

Don't miss your 9.75% interest!

Ekotechnika, the Group's German parent company, plans to issue a corporate bond in April 2013

Page 9

Closer to the customer

In three years EkoNiva has opened three servicing centres. Now the Kemerovo farmers, too, can fully rely on their own servicing centre and work without worry

Page 4

More milk ahead

Over 320 tonnes of milk per day are produced by the production facilities of EkoNiva. And with commissioning of the new 2,200 head facility in the Voronezh oblast this figure will grow!

Page 6

Contents



Closer to the customer
A new servicing centre opened in the Kemerovo oblast.....4

EkoNiva-Chernozemye and John Deere presented modern equipment for students.....4

Paris sets the fashion for farming equipment.....5

More milk ahead
A new animal farm commissioned at EkoNivaAgro.....6

Clever milk from smart cows is produced in the Novosibirsk oblast.....7



Guest of the issue

Arne Bergmann: "Russia is a fantastic country".....8



p. 4



A burning issue

Don't miss your 9.75% interest!
Ekotehnika places its bonds.....9



Technical inspection

New fodder combine harvesters from John Deere.....11

Special mission team
All about spare parts and people who supply them.....12

As good as new!
A tractor obtained by a trade-in scheme, a welcome acquisition.....14



Based on our own experience

Peas and soya will help feed the cows.....16



Animal husbandry

In automatic mode
Agroferma 2013 is all for automation and control.....18



p. 11

Efficient management!
Stockbreeders learned control techniques in America.....19



In the World

How to preserve sugar beetroots until summer?
In Wisconsin they know how to do it.....20

The Berlin forum on milk
European milk processors look East.....21



Our people

EkoNiva scholarships for students.....22

Maslenitsa at its height
As you started the spring, so you will work all through the farming season!.....23



p. 11



p. 16



p. 19



p. 23



On long-term money, Russia's image and new opportunities

A little over a year ago, the agricultural holding EkoNiva emerged on the European securities market and quite successfully placed a bond loan there. It was actually a precedent given that for the first time on the Stuttgart Stock Exchange, in the small and medium business segment, a company came into play which represented the Russian agricultural business. It met with obvious distrust, objections and resistance, but we coped with all that and did open the door to the Western financial market. I'm sure that other Russian

companies can do it, too. And never fear! Incidentally, Western investors shouldn't be afraid of Russia, either. The objective conditions, investment climate and legislature are more favourable here than the West believes.

Unfortunately, Europe is rather fearful about doing business in Russia. These risks add two-three percent to the bond rate. But it's up to us to improve Russia's image. Businessmen can contribute to this by successful work; the government, by well-balanced politics; journalists, by honest articles; and the tourists, by reasonable behaviour abroad. And then

it will be possible to use "long-term money" abroad on more favourable terms. This is all the more likely considering that Russia now is seeing a trend of reducing subsidies for loan interest rates.

In the past year, several groups of investors visited our enterprises in the Voronezh and Novosibirsk oblasts. Seeing with their own eyes how business fares, they have drastically changed their opinion of Russia and re-evaluated the country's huge potential and capabilities.

*By Stefan DUERR,
president of the EkoNiva Group of Companies*



Work without worries

EkoNiva-Sibir has cooperated with the Kemerovo farmers since 2002. Over this time, they have received more than 200 units of self-propelled and trailed agricultural machines. The opening of the dealer centre will improve servicing, making it prompter and also less costly, which is quite important.

“This is the third servicing centre we opened in Siberia over the last three years”, says Yevgeny Gorbunov, executive director of EkoNiva-Sibir LLC. “Now we rent workrooms, but are doing our best to establish our own dealer centres. By 2015 we plan to build a servicing centre which would belong to us”.

The celebration was attended by representatives of John Deere headed by Arne Bergman, the new director for agricultural equipment sales in Russia (more details on page 8). Congratulating the team on the opening of the dealer centre and wishing the farmers more success in their work, Mr. Bergman noted that EkoNiva has moved closer to its customers.

The guests looked over the equipment of servicing boxes and the mechanical workshop. They visited the spare parts depot with an addressed storage system. On the demonstration site, they were introduced to a wide range of John Deere products. For the opening of the centre,

In mid-March, EkoNiva-Sibir opened a new servicing centre in the Kemerovo oblast. This joyful event was celebrated in style, with songs, dances, fun contests, and hot pancakes. And why not, if it coincided with Maslenitsa (Pancake week)!?

discount sales had been arranged. So the John Deere sprinkler and combine harvester were sold in less than no time.

“I respect EkoNiva-Sibir for its serious approach to business”, says Aleksandr Pecherkin, head of the farming enterprise where 4,000 hectares of land are fully treated by the John Deere machines. “The quality of the equipment supplied is quite appropriate. Servicing is provided immediately on call. The spare parts are available at all times. The opening of the dealer centre will enable us to work without worries”.

By Anna BORDUNOVA

Science and production come closer together

The John Deere Corporation and EkoNiva-Chernozemye handed over a John Deere tractor and a complete package of diagnostic equipment to the Peter I Voronezh State Agricultural University.

This step continues the long-term cooperation. It is aimed at providing prospective engineers with practice in handling the modern agricultural equipment.

“For us it is strategically important that the students of one of the country’s leading agrarian universities should obtain

skills in using modern equipment”, says Nikolay Buravlyov, EkoNiva-Chernozemye executive director, a former tutor at the Voronezh State Agricultural University. “This is so because tomorrow many of them will have to operate such equipment on the farms of our region”.

Vyacheslav Kotarev, the University



President, thanked John Deere for the present, emphasising that its long-standing cooperation with EkoNiva-Chernozemye is a unique opportunity of practice both for students and their tutors.

“The joint work with EkoNiva is a link with global achievements”, said Vyacheslav Kotarev.

By Yulia SALKOVA



SIMA 2013: true to the best traditions of fine taste

In late February, Paris turns into a major exhibition site of innovations and technological achievements in global agricultural engineering. This year, the SIMA exhibition gathered around a million visitors, among whom were also EkoNiva customers.

The guests were introduced to new products from nearly 1,700 companies. The EkoNiva delegation watched with special interest the display stands of its partners, such as John Deere, Lemken, Pottinger, Vaderstad, JCB, Grimme, Annaburger, Fliegl, Degelman, Shulte, and MX.

John Deere, indisputably an initiator of new trends in farming, amazed again

by the variety of its new products, innovative solutions and the quantity of machines on display.

“SIMA is the first large site for presenting new products of John Deere in 2013”, says Gennady Nepomnyashchy, executive director of EkoNiva-Technika LLC. “It’s important for our customers to be the first to see the newly developed products”.

The new JD 6M series tractors (155 to

170 hp power) came to replace those of the 6030 Series powered by iT4/Stage IIIB motors. The spotlight was on 380 hp John Deere 7080 tractors (more details on page 11).

As usual, Aleksandr Kondakov (the Kondakov Farming Enterprise of the Tambov oblast) paid special attention to imported, highly productive farm equipment and new technologies.

“EkoNiva always moves ahead of time. Always straight on!” says the farmer. “Many machines which I saw in Paris are already operating successfully on my farms”.

In addition to the exhibition, EkoNiva personnel visited a farming enterprise with its own cheese producing facility. After the tour, the host arranged a cheese tasting session, during which he explained why French cheese is so favoured in the world and he shared some knowhow of cheese production.

By Yekaterina GALUSHKINA

For the fifth year in a row, Fortune magazine placed Deere & Company among the world’s 50 most reputable companies.

“Being among the world’s most reputable companies is an honour for Deere & Company personnel”, said Samuel R. Allen, Deere & Company CEO and Chair of the Board of Directors. “Thanks to implementation of our development strategy, our personnel continue to work successfully across the world for the benefit of our customers who till the land”.

Specialists of EkoNiva attended the Aftermarket Summit 2013 event in Portugal where John Deere Corporation’s dealers from all over the world met to discuss the issues of after-sale maintenance of farm equipment.

Over several days, seminars proceeded on different subjects, such as market planning, advantages of original spare parts, and the organisation of showrooms. In addition, training sessions were held on the JDLink telematic system, which makes it possible to track the equipment from anywhere so long as the Internet is available.



JOHN DEERE



More milk ahead

Today the facility in the Petrovskoye village (Liskinsky district) produces over 20 tonnes of milk a day. Once it reaches its full capacity, it will turn out 50 tonnes. This is a substantial addition to the 230 tonnes of daily yield, which accounts for a fifth of all milk production in the Voronezh oblast.

The new facility includes five cow-houses, a calving section, a large and smaller milking parlours, a site for growing the young animals, individual and collective boxes for calves, a mixed fodder storehouse, silo trenches, and offices with classrooms for clerical work and training. The special feature of the facility is two milking parlours, a smaller one for cows having problems, and "a carousel" for sixty animals giving milk. The amount of investments in the new facility is 850 million rubles, including the purchase of highly productive Holstein-Friesen cows from America.

Aleksey Gordeyev, the Voronezh oblast governor, Anatoly Spivakov, head of the department of agriculture, and Victor Shevtsov, head of the Liskinsky district,

attended the new facilities, tasted the milk and expressed strong approval of it.

"We wish not only to increase the production, but also to restore the former trust in milk", says Stefan Duerr, president of EkoNiva. "Our farms are already open to guests. In the future we plan to implement a unique project in the Voronezh oblast, the so-called Academy of Dairy Sciences with 'a glass factory' and an entertainment park. That's where everybody will be able to see all the stages of milk production and to have a good time".

In the meantime, construction is beginning in the Liskinsky district on a milk processing facility with a daily output of 30 tonnes.

The governor welcomed the company's new milk production strategy.

"It's good that our oblast will get its own dairy brand", says Aleksey Gordeyev. "I'm sure that our population will

This spring another dairy facility for 2,200 head of cattle was opened at EkoNivaAgro (Voronezh oblast). Milk production at EkoNiva is growing substantially and the future holds promise for it.

approve of the product quality and we'll be proud that we are their producers".

Stefan Duerr said that this year construction will start on yet another cattle-raising farm. For the first time, it will use not imported, but its own animals, which will considerably reduce milk production costs.

By Yulia SALKOVA



Tanks do not fear dirt

EkoNiva-Farm supplies Russian farms with GEA Farm Technologies tanks with a capacity of 1 to 33.5 tonnes for cooling milk. They are manufactured at a French plant where the company's specialists went for professional improvement.

The specialists were taken on a tour of the factory during which they were briefed on its history and shown how the equipment is manufactured. That's where tanks with a capacity of up to 20 tonnes are made. All the manufacturing processes are strictly controlled. At the final stage, each tank is calibrated and given a serial number.

"One of the advantages of tanks from GEA Farm Technologies is their unique three-step washing technique", says Dmitry Volobuyev, sales manager of EkoNiva-Farm LLC. "This envisions a pre-washing

of the tanks by the AED system, main washing with detergents and final rinsing. It thus becomes possible to maintain the quality of the newly produced milk. Another forte is the fast cooling of milk, which takes, at the longest, two hours".

After the visit to the plant, the specialists of EkoNiva-Farm toured a dairy farm where 160 milch cows of the Simmental variety are kept. They are milked by the Mlone robot from GEA Farm Technologies, which is why the entire farm is run by a mere five people.

By Anna BORDUNOVA

Clever milk from smart cows

This spring, EkoNiva will open a milk processing facility, with an output of 10 tonnes per day, in the Novosibirsk oblast. This will produce pasteurised milk, curds, and sour cream under the Academy of Dairy Sciences brand.

The milk is supplied to the facility by one of the divisions of the Sibirskaya Niva holding company. Each day it produces 70 tonnes of quality milk (3.8% fat, 3.2% protein) which contains no harmful ingredients and is good for the health. All the conditions have been created for this. For instance, highly productive pedigree cows are kept in modern stockbreeding complexes fitted with state-of-the-art equipment. The animal fodder is grown on the company's own fields. The personnel permanently improve their professional skills by training in Russia and abroad.

"We apply a scientific approach at all stages of production", says Sergey

Lyakhov, executive director of Sibirskaya Niva. "We introduce innovative technologies, steadily improve our work and obtain excellent milk from our cows which enjoy smart service".

All the products turned out by the facility will be produced strictly in accordance with the GOST national standards and fully comply with technical requirements for milk and dairy products. And there will be no dry milk or vegetable oil in them, nothing but premium quality natural milk!

The Academy of Dairy Sciences products will be sold at the nearest shops in Maslyanino village and Novosibirsk city".

By Anna BORDUNOVA



EkoNiva-Chernozemye presented at the exhibition its tilling and sowing equipment from the Swedish Industrial Group Vaderstad; tractors, sowing machines and combines from John Deere; and loading systems from JCB. It also familiarised the farmers with its after-harvesting equipment from the North American corporation AGI.

"We offer various solutions for storage and after-harvesting treatment of grain", says Andrey Fursov, head of the EkoNiva-Chernozemye department of grain technologies. "This could be a 'from scratch' construction project or modernisation of obsolete grain storage facilities. We also supply individual machines and complete technologies for drying, cleaning and storing the grain. We supply transportation equipment, too".



The Agrosezon exhibition has come!

Chernozemye hosted the Agrosezon agricultural exhibition. True, the work in the field hasn't begun yet, but the region's farmers are opening a new working year expressly with this event.

The company offers after-harvesting equipment with a capacity of 25 to 100 t/h to small firms, 50 to 300 t/h for medium size companies and grain elevators with a capacity above 500 t/h to large agricultural enterprises.

Farmers noted the timeliness of the proposal from EkoNiva-Chernozemye.

Today farming enterprises use highly productive equipment which cuts down harvesting time and increases productivity, whereas the grain procurement jobs remain at the level of the previous century and need a complete upgrade.

By Yulia SALKOVA



Arne Bergmann: "Russia is a fantastic country"

In January, Arne Bergmann was appointed as new director for sales of John Deere agricultural equipment in Russia. He shares his thoughts about the development of farming in Russia and the company's plans.

About Russia

"Since 1999 I have often visited Russia while performing my duties as a John Deere expert on lumber procurement equipment. For John Deere, this country is one of the key markets in the CIS and one of the most promising emerging markets of Europe, Africa and the Middle East. Russia is a fantastic country of huge land resources and has immense potential for a brilliant future. Given that the global demand for food will grow in the coming decades, Russia has every chance to become a major supplier of foodstuffs. The members of the CIS hold 13% of all the world's arable lands, which is a huge, and not yet used, resource. As for hardware and technologies, Russia needs to update its obsolete fleet of agricultural equipment and to generally improve its mechanisation level".

Focus on growth

"John Deere manufactures a complete range of agricultural equipment. The company can consolidate its presence on the Russian market by steadily increasing the sale of its tractors, combines and other machines in

Russia and by improving after-sale servicing and the supply of spare parts. I am particularly impressed by the work of the highly motivated and active team of Russian specialists involved with the John Deere project in Russia. We are determined to further position ourselves as a provider of integrated solutions for agricultural business and funding. Clearly our conception here goes beyond the mere presentation of innovative ideas and high technologies".

On work with dealers

"The company remains true to its strategy of building and developing a sophisticated dealer network in Russia. Creation of a world-class distribution system is one of the factors contributing to John Deere's success. We shall

continue to cooperate with our dealers in optimisation of the existing dealer centres and building new ones. It's pleasing that EkoNiva, one of our big dealers in Russia, pays so much attention to this. Recently I attended an opening of a new servicing centre in the Kemerovo oblast. In addition, this year, a major dealer centre will start operating in the Kaluga oblast. This will enable us to provide technical assistance to our customers more promptly and to supply them with spare parts at a shorter notice.

Overall, by the year 2014 the number of dealer centres in Russia will double. We also shall pay special attention to dealer training. We shall use the opportunities made available to us by our training centre in Domodedovo".

EN-News dossier:

In 1994 Arne Bergmann graduated from the Göttingen University, Germany. In 1997 he received a doctoral degree in forestry. In 1999 he came to work for the John Deere Company. Arne Bergman held a number of key posts in the sales and marketing departments, where he was involved with the supply of construction and lumbering equipment. In 2004 he was appointed director general for retail sales of equipment in Sweden. In 2007 he took over the office of director of sales and marketing, construction and lumbering equipment in Europe.





Don't miss your 9.75 % interest!

Ekotechnika, the Group's German parent company, plans to issue a corporate bond in April 2013

Ekotechnika GmbH, the parent company of the EkoNiva-Technika Group based in Walldorf, Germany, plans to issue a corporate bond in the German capital market in April 2013. This was announced a few days ago by the company. The corporate bond, with a fixed-interest of 9.75 percent per year, is to provide the Group with capital for the continued growth in the Russian agricultural sector. The issue is targeted at institutional investors and investment funds, family offices and private investors in Germany and other selected European countries.

Sister company's bonds trade above 100 percent

The sister company, EkoNiva Agro, is already successful on the German capital market. In 2012, Ekosem-Agrar, the German holding company, issued two bonds worth EUR 110 million. Issuing the bonds was a positive experience for Ekosem-Agrar. Both papers were fully placed before the end of the subscription period and have traded at above 100 percent of the offering price on the Stuttgart Stock Exchange ever since. These factors show that the Russian agricultural sector is an attractive investment target for investors from all over Europe.

EkoNiva-Technika with strong financial year 2011/2012

The Group reported substantial growth for

the financial year 2011/2012 (September 30). Revenues rose by around 21% to EUR 169.6 million. This surge was driven by the ongoing modernisation in Russia's farming sector as well as the rising prices of agricultural commodities which offer farm operators a safe basis for investment. The Group's operating result (EBIT) came in at EUR 15.4 million. Cash flow from operations amounted to EUR 18.3 million. The growth was mainly generated in the new equipment segment, which improved from EUR 104 million to approximately EUR 141 million, with the company selling just under 2,000 machines during the reporting period. Spare parts sales and service revenues already amounted to EUR 25.5 million and EUR 3.3 million, respectively.

Further growth ahead

EkoNiva-Technika plans to further expand its branch network in its main regions of Central Russia, the Central Black Earth Region and Siberia in the coming years and to continue on its profitable growth course. The Group's target is to double sales of new machines and to treble after-sales (parts and service) revenues by 2016. With the bond, EkoNiva-Technika is getting a strong midterm financial basis for achieving all its targets.

What is a bond?

A bond is a security created by its issuer in order to raise a loan in the capital market subject to clearly defined borrowing terms which include the interest payable, the maturity and the repayment. In the case of fixed-interest bonds, the interest payments remain fixed through the life of the bond. Bonds are repaid at 100 percent of the face amount at maturity. As one of the largest stock exchanges in Germany, the Stuttgart Stock Exchange and its bondm segment, Germany's first segment for SME bonds, provides an ideal platform for the bonds of small and medium-sized companies..

Facts & figures:

Subscription period:	Expected to start at the end of April
Issue amount:	EUR 60,000,000
Interest rate (coupon):	9.75 %
Term:	5 years
Interest payment:	Annual, on 10 May of each year
Redemption price:	100%
Denomination:	EUR 1,000
Type of security:	Partial bearer bond
Stock exchange segment:	Bondm, Stuttgart Stock Exchange
Company rating:	BB- (Creditreform Rating AG)

Legally required sales prospectus and further information are available at www.ekotechnika.de/anleihe

Disclaimer: This information does not constitute an offer to buy potential securities of Ekotechnika GmbH and should not be regarded as a substitute for a securities prospectus.



Successful fodder procurement

EkoNiva specialists have visited a plant of Pöttinger in Austria, where they upgraded their professional skills, obtaining new knowledge on agricultural equipment.

Last year, EkoNiva became an official dealer of Pöttinger in the supply of fodder procuring equipment. This subject was particularly interesting to dedicated experts. They were introduced to the trail-behind mowers, rakes, agitators and mounted pickups.

Special attention was given to the latter machines competing today against a fodder harvester. They are economical and very efficient in procuring high quality fodder. The JUMBO mounted pickups were used to demonstrate the operation of the "Autocut" automatic blade sharpener.

"The Pöttinger mounted pickup is well suited for work on small farms", notes Kirill Tagantsev, sales manager of the Kostroma branch of EkoNiva-Tekhnika

LLC. "It performs three operations at a time: picks up, crushes, and carries. We tested one model in the Kostroma oblast. It operates at the speed of 20 km/h, i.e. much faster than the combine harvester, whose rate is only 7 km/h".

The trainees walked through the production facilities and watched all the processes of equipment manufacture. Theoretical knowledge was augmented by practice, i.e. hands-on use of control consoles, equipment adjustment and troubleshooting.

"We were particularly interested in such new machines as the TOP 722 and TOP 812 rakes", says Kirill Tagantsev. "Their chief difference is the easy replacement of all the rake blades. Soon they will appear on the

Russian market."

The Russian guests visited a dairy farm where Pöttinger equipment has been used successfully over the years. The boss of the farm said that the equipment helps to prepare on-time high quality fodder and ensures plentiful milk production.

Russian farmers like the Austrian equipment. At the Voskresenye-AGRO farming enterprise (Kostroma oblast) the TOP 651 rake was successfully used all through the last season. The chief engineer Nikolay Lavrov is pleased with its performance. Says he: "The rake moves easily and is extremely agile. It makes swathes with a minimum loss of the green bulk and fouls very little. As a result, we obtain highly nutritious fodder".

By Anna BORDUNOVA





Outstanding fodder harvesters



John Deere Corporation has brought onto the Russian market its new series 7080 fodder combine harvesters with 380-812 hp. For the new season, EkoNiva has already supplied farmers with several such machines.

The sales managers of EkoNiva say the combine harvester 7080 is full of “interesting things”. First of all, it is fitted with a new KernelStar crusher, which doesn’t just crush the grains, but flattens them. The crusher has bevelled-edge discs, which loosen and squash more intensely. Unlike the traditional roll-fitted processors, the seven series machines’ discs rotate at the same speed. This reduces disc fouling with the green bulk. The 7080

series fodder combine harvesters ensure a smooth flow of vegetation bulk to the crushing drum. After that, they softly deliver the crushed matter to the silo duct from which the bulk goes into the trailed attachment.

Unlike other models of fodder combines with large V-shaped blades of the crushing drum which cause build-up of the green bulk in the centre, the series 7080 combine’s crushing drum (DuraDrum model) with blades

is designed for smooth distribution of the crushed matter all over the width of the workflow. It assures the use of the entire operating width of the grain processor during harvesting and enables the matter to reach the silo duct.

The series 7080 fodder combines’ blades can be easily sharpened by pushing a button. A two-speed automatic gearbox makes it possible to work fast at a speed of up to 20 km/h.

The very special feature of the combine is the unique HarvestLab system for determining the bulk composition. It precisely establishes, within minutes, the content of sugar, starch, protein, and cellulose in the crop during harvesting.

John Deere engineers did not forget about the operator’s comfort. His cabin is spacious, with a convenient arrangement of controls, creating excellent work conditions.

By Anna BORDUNOVA





A special mission team



Whereas the servicing department of EkoNiva is often called “the task forces”, the spare parts procurement division is referred to as a special mission team. Vladimir Kovalenko, head of the EkoNiva Technika-Holding LLC spare parts department, told us about what lies ahead for the company’s partners and customers.

A unique work style

“We supply Russian farmers with a wide range of original spare parts for the world’s renowned brands of farm machines such as John Deere, Vaderstad, JCB, Lemken, Pottinger and Kverneland among others. In addition, we supply auxiliary equipment, John Deere oils, and Michelin and Firestone tyres. The many years of work in this field prove that only original spare parts maintain the agricultural machines’ quality and ability initially given to them by the manufacturer. Last year we supplied 25 million euros worth of spare parts. This year we plan to increase our sales to 35 million euros.

Our main principles in dealing with customers are reliability and prompt response. We have a huge potential in the form of 12 regional servicing centres with spare parts depots enabling us to

do fine business. The total product range includes 40,000 items, of which 18,000 are spares from John Deere. All of them come supplied with a manufacturer’s warranty. Replenishment proceeds on a daily basis. All the depots are fitted with address-indicated storage stacks and loading devices that allow prompt shipment of any amount of spares. If some spare parts are missing, the specialists will help find a substitute within 48 hours. When the season is at its height, we work without days off. All the regional depots are interlinked by a single storage accounting software (known as ‘the business system’), which makes it possible to monitor online the availability or absence of spare parts and promptly place orders for them. The largest logistics depot is located at the biggest dealer centre in Detchino village. Also here is an extra mezzanine warehouse for storing small and medium size components. We plan to erect

a similar warehouse in the servicing centres now under construction in Voronezh and Ryazan.”

Profitable offers

“The servicing department specialists will always find a suitable solution for each and every partner, helping him acquire spare parts on advantageous terms. We regularly arrange between-seasons discount sales and special offers. For example, in the new season the farmers will be able to enjoy considerable discounts on spare parts for fodder and grain harvesting machines. Long-standing customers will enjoy bonuses and rebates. In addition, if the customer so wishes, we can deliver goods for him to a designated place. For this purpose we have our own fleet of 30 motor vehicles. Over the last year and half the John Deere Reman service has been particularly popular. By its terms,





the customers can bring us used and worn components of the equipment they bought from us and get money for them. On our part, we ship these components to John Deere where they are repaired and restored to the nominal standards”.

People are the principal asset

“The spare parts department of EkoNivaTechnika Holding employs 84 skilled specialists who are always willing to advise on any issue and recommend an optimum range of spares for maintenance and repair of equipment.

Our workers regularly undergo training in Russia and abroad. Last year, they took more than 10 training sessions. We also pay very much attention to the specialists’ training in the use of new products and services. Today, due to the intense construction of servicing centres, we are particularly interested in the influx of new people. For our part, we offer a steady salary, appropriate work conditions, career growth, regular training and professional upgrade”.



On the same subject

Stefan Duerr, president of EkoNiva group of companies:

“I think that in the future the sale of spare parts will be a more important business than the supply of agricultural equipment. Farms using modern machines spend annually 40 euros per hectare on spares procurement. There are 9.8 million ha of farming land in the dealer zone of the EkoNivaTechnika-Holding. Multiplying this by 40 euros results in around 400 million euros. In its operating area, EkoNiva wishes to control around 40% of all sales of equipment and spare parts and, accordingly, to sell each year 160 million euros worth of spare parts.”

By Anna BORDUNOVA





TRACTOR



The EkoNiva Company was the first in Russia to offer the trade-in scheme to exchange used agricultural machines for new ones with added payment. Once the scheme struck root, the company began to capitalise on it.

How do you use the trade-in scheme? Very simple! Just make an application or contact a manager. After that, a servicing engineer will arrive on the site to appraise the equipment. Its value depends on the year of manufacture, component package and results of the equipment diagnosis. If the estimated value suits the customer, it is

included in the price of the new John Deere (or other brand) equipment due for acquisition. The equipment diagnostics and estimation are absolutely free for the customer whether or not he agrees to the deal.

Once the equipment is acquired, it undergoes current repair or major overhaul and is prepared for sale. A half-year warranty is given for repair and new

spare parts. Servicing is provided for all the equipment made available.

The purchase of equipment by the trade-in scheme is a welcome solution for farms that update their inventory frequently. On the other hand, the purchase of used machines is a good opportunity to acquire highly productive equipment at a reasonable price. Incidentally, in the US dealers resell agricultural equipment at least twice, or even three times. In Russia, too, the trade-in scheme is picking up of late.

How does the plant fare?

How does the plant fare when its products are used on its own farms? Customers of EkoNiva-Tekhnika who visited JCB manufacturing facilities in the UK, saw how the most reliable and enduring loaders are manufactured.

JCB arranged a warm reception for the Russian farmers, showing them several tractor and loader assembly lines. The Russian guests acknowledged that most of all they were surprised by a two-hour test drive of each unit of equipment at its maximum load. It was as if the machine was struggling for clearance to work at the customer's facilities. The JCB Global Spare Parts Centre is quite impressive in size. Here spares are stored not only for today's machines, but also for those that left the conveyor over 50 years ago. And they are still in demand!

The guests also visited the company's

museum and learned that more than 7,000 people on four continents work for JCB. Farmers in more than 150 countries around the world use this brand of equipment. New JCB facilities were recently commissioned in America and China.

The Russian guests proposed launching the production in Russia as well so that "the work horses" of JCB could come to work sooner. Company specialists assured us that the idea appealed to them since the Russian market is very promising.

By Yulia SALKOVA





The farmer's dream

A delegation of executives and chief experts of enterprises from the Kirov oblast and the Republic of Mari El visited the production facilities of John Deere (in Domodedovo), Lemken, and Grimme (in Detchino). They also toured the leading animal farms of the Kaluga oblast.

While touring the John Deere plant, the guests looked over the tractor and grain harvester assembly facilities. They visited the finished products and spare parts depot. The guests were particularly impressed by the high quality of the tractor assembly, which includes several stages of quality control.

There was a very interesting trip to the agricultural equipment maintenance centre in Detchino village (Kaluga oblast), where the manufacturing facilities of Lemken-Rus LLC and

Grimme-Rus LLC are situated. In the same location is the EkoNiva dealer centre, the largest in Europe, whose construction is close to completion.

Aleksandr Gromov, head of the Kaluga branch of EkoNiva-Tekhnika, took the guests on a tour of the servicing centre's new building. The Vyatka farmers were favourably impressed by the project's scale. The total area of the building is 8,350 sq m. The servicing zone includes eight heated workshops, a spare parts depot, and an equipment demonstration room.

"Such a dealer centre is the dream of all farmers!" said Sergey Parfyonov, chief engineer of Agrofirma Mukhino LLC, sharing his impressions.

The delegation also observed the work of animal farms in the Kaluga oblast. The Reflex-Agro company raises the Aberdeen-Angus variety of cattle, while Kaluzhskaya Niva specialises in dairy production. The Vyatka farmers highly appreciated the new knowledge and expertise they picked up during the trip.

By Yekaterina GALUSHKINA

The specialists of EkoNiva visited Germany as guests of the Fliegl Company, a manufacturer of trailed agricultural equipment. A training session in the use of products was arranged for them. In addition, they were introduced to the latest achievements and taken on a tour of the production centre in Muehldorf.

Fliegl plays host



Previously, the manufacturing facilities and design bureau of Fliegl were located in the town of Toeing, Bavaria. Each year, it turned out some 3,000 units of equipment. This year, the plant will move to Muehldorf. Its official opening will take place on 8-9 June.

The new complex of Fliegl occupies 30 hectares. This will manufacture towed cars, dump-cars, tank-cars and other equipment. In operation are four production lines and modern laser systems for cutting pipes, shaped metal pieces, and steel products. The pride

of the enterprise is its storage depot, the largest in the district, with 14,000 component items. In addition, it has a supporting warehouse (800 sq m) for storing small parts and a storage facility for keeping 6,000 tyres.

By Anna BORDUNOVA



Where to get protein?

Raw protein is essential for increasing the milk yield and fattening horned cattle, pigs, and poultry. Well-balanced animal fodder must contain protein rich crops, such as soya or peas.

In feeding milch cows, the protein content is determined based on two criteria: by the digested protein (nXP) and by the rumen nitrogen balance (RNB). Below you see a table of nutrient value showing that these parameters are much higher in case of the soya meal and peas.

Soya is a short day crop, so the choice of its variety by ripening group is essential. It is heat-loving and compares to maize in terms of temperature requirements. The early ripening varieties of soya (ripening group 000) can be grown in the regions where FAO 240-250 maize is produced. In the regions where medium late maize ripens, it is possible to produce soya varieties of the ripening group 00.

In 2011-2012, the Shchigrovsky crop-testing station (Kursk oblast) in association with EkoNiva-APK Holding tested varieties of soya from different

ripening groups. The harvest varied dramatically. On average, varieties of the very fast ripening group (group 000/0000), Lantsetnaya and Natto, yielded 2.565 and 2.62 tonnes per hectare, which was much less than the yield of the ripening group 000 (early type). The yield of the Belgorodskaya 48 and OAK Prudence varieties was, respectively, 3.46 and 3.445 tonnes per hectare.

The Belgorodskaya 48 (developed by the Belgorod Agricultural Academy) and OAK Prudence (developed by Guelph University, Canada) are successfully grown on the fields of EkoNiva in the Kursk and Voronezh oblasts. In 2011, the yield on an area of 2,000 hectares reached 2.1-2.8 tonnes per hectare. In 2012, the productivity on the same area was 2.2-2.3 tonnes per hectare. The right choice of the variety and observance of production technologies largely contributed to stabilisation of

the harvest. This included:

- thoughtful preparation of highly viable seeds;
- seed inoculation by nitrogen-fixing bacteria (*Bradyrhizobium japonikum*);
- wide row (37.5 or 45 cm) sowing with a seeding rate of 600 to 700 thousand pieces per hectare;
- the initial use of composite fertilisers in sowing;
- the use of Harmony + Bazagran herbicides for protecting the seeds against weeds;
- sparing harvesting mode at a grain moisture content of 14 to 16% and the reduction of the harvester drum rotation to 400-600 rev. per minute.

Compared to the Belgorodskaya 48 variety, OAK Prudence from Canada did not demonstrate any significant advantages in terms of productivity



Soya ripening at Zashchitnoye LLC



Rocket peas during blooming and pod formation



The nutrient value of peas, soya meal and wheat for horned cattle (content in 1,000 g of fodder)*

Parameter	UOM	Peas	Soya meal	Wheat
Dry substance	g	880	880	880
Raw protein	g	221	449	121
By-pass protein	%	15	30	20
Easily digestible nXP protein	g	165	253	151
Rumen nitrogen balance (RNB)	g	9	31	-4
Exchange energy	MJ	11.86	12.1	11.77
Net lactation energy	MJ	7.51	7.59	7.49
Starch	g	421	61	583
Sugar	g	54	95	29
Stable starch	g	101	6	87

*Source: DLG 1997, Lebzien et.al.2001

either on the pilot plot or on the field. However, its raw protein content exceeded the standard by 6%. Furthermore, its lower pod fixture was higher (a height of 18 cm), which eases the harvesting.

In the regions where soya production risks are very high due to the shortage of aggregate effective temperatures, it is possible to grow another leguminous crop, the pea. As the table shows, the pea is somewhat inferior to soya meal in terms of feed value, but it is successfully used in fattening bull-calves (up to 2.5 kg per day) and in feeding milch cows (up to 4 kg per day).

Peas are a frost-resistant crop with a relatively low demand for heat. The seeds start to germinate at a temperature of +2 - 4°C, surviving brief frosts of 4 to 5°C very well. This is a long-day, light-loving crop with a vegetation period of 75 to 100 days, suited for growing in many regions of the country. The new varieties resist drowning and pod cracking.

The EkoNiva farming enterprise successfully grows Phoenix and Rocket varieties of peas. Phoenix features excellent cooking properties and is designed for processing into food. Rocket is a high-tech fodder variety with

a lower sowing rate. The novelties of the season in 2013 were the French- and Danish-selected varieties of peas, respectively, Belmondo and Jackpot. They are undergoing acceptance trials, where they demonstrate unsurpassable resistance to drowning and pod cracking as well as high protein content.

The peas and soya are grown on large areas on farms with different soils and in different climates. Therefore, we individually advise on all stages of the production technology of all varieties offered by EkoNiva.

Willi Drews, Doctor of Agronomy, an adviser with EkoNiva



All in automatic mode



The AgroFerma 2013 dedicated exhibition drew together more than 300 equipment manufacturing companies. The trends in focus were complete automation of all processes on the farm and non-stop monitoring of livestock.

GEA Farm Technologies presented many new products at the exhibition. The specialists of EkoNiva-Farm, one of the largest dealers of GEA Farm Technologies in Russia, held consultations at the company's display stand.

Aleksandr Zuyev, sales director of EkoNiva-Farