impact on all the aspects of the social life,” said Alexey Gordeyev.

The exhibition business programme included a podium discussion on cooperation between the government and the business community for implementation of international agricultural projects. A number of such projects are being implemented today. Stefan Duerr, President of the *EkoNiva Group*, who started to develop German-Russian cooperation in the field of agricultural business 14 years ago, shared his experience with the participants of the discussion. Everyone, who wanted to get a closer look at the work of this company, could do it at the Cooperation Exchange, which hosted the *EkoNiva* exposition stand. The participants of the discussion came to the conclusion that the partnership between government and business was the policy of the future, which would enable each party to give a timely response to the changing market situation and bring them respective dividends. Among the promising directions, the participants named pedigree livestock breeding, technical retooling and modernization, rapeseed production, selective breeding of plants, consulting services and information partnership. The participants of the discussion agreed that to ensure a more efficient interaction, business should show more activity and the government should give business more support with regard to the elimination of emerging hindrances.

The most important events of the Green Week included the conclusion of the Agreement on Cooperation in the Field of Phytosanitary and Trade in Plant Products between Russia and Poland and the signature of the Memorandum of Cooperation between Russian Association of Farmers and Agricultural Cooperative Societies and the German Farmers Union.

As for the Russian exposition, it occupied a separate 6,000 m<sup>2</sup> pavilion and was the biggest exposition of the Green Week for the fourth time running. It was of equal interest to ordinary visitors and agricultural specialists. During his press-conference, Russian Minister of Agriculture Alexey Gordeyev pointed out:

“Some years ago Europe used to sell Russia machinery and technologies, but today, we are opening joint ventures. Western businessmen are ready to invest in Russia’s agricultural sector. This is a sure sign of their trust in Russia, Russian government, Russian business and Russia’s economic policy.”

**26 February** Vaederstad Machinery and Techniques Seminar attended by the plant’s representative  
**Location:** Kirov, *EkoNiva-Vyatka*  
**Organized by:** *EkoNiva-Vyatka* and Vaederstad

**February:** A series of training seminars for machine operators and engineers

**Organized by:** *EkoNivaSibir*  
**Location:** Novosibirsk Region, the town of Ob, *EkoNiva-Sibir* Service Centre

**March:** John Deere Machinery Training Seminar

**Location:** Kirov, *EkoNiva-Vyatka*  
**Organized by:** *EkoNiva-Vyatka*

**March:** Seminar on the peculiarities of spring fieldworks in the Central Region in spring 2008

**Location:** Voronezh Region, Liskinsky District, village of Shchuchye, *EkoNiva-Agro*

**Organized by:** *EkoNiva-Semena*

**March:** Training seminar on the minimal soil tillage organized for heads of the regional farm businesses

**Location:** Novosibirsk Region, Maslyaninsky District, village of Paivino, *Sibirskaya Niva*

**Organized by:** *EkoNiva-Sibir*, *Sibirskaya Niva*

**March:** Seminar on the peculiarities of spring fieldworks in Siberian Region in spring 2008.

**Location:** *EkoNiva-Sibir*, Novosibirsk

**Organized by:** *EkoNiva-Sibir*, *EkoNiva-Semena*

**April:** Agrovatka-2008 Exhibition  
**Location:** Kirov, Vyatka Expo Regional Exhibition Centre

**Organized by:** Vyatka-Expo

**April:** *EkoNiva* customers and specialists’ visit to a JCB grain loaders plant. Participation in the JCB and Agriculture – the World of Innovations event

**Location:** UK, Rochester  
**Organized by:** JCB, *EkoNiva*

**24-26 April:** 2<sup>nd</sup> International Specialized Livestock Breeding Exhibition

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

**Organized by:** RF Ministry of Agriculture, All-Russian Exhibition Centre, German Agricultural Association (DLG)

On 19 January, during the Green Week in Berlin, German and Russian farmers signed a memorandum on cooperation. The document was signed by President of the Russian Association of Farming Enterprises and Agricultural Cooperatives (AKKOR), Chairman of the Russian Agrarian Party Vladimir Plotnikov and President of the German Farmers Association Gerd Sonneleitner.

By Svetlana WEBER



## Russian and German Farmers Pursue the Policy of Peace

### AKKOR AND THE GERMAN FARMERS ASSOCIATION SIGN A MEMORANDUM ON COOPERATION

Friendly relations between the two farmer associations go back to the early 1990s. By signing the memorandum the parties opened a new page in their development. They have reached an agreement on interaction and cooperation with regard to training and professional development of agricultural managers and exchange of young specialists and trainees. Being an influential organization of long standing, the German Farmers Association will provide counselling support to the AKKOR aimed at the strengthening of the latter's organizational framework. Besides, the German Farmers Association is ready to support the community work carried out by the Russian Farmers Association.

Vladimir Plotnikov said that the signature of the memorandum was a "historical" event.

"We have made a long way and we are happy that our cooperation will contribute to the solution of our common tasks: increase in the efficiency of farming in the context of environmental safety requirements, development of the rural districts and improvement of the farmers' quality of life."

Mr. Sonneleitner pointed out that closer cooperation is essential for the achievement



#### Note

*The Russian Association of Farming Enterprises and Agricultural Cooperatives (AKKOR) was founded about 20 years ago to represent the interests of private farm holdings owners. Today, Russian farmers till a quarter of the Russian cultivated lands and produce 20% of grain and 30% of sunflower seeds.*

*The German Farmers Association represents the interests of the German farmers at all levels. It unites 90% of the population engaged in farming. The Association works in close contact with the Federal German Government and Parliament.*

of better understanding between our nations, which, in its turn, will strengthen friendly relations between the countries.

"The policy pursued by the farmers is the people's policy of peace," emphasized the leader of the German farmers.

The meeting was attended by the representatives of both farmers associations, of the German Federal Ministry for the Protection of Consumer Rights, Food and Agriculture and President of the EkoNiva Group Stefan Duerr, who pioneered the development of the German-Russian relations in the sphere

of agricultural business 17 years ago. The event was "patronized" by the Schleswig-Holstein Prime Minister Mr. Karstesen, who has made a considerable contribution in the development of the German agricultural sector. In his congratulatory speech, Mr. Karstesen emphasized the great potential of Russian agricultural industry and its important growth over the past few years. It particularly refers to the livestock breeding industry, supplied with pedigree livestock from Germany. He expressed the opinion that strengthening of the relations between Russian and German farmers will contribute to the accomplishment of the main farmers' mission – provision of quality food to the global community.

#### News in Brief



**In the coming season Vaederstad** will launch a new Top Down 930 cultivator model with the coverage of 9.3 m, which can be utilised with a heavy duty tractor, whose engine power exceeds 500 hp. The manufacturers offer this highly productive agricultural machine to major farming holdings in possession of huge cultivated areas.

**A meeting** on the aftersales technical service of JCB machines in Russia and in the CIS countries was held in Saint-Petersburg on 20-21 February. Among the participants were JCB dealers. According to JCB spokesman, aftersales technical service is the core of the company business. Not surprisingly, the meeting focused on the issues connected with the improvement of customer service standards.





**Events**

**A group of *EkoNiva* specialists visited Canada to study North American afterharvesting grain processing, drying and storage equipment and machinery.**

By Svetlana WEBER

# In Search of Experience

## WHAT SHOULD A MODERN GRAIN ELEVATOR BE LIKE?

The intensive development of Russia's agriculture, which results in the increasing crop yield and gross grain output, brings up the issue of afterharvesting grain processing and storage. For the most part, grain handling facilities are represented by old grain elevators (constructed during the Soviet period), while farming establishments usually have limited grain storage capacities. The services provided by the existing grain elevators are costly and often fail to meet modern requirements.

That is why the issues connected with the upgrading of

grain processing, drying, and storage facilities are becoming more and more important each year.

Agricultural production in Canada is carried out in the climatic conditions, which are very similar to those of Russia. Not surprisingly, Canadian experience in

afterharvesting grain management is of great practical interest to Russian farmers.

During their visit, *EkoNiva* specialists had a unique opportunity to study North-American equipment



engaged in all the stages of afterharvesting grain handling process. The equipment demonstrated to the visitors included grain tanks, *AgGrowth* loadhandling equipment, *LMC* grain sorters and



*DELUX* grain driers.

"Unique granary construction and loadhandling techniques and extremely reliable and highly productive grain sorters left a lasting impression," says *EkoNiva-APK Holding* Deputy Director General Yuri Vasyukov. "These state-of-the-art machines are intended for long-time operation; they do not require any special care and are easy-to-service."

*EkoNiva* buys Canadian grain storage, sorting, and drying equipment for its own farming units and is now offering it on the Russian market.

## Kaluga Region Farmers Sum up the Results of the Farming Year

On 1 February in Kaluga, the Regional Ministry of Agriculture held a collegium dedicated to the results 2007 and the plans for 2008. The collegium was attended by a RF Duma deputy Vyacheslav Dubrovin, heads of district administrations, all investors and heads of regional farming businesses.

The participants listened to the report presented by the Regional Minister of Agriculture Leonid Gromov. He pointed out that in 2007, the total regional volume of the gross agricultural production exceeded 16 billion roubles. All the sectors of the regional agro-industrial complex have reported considerably improved figures. Analysing the implementation results of the high-priority National Project on Agribusiness Development, Leonid Gromov stated that it contributed to the improvement of the regional agriculture investment attractiveness. The aggregate private investments in the development of this sector over the last two years have exceeded 4 billion roubles. The plans for the next five years stipulate for the investment of over 6 billion of budgetary funds and 10 billion of investment resources.

*EkoNiva Group*, which had



been invited to the collegium as a guest of honour, presented its exposition highlighting its activities in the region. Since 2006, *EkoNiva* has been running its subsidiary farming unit *Kaluzhskaya Niva*, which specialises in seed-farming of foreign-bred potato varieties. In September 2007, *EkoNiva* signed an investment agreement for the construction of a service centre in the village of Detchino in Maloyaroslavetsky District. This service centre will form part of the Agrotechnical Centre created in partnership with Grimme, Lemken and Wolf System companies.

**Results**

## Development Strategy

At the end of January *EkoNiva-APK Holding* held a reporting and planning meeting in Thuringia, Germany. The participants of the meeting discussed the results of *EkoNiva* economic activities over the year 2007 and plans for the year 2008.

By Svetlana WEBER



All *EkoNiva* agricultural units (in Voronezh, Kursk, Kaluga, Orenburg, and Novosibirsk regions) closed the year in the black in spite of huge investments in the acquisition of new machinery and construction of new livestock facilities. These results confirm that the development strategy adopted by the *EkoNiva's* Management several years ago proved to be correct.

The tasks, which *EkoNiva* farming establishments will have to accomplish in the coming season are no less challenging: *EkoNiva* is planning to expand lands under crop; besides, each farming establishment is to carry out costly construction projects in crop-growing (construction of afterharvesting grain-handling facilities), livestock breeding and social sphere development. The holding is also planning heavy buying of agricultural machinery.

Apart from discussing production issues *EkoNiva-APK Holding* representatives had a chance to study the operation of major German agricultural businesses.

"The German experience is very instructive when it comes to labour management," says *Zashchitnoye* Director General Aleksey Bibikov. "Thus, a huge livestock farm for 1,200 cows is run by 10 people, whereas a Russian farm of the same size will employ a triple number of cattlemen and milkers. We still have a lot to learn from the German colleagues."

## First-Hand Experience

The development and introduction of advanced technologies based on the use of renewable energy sources in Europe and America influence the development of agriculture in Russia. In the past few years we have witnessed the growing expansion of spring and winter rapeseed plantings. Unfortunately, low yield capacity of this crop in Russia cannot be attributed exclusively to natural factors, since the latter are complemented with gross rapeseed growing technology violations.

Says Willie DREVS, PhD in Agronomy



## Current Issues

**Winter rapeseed root system is an indicator of structural soil disturbance. In this case it clearly shows the presence of compacted plough pan. The soil needs deep subsoiling.**

# of Rapeseed Growing

- Many specialists keep measuring winter rapeseed planting rate in the overstated kilogram per hectare ratio, instead of the recommended number of seeds per m<sup>2</sup> criterion (the recommended planting rate is 40-60 seeds/m<sup>2</sup> for hybrid rapeseed varieties and 60-80 seeds/m<sup>2</sup> for linear rapeseed varieties).

- Basic soil preparation for rapeseed planting should be carried out with due account for the disturbance level of the plough layer. Compacted plough pan needs breaking up (subsoiling).

- Mistakes are made when preparing the seedbed in the course of preseeding treatment.

- Seeds of the Russian rapeseed varieties are not dressed before autumn sowing.

- The strategy of fertilizer elements application is not always justified, especially with regard to nitrogen.

- The farmers often use incorrect harvest time for fear of seed shatter. This fact results in harvest loss.

**What are the conditions for the development of winter rapeseed in the season of 2007/2008 and what priority measures should be taken in spring?**

This year, the conditions for winter rapeseed sowing are extremely unfavourable in most areas of the Central Chernozem Zone. During the optimal sowing period from 10 to 20 August, the soil in Voronezh, Belgorod and other rapeseed growing regions was so dry that the seedlings appeared 2 or 3 weeks behind schedule. Consequently, winter rapeseed in those regions turned underdeveloped. Before the onset of winter, the plants had 4-5 instead of the necessary 6-8 leaves; they have also failed to develop a required 25 cm-deep root system. Winter resistance of such

plants is insufficient and their survival causes great concern. Therefore, seedling samples should be periodically collected from such fields to identify the freezing tolerance of the crop.

In some cases the frost destroys all the leaves; however, in spring, new herbage begins to grow from the root neck. That is why I recommend to



put off the reseeded of damaged plantings. Even if only 20 plants have remained per m<sup>2</sup>, expert application of fertilizers and proper handling of the plantings will secure the yield of over 3,000 kg of rapeseed per one hectare, provided that the plants are evenly distributed.

**Which fertilizing strategy is the best for the spring nutrition of winter rapeseed?**

First of all it is necessary to calculate the total nitrogen requirement over the whole vegetation period depending on the planned yield. To achieve the yield capacity of 3,000 kg of rapeseed per one hectare, the plants extract from the soil up to 180 kg of nitrogen (in other words, 6 kg of nitrogen are required to grow 100 kg of grain). H. Hebinger, CETIOM calculation

technique takes into account the amount of green mass per m<sup>2</sup> of the field in autumn before the winter hibernation period and the amount of green mass in spring before the onset of vegetation period. The above exponents are multiplied by the so-called Factor 70.

Green mass, kg x 70 = N accumulated in the plants.

**The shortage of moisture during the sowing period resulted in uneven seedling emergence. At the onset of the winter period some plants have 8 leaves, while others – not more than 4-5 leaves.**

According to this calculating technique, 1.2 kg/m<sup>2</sup> of the green mass in autumn and 0.6 kg/m<sup>2</sup> of the green mass in spring give 84 kg and 42 kg of nitrogen per hectare respectively. Their mean average of 63 kg of nitrogen and 40 kg of mineralised nitrogen present in the soil should be taken into account when making the balance of nitrogen application for the season of 2008. In the case under our consideration, the required amount of fertilizers will be equal to 117 kg/hectare over the season. This amount should be divided into 2 portions, one of which is to be applied at the onset of the

vegetation period and the other – during the vegetative phase when the demand in nitrogen is the highest – during the shooting stage.

- Weak plants or plants, whose leaves are badly affected by frost, shall be nourished as soon as possible to stimulate leaf growth and branching. Fertilizer ratio for the first application should amount to at least 68 kg N (200 kg of ammonium nitrate) per hectare.

- In case of early onset of vegetation period, the amount of fertilizers can be reduced.

- In case of late onset of vegetation period, the amount of fertilizers should be increased.

- Fertilizer ratio can be reduced for plantings with well developed plant stand or for plantings sowed over appropriate forecrop (neglected field fallow).

**How to protect rapeseed from diseases and pests?**

Good results are achieved by scheduled application of Follicur in the proportion of 0.5 litre per hectare at the shooting stage. Triazol group fungicides will prevent the development of such infections as Phoma rot, alternariosis and scerotiniosis, stimulate plant stem stabilization and reduce the risk of lodging.

When the soil temperature in spring rises to +7°C, it is necessary to pay attention to rapeseed pests – rapeseed sawfly and rapeseed weevil. Rapeseed blossom weevil appears later, when rapeseed enters the budding and blossoming phase.

The above pests can be detected by placing yellow vessels filled with soapy water in rapeseed fields. Daily checks of the vessels will ensure timely detection of the pest population explosion and enable the farmers to take the necessary protective measures by applying pyrethroid insecticides.

**Technical Inspection**

# Everything for Cattle Keeping and Feeding

INNOVATIONS AND TRADITIONS FROM BVL

For 145 years, Bernard van Lengerich (BvL) Company has been setting the example of how to combine traditions and innovations.

By Nikolay BASHKIROV



BvL was founded in 1860 as an agricultural machinery factory. For the last half-century it has been known as a manufacturer of fodder-mixing and dispensing machinery. Being a family business, BvL is loyal to its original location – the town of Emsbueren in Lower Saxony. However, its products are export-oriented. EkoNiva, which has been BvL's official dealer since 2005, supplies the Russian market with first-class fodder-mixing equipment.

For over 25 years, BvL has been focusing on the development and manufacturing of vertical feeder-mixers. A V-Mix trailer-type vertical feeder-mixer can be matched out of more than 1,000 component-options to meet the customers' needs and requests with regard to its capacity: from 6.5 to 36 m<sup>3</sup>; design: with one, two or three screw-conveyors; unidirectional or either-directional unloading;

height: starting from 2,280 mm; the possibility of a straw-discharge pipe installation, etc. Our vertical feeder-mixer has served as a basis for the development of a self-propelled feeder-mixer S1500, which was first demonstrated at Agritechnica 2007 Exhibition in Hannover.

The second line of the company's manufacturing activity is B-Max litter and fodder spreaders, which enables stockbreeders to create the most comfortable conditions for the animals. Another direction is Topstar machinery. The Topstar mounted machine serves to cut



department is BvL's key unit.

"The company makes good use of the latest scientific achievements in the field of stockbreeding and is constantly carrying out engineering development activities aimed at the improvement of the existing machinery and development of new machines for livestock keeping," says BvL export-manager Konstantin

Schilling. "I would like to use this opportunity to invite all the persons concerned to visit Agrofirm 2008 Exhibition, which will be held in Moscow on 24-26 April at the All-Russian Exhibition Centre. During the exhibition we will hold a workshop 'Methods of Advanced Cattle Keeping'."

and extract the silage from the silo-tower and load it into a transportation vehicle or a feeder-mixer. B-Max and Topstar mounted equipment is compatible with all frontal and telescopic loaders and tractors fitted out with a three-point trailing appliance.

The design-engineering

## Annaburger HTS 29.18

Depending on the installed equipment, the multifunctional three-axle trailer Annaburger HTS 29.18 with a prepressing front-side can perform the following functions:



- **Transportation** of loose and non-loose loads;
- Top-quality distribution of fertilizers (application width of up to 24 m depending on the operational conditions and material);
- **Dispensing** of lime;
- **Loose** goods transfer;
- **High speed loading** of seeders with seed grain and fertilizers (loading speed of up to 12 m<sup>3</sup>/min)
- **Dispensed unloading** of materials;
- **Unloading** of materials with high abrasive resistance;
- **Green material** prepressing option allows additional 20-30% compacting of corn silage and up to 80% compacting of grass silage.
- **Full permissible mass** – 29/30 tons.
- **Loose materials** effective capacity – 33 m<sup>3</sup>.
- **Non-loose materials** (e.g. silage) effective capacity – 40 m<sup>3</sup> without prepressing.
- **Body dimensions** LxWxH (without additional fitments) = 8.0x2.3x1.8 m.
- **Separate** hydraulic system.
- **Rotary speed** of PTO shaft – 1,000 rpm.
- **Recommended tractor capacity** – at least 240 hp.
- **Top transportation speed** – 40 km/h. Manufactured in Germany



**Our Guest**

Parliamentary elections of 2007 were successful for Valentin Petrovich Denisov – he was again elected deputy of the RF State Duma and was nominated Head of the Duma Agricultural Committee. He worked in the Agricultural Committee of the State Duma of the fourth convocation and has a long personal experience of dealing with agricultural issues. Today, Valentin Denisov is our guest. We are going to talk about the prospects of the Russian agricultural sector development, implementation of the two major national agricultural programmes: the National Project for the Development of Agro-Industrial Complex and the five-year National Programme of the Agricultural Sector Development and Regulation of the National Market of Agricultural Commodities, Raw Materials and Food. And, of course, we would like to know about the issues included in the agenda of the Agricultural Committee of the newly elected State Duma.

By Svetlana WEBER



# Valentin Denisov:

## “WE NEED A LAW ON FOOD SAFETY”

**“Valentin Petrovich, we assume that the State Duma Agricultural Committee is in full combat readiness. What will be the first steps of the newly formed Committee?”**

“I would like to emphasize: we always adopt long-term action plans – we never approve one-day projects. We will continue working on the draft bills, which we started to frame in the State Duma of the fourth convocation. These draft bills will enhance the positions of the five-year plan for the state support of the national agro-industrial complex. This is our top priority. However we have to deal with other urgent issues. Among them is regulation of land relations, and more specifically, simplification of a number of procedures for the transfer of land into private ownership. It is also necessary to pass a number of laws, which would enhance the positions of agribusiness with regard to other industries. In this connection I would like to emphasize the paramount importance of finding a way to restrain the rocketing and totally unpredictable increase in the prices of the basic industrial products consumed by the agricultural sector, which include fuels and lubricants and means of crop protection. We must admit that antitrust laws in Russia do



### EN-News Dossier

**Valentin Petrovich Denisov** is a State Duma deputy, Chairman of the Duma Agricultural Committee, member of the United Russia Deputy Group, Deputy Chairman of the Russian Agrarian Movement, Candidate of Science. He graduated from Ulianovsk Agricultural Institute and the CPSU Academy of Social Sciences. Valentin Denisov was awarded the Order of International Friendship. He is married and has two daughters.

not work to the full extent of their power, and that the Government has not found economic levers, which would



### Quotation:

**“National budget allocations for the implementation of the five-year National Programme of the Agricultural Sector Development and Regulation of the National Market of Agricultural Commodities, Raw Materials and Food for the years 2008-2012 will amount to 552 billion roubles. Additionally, we will create the conditions to increase the funds through the attraction of private investments and mobilization of the regional budget resources. Due to all these efforts the initial amount will at least triple and in the long run it may be equal to about 1.5 trillion roubles”.**

efficiently offset the cartel relationships invariably formed before every sowing and harvesting season. Then, there are some very specific issues, like the Law on Hunting. Hunting is quite popular in Russia, but game management still needs proper regulating. Another group of problems is related to conservation of forests, the quality of fresh water and other environmental issues. We should deal with environmental issues in cooperation with other Duma committees.”

**To be continued on page 12**

**Regional Agribusiness Industry**



**Last year Kursk farmers harvested 2 million tons of grain and three million tons of sugar beet. Crop farming alone brought the profit of 2.1 billion roubles. The above figures were announced at the regional crop farmers' conference devoted to the results of crop production in 2007 and objectives of the Kursk Region crop farming for 2008.**

By Olga BELYAEVA



near future, the Association is planning to make its own information website. Also, in 2008, the Association is planning to hold two «Field Days» for the regional agricultural producers for the latter to compare the advantages of particular crop varieties. One of the Field Days will be held in *Zashchitnoye – EkoNiva* farming unit in Shchigrovsky District.

**3 + 2 = Rich Crop**

“Crop farming is one of the most dynamically growing sectors of regional agribusiness industry,” emphasized Deputy Head of Kursk Region Government **Aleksey Zolotarev**. “To a great extent, high-yielding crops were harvested thanks to the implementation of advanced crop production technologies, introduction of new crop varieties and use of top quality seeds and fertilizers.”

According to Kursk Regional Chief Agronomist **Nikolay Kovalev**, last year's total grain crop yield

was achieved exclusively due to the 29% increase in the crop yielding capacity based on a more extensive use of quality seeds: plantings of elite, primary and secondary seeds have grown by one-third.

Today, profits gained by a farming enterprise largely depend on the selection of the key crop variety – no wonder the work of seed producers and plant breeders is highly valued. Kursk Region, which was once famous for this particular branch of plant farming, is beginning to gain its bygone

reputation. Establishment of the Kursk Region Association of Seed Producers has greatly contributed to the revival of the seed growing industry. According to President of the Kursk Regional Association of Seed Producers and *EkoNiva-Semena* Director General **Yuri Vasyukov**, the Association will be directly involved in protecting the regional market from low-quality «grey» (unlicensed) seeds. Besides, it will undertake the protection of the regional plant breeders' intellectual property rights. In the

**Navigator**

**Which Tractor Suits You Best?**

**Russian market offers a number of tractor brands. Head of *EkoNiva-Chernozemye* Sales Department **Ivan VOROBYEV** gives advice on how not to get lost in this variety of opportunities.**

By Yulia SALKOVA



“I would like to warn the farmers against the most common mistake – miscalculation of the tractor engine capacity. The problem is that different standards have different approaches to measuring engine capacity. In the Russian Federation, engine capacity is measured subject to GOST 18509-88 (RF National Standard). In Europe there are two universally acknowledged standards: ISO TR 14396 and ECE R24. How are they different from each other?

Subject to ISO TR 14396, engine capacity is calculated without regard to accessories, such as fan group or water pump. The engine capacity calculated in this way corresponds to standard engine rating as it is formulated in GOST 18509-88. Alternatively, according to ECE R 24, engine capacity is specified with due regard to ecological standards. Consequently, the engine undergoes rating tests with fully installed

accessories required for the attainment of established ecological standards for automobile emissions. According to GOST 18509-88, such test conditions may correspond to the engine normal rated power (“on the hook”). As a result, the engine capacity calculated subject to ECE R 24 is 10% lower as compared to the figure obtained subject to ISO TR 14396. It means that a *John Deere* tractor with the engine capacity of 300hp under ECE R 24 standard is as powerful as any other tractor with the engine capacity of about 325hp under ISO TR 14396.”

**“John Deere has an amazing number of tractor models and modifications. How can farmers understand which particular tractor suits them best?”**

“It depends on their dominant line of activity. Thus, last year, the Russian market offered a new JD 6920SE tractor model with a standard engine rating of 150 hp, which was intentionally developed

for Russia. It proved to be efficient in small potato-growing farming holdings. It's a well-known fact that there is a critical shortage of potato-handling machinery in Russia: imported ridge-forming rotary cutters cannot perform to their full capacity when coupled with Russian-made tractors. Meanwhile, JD 6920SE meets all the requirements. It can also be successfully used in livestock breeding where light and medium duty tractors have always been in great demand.”

“Is the company planning to launch any new models this year?”

“*John Deere* has started selling tractors of the 5000-series with the average capacity of 80 hp. These tractors are intended for transportation, application of fertilizers and spraying.”

“Which of the JD tractor series is the most popular in Russia?”

“Since the 8000-series tractors with the engine capacity varying between 270-350 hp are the most

multipurpose, they are the most popular as well. Unlike European farmers, the majority of Russian farming units lack specialization and use 4-7 course crop rotation, that is why a medium duty tractor is often the best choice. Tractors of the 8000-series have replaced Kirovets in the farming units, which hold 4-8 thousand hectares of land. In contrast to Kirovets, an 8-000 series JD tractor has automatic transmission. That is why it can work at higher speeds and achieve higher productivity.”

**“Which are the optimal conditions for the use of the most powerful 9th model?”**

“This JD tractor with the engine capacity of 380-530 hp is recommended for major agricultural holdings. It can be used for basic cultivation of the soil and grain crops seeding. It is especially popular in the Central, Siberian and Povolzhsky regions of Russia and in Kazakhstan.”



## Football

The festival of football, friendly intercourse and high spirits – that's how the participants of the Second Mini-Football Championship characterized the tournament organized and sponsored by EkoNiva and the John Deere Corporation for amateur teams representing the leading Russian agricultural holdings.

By Svetlana WEBER



The idea of the tournament goes back to 2006. Qualification games were held in the regions and in the February of 2007 the best teams met in the Finals to fight for the main prize, a John Deere tractor of the 6th series. The tractor departed to prowl the vast expanses of the Altai crop fields. A year passed before the teams arrived for the second Finals.

The same football ground hosted the "veterans" and the new. The "veteran" team of *Molochny Produkt* represented this major agricultural holding of Ryazan Region. Last year, the team won the third prize and this year the footballers decided to try their luck again. The team from Belgorod Region representing *RusAgro* took part in the previous tournament as well and won "silver". The two debutant teams were *KFH Savushkin* from Voronezh Region and *Mukhino Agrofirma* from Kirov Region.

This time, the award offered by the sponsors was a John Deere tractor of the 5th series.

"This new product was developed for the Russian market," pointed out the *John Deere Corporation* Marketing Director Mike Lindaman. "I am sure Russian farmers will love it."

He had a good reason to think so – the teams could not wait to show their worth and gain the highly desirable prize. After the first games, the team from Kirov dropped out of the competition. The uncompromising fight that followed brought out the undisputed leader – *RusAgro* from Belgorod Region. But until the final game, the fans were kept in suspense, since it was not clear who would compete with the leader for the first. The players from *Molochny Produkt* seemed to be quite surprised to learn that they had got to the final (the decision was taken on the basis of the difference between the scored and missed goals). They had to go back to the locker room to change into their uniforms. The situation reached its climax. The Teams showed a truly beautiful game, but, as usual, Fortune favoured the stronger: *RusAgro* won with the score 4:2.

"As compared to the last year results, everyone has made progress," remarked Yuri Sandin from *Molochny Produkt*. "We were the third and this time we won 'silver'. *RusAgro*, the second-best team of the last year's tournament became absolute winners. We lay our hopes with the next tournament."

Head of *RusAgro-Invest* Viktor Rybalko thanked the sponsors of the tournament on behalf of the winners.

"Thank you for the wonderful sports festival, for the efforts aimed at the development of this tradition and, of course for the marvellous tractor. After my visit to Agritechnica Exhibition in Hannover I realized that the only tractors worth buying are those made by the *John Deere Corporation*. Next year we are planning to buy 100 JD tractors from *EkoNiva* (For reference: *RusAgro* is a major agro-industrial holding, with 150,000 hectares of cultivated lands, which specializes in plant growing and dairy stock farming)."

The sponsors of the tournament decided to give a chance to the guests and to the business leaders, whose teams were fighting on the football



## True Men Play Football...

### ...WHILE TRUE GENTLEMEN PLAY BOWLING



ground, to take part in the sports events. Therefore they organized a bowling tournament.

Five teams formed with the help of the random numbers method took part

strike. Even in the heat of the game, men behaved like true gentlemen: they chose lighter bowls for the ladies and tried to cheer them up with applause and humorous instructions.

Until the very end it was not clear who would be among the winners. Computation of the scored points showed that all the three prizes were won by the players from the first team. Sergey Filatov from *Agrocomplex* won the third prize; Alexander Savushkin, Director of a private farming holding bearing the same name, won the second prize; and Yuri Sandin, Director General of *Ryazanskoye Moloko Agro-Industrial Group* became the absolute winner of the competition. Mike Lindaman's team won the second prize in the competition of teams,



and the team headed by Gennady Vorobyev from *Agrocomplex* was the third. All the winners got special sports awards as a motivation for sticking to a healthy lifestyle. All the participants supported the idea of holding a chess, a golf or a darts tournament in the future.

#### Special awards of the Championship

**Best Player** – Nikolay Pokidov (*RusAgro*)  
**Best Goal-Keeper** – Alexey Drozhzhin (*KFH Savushkin*)  
**Most Spectacular Goal** – Yevgeny Barmin (*Agrofirma Mukhino*)  
**Most Supportive Fans** – *Molochny Produkt*







# 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

**The best photos will be published in EkoNiva-News and awarded prizes. They will also be included in the exposition of the most striking works to be exhibited in Moscow in October.**

*EkoNiva* launches a new photographic competition titled **FOCUS ON US!** We invite everyone, who believes that the brightest moments in the life of the village and of the farmers are worth being saved for history, to send their snapshots. You don't have to be a professional photographer to take part in this competition. All you need is a camera and a desire to make pictures of what is referred to as Russian agriculture. Your pictures will be accepted till October 2008. The winners will be announced in the following nominations:

**Today we publish some pictures from EN-News archives**

**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)

**Everything has been thought of! Following the Carrier combine harvester to save the precious water. Zashchitnoye, Kursk Region**



**No problem, we'll do everything in good time! Sowing season in Kaluzhskaya Niva**

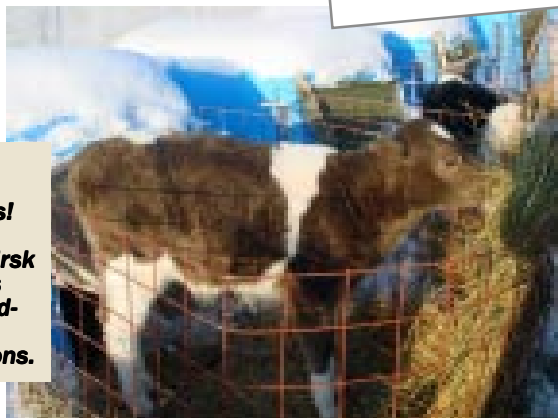
**Even this means of transport is helpless against mud. Kaluga Region**



**Foreign babies have come to settle down in Kaluzhskaya Niva**

**Nothing goes amiss! When picking potatoes it is essential that even workwear should match the machinery colour scheme. Kaluzhskaya Niva**

**This coat will keep back Siberian frosts! In Sibirskaya Niva (Novosibirsk Region) calves feel fine in cold-keeping accommodations.**



## Regional News

On 18 January, *EkoNiva-Vyatka* celebrated its third birthday. Three years is a short term, however, within this short period, the company's turnover increased sevenfold, and the volume of machinery sales increased ninefold.

By Oksana PROTONINA



### EN-News NOTE

Currently, the company employs 15 specialists, including 9 qualified engineers. It owns a 120 m<sup>2</sup> Technical Service Centre, a 200 m<sup>2</sup> spare parts store, a 70 m<sup>2</sup> office facility, and a 450 m<sup>2</sup> open exhibition and machinery storage ground.

## EkoNiva-Vyatka - three years of Successful Work

This considerable growth has become possible due to the dedicated work of the top-class specialists employed by the company.

Apart from the sales of machinery, the company specialists hold consultations and training workshops at *EkoNiva* Training and Retraining Centre or on the farms.

The company has organized and is now



successfully running Agrobusiness Club – 21<sup>st</sup> Century. The club has united heads of leading Kirov Region farming businesses and agricultural holdings, who gather to discuss the burning issues of agricultural production.

“*EkoNiva-Vyatka* sees its mission in offering and promoting innovative technologies for the production of high-yielding agricultural products



and not just in selling machinery and seeds,” says *EkoNiva-Vyatka* Director General Sergey Zykov. “But what we value most is appreciation of the farmers.”

## New Home for Zashchitnoye

*EkoNiva* unit *Zashchitnoye* has moved into a new office-hotel complex.



Today, *Zashchitnoye* is a professional seed-producing farming unit, which specializes in the growing of grain, grain legume, oil-bearing and forage crop seeds. There are five independent post-harvest seed handling lines. *Zashchitnoye* is a modern agricultural production unit, which implements minimal and zero soil-tillage techniques. Last year, lands under crop amounted to 5,600 hectares. This year the company will

The complex with the total area of 600 m<sup>2</sup> has comfortable offices for the company employees, a spacious conference room for negotiations and training seminars and hotel accommodations for the company guests. The complex has been designed so as to make *Zashchitnoye* employees (whose total number amounts to 100 people) feel as comfortable as possible.

*EkoNiva* opened its farming unit in *Zashchitnoye* in 2002. The local residents say that it was the turning point in the life of the village, which has literally got second wind, passing from desolation to dynamic advance.



expand the planted areas. The company is planning to build a milk production livestock complex for 1,200 animals under the Accelerated Development of Livestock Breeding Programme of the Agribusiness Industry Development National Project.

## EkoNiva-Sibir Has Started the New Year Introducing New Agricultural Techniques



Starting from January 2008, *EkoNiva-Sibir* has held a series of travelling seminars for agricultural specialists. The seminars are held with the purpose of presenting and demonstrating the latest agricultural techniques and machinery.

By Oksana PROTONINA

The start to this promotion campaign was given on 18 January 2008 in Suzunsky District, where over 30 specialists, who took part in the seminar, not only studied new technologies but also came up with requests and offered their own recommendations for the efficient use of agricultural machinery. *EkoNiva* service engineers conduct training of agricultural machine operators and farming unit engineers. *EkoNiva-Sibir* service centre has been considerably updated. Now it has an additional 890 m<sup>2</sup> spare-parts store and a new office facility, which accommodates the company's sales department, service engineers and the spare parts department. Besides, the company has acquired a new truck-crane with the loading capacity of 25 tons, and expanded its park of servicing vehicles, which now counts 15 machines. The address product-storage programme, which was recently introduced at the centre storage facility has reduced the requested product location time. Now, the service centre is busy with the acceptance and presales servicing of new machinery.

**Our People**



About fifteen years ago, in the post-perestroika period of unrest of the 1990s, engineering professions were out of favour. Everybody rushed into commerce or politics depending on their personal preferences and capabilities. However, wise people, who were used to looking beyond the horizon, realized that in a short while Russia's economy would begin to recover from the crisis and top-class professionals would be in great demand in all spheres of economic activities. Mikhail Solovyev was one of those wise men: he placed his stake on engineering and came winner in the long run.

By Oksana PROTONINA

**Mikhail Solovyev:**

**"I find pleasure in my work and happiness in my family"**

Mikhail started to work for EkoNiva in 2004 – he became one of the founders of EkoNiva-Tekhnika customer service business. Today EkoNiva-Tekhnika customer service employs 45 specialists, but four years ago its staff consisted of only four pioneers.

Mikhail is a close friend and a reliable partner of Customer Service Head Alexey Nikitin. They became friends when both were students at the Goryachkin State Agro-Engineering University, Moscow. Not surprisingly, when Alexey decided to form a team of like-minded people he immediately turned to Mikhail. The two men are not just friends – they are members of the same team.

"There are few specialists like Mikhail," says Alexey Nikitin. "He is a reliable comrade, has an interesting personality and is extremely devoted to his family. You can trust him like your own self and I would not hesitate to go on a reconnaissance mission if Mikhail were to be my partner."

Mikhail can hardly be called a "boring technician" – he is cheerful, fun-making and extremely sociable. He has "fallen in love" with machines when he was a child. Even then Mikhail could repair any failure. As any true man Mikhail did his military service. He served in the Troops of the RF Ministry of Emergencies. However, he remained true to his professional preferences and on completing his military

service he entered an agricultural college to become an agricultural mechanic. In those years, many people were puzzled by his choice, since agriculture was in a far poorer state than industry. But their bewilderment and scorn left Mikhail unabashed – he knew that the knowledge of machines and mechanisms was useful and prestigious. A mechanic is a key figure at any farming enterprise because faulty machinery cannot be used for fieldworks.

"The two most important things about our work are to keep all the machines in perfect working order and to keep customers satisfied," says Mikhail. "This principle is simple enough, but the future of our customer service depends on how accurately we implement it in our everyday practice. In the near future I would like to open a training centre where we could prepare specialists for our service centres."

Today Mikhail is successfully combining work in EkoNiva with scientific research – he is preparing to defend a dissertation. His family and colleagues are sure that this step is a logical development of his professional growth. Otherwise Mikhail would have never been invited to teach at the university right after his graduation in 2000. The former student started to work at the Chair of Machine Components with great zeal and commitment. He undoubtedly enjoys working at the university, which is not surprising, as in



addition to his love of the machines and his talent for "finding a way with them" Mikhail possesses another gift – he is a born teacher.

Apart from teaching students, Mikhail instructs accomplished service specialists. For many of them he has become a true "guru".

Mikhail's busy schedule leaves little time for the family. Nevertheless the family is a priority with him, and Mikhail spends every spare minute with his wife Natalia and his son Yegor. Fortunately, Mikhail and Natalia both work at the same university, as for their leisure, they prefer to indulge in useful pastimes – they often go to the theatre or to exhibitions.

Yegor follows his father's example in every sphere of life – Mikhail teaches him never to keep his word, to be a reliable friend, and to choose a profession to his liking. And, of course, Yegor's father is a true friend, who can keep him company on the skiing slopes or discuss the latest animated cartoon. Mikhail can always find time for his son. In a word Mikhail follows the principle: "Find pleasure in your work and happiness in your family."

**Our Partners**

**Kverneland is Gaining Speed**

In the first place, the investments will be used to build up the Group's production capacity. This step will enable the Group to improve the supply of Kverneland ploughs and meet a considerably increased demand for this product.

The investment programme forms part of the 10 million euro-worth general plan adopted by the plough plant in Klepp.

Kverneland Group has taken a decision on the implementation of a 6.6 million euro investment programme and expansion of the plough production-line at the Klepp Plant in Norway.





**From the page 6**  
**"What can you tell us about the situation with the development of the Law on Seed Production and Plant Breeding, has any progress been made in this direction?"**

"I think, I will put forward a suggestion for holding a field meeting of the Committee to clear up this strategic issue. We can talk about the introduction of new agricultural techniques, but the seed quality remains the key to success."

**"What are the prospects of environment-friendly agriculture in Russia?"**

"Today, we have to solve the issues connected with the increase of the food amount, including grain and cereals. At the same time, Duma deputies and the Government realize that high-quality, ecologically clean products are a must. However, we still have to develop production procedures. Basically, we have already started working on this problem. In the next couple of years we are planning to develop about 30 production procedures of this kind and propose them for the approval of the State Duma."

**"You have mentioned the considerable amount of funds required for the implementation of the five-year Programme of the Agricultural Sector Development. Have you any suggestions on the organization of fund spending control?"**

"National budget allocations for the implementation of the five-year National Programme of the Agricultural Sector Development and Regulation of the National Market of Agricultural Commodities, Raw Materials and Food for the years 2008-2012 will amount to 552 billion roubles. Additionally, we will create the conditions to increase the funds through the attraction of private investments and mobilization of the regional budget resources. Due to all these efforts the initial amount will at least triple and in the long run it may be equal to about 1.5 trillion roubles. However, I must say, that before adopting the Programme, we had gained a two-year experience through the implementation of the National Project for the Development of the Agro-Industrial Complex. It is radically different from the three other national projects, namely Public Health National Project, Education National Project and Affordable Housing National Project since it's the only project that enjoys credit financing.



## Valentin Denisov: "WE NEED A LAW ON FOOD SAFETY"



Therefore its implementation is a unique experience unequalled in the Russian Federation financial practices. To do credit to the farmers I must say that today, loan recovery amounts to 99.8%. This fact proves that we have found an efficient mechanism for the implementation of the National Project. This experience must be used for the realization of the

measures stipulated by the five-year National Programme."

**"What are the key tasks solved by the five-year Programme?"**

"By the end of the five-year period envisaged for the implementation of the Programme we must reach the basic stages of national food safety, and I admit that we can once again consider the idea of the development of a law on food safety. The unwise policy adopted with regard to the food market in the early 1990s has resulted in the formation of a disproportionate food basket. According to some estimates, Russia imports up to 40% of food products. I have nothing against imports of exotic foods, but it's my firm belief that Russia can provide itself with bakery and dairy products. To a great extent, national food safety can be achieved with the help of private plots. Today, Russian farmers produce over 50% of milk and meat, 80% of vegetables and 90% of potatoes. However, Russian agricultural products will successfully compete with imported foods only when we start to develop Russian distribution

networks."

**"Can you single out any foreign investors who contribute to the revival of the Russian village?"**

"For me, one person definitely standing out from the lot is Stefan Duerr. I have known him for twenty years, and as I see it, he is a kind of a human barometer that reflects the development of the Russian-German relationship. In spite of his long involvement with Russia, he has not lost the freshness of perception. He gets to the root of the problem and demonstrates a positive and expert approach to the solution of the most complicated issues. He is one of the most successful foreign businessmen in Russia, who have accomplished a huge amount of work aimed at the revival of the Russian village. Stefan Duerr enjoys well-deserved respect in Russia. It's not by chance that he has become the only foreign citizen apart from the French Minister of Agriculture to be awarded a Silver Medal of the RF Ministry of Agriculture – the highest professional award in this sector of Russian economy."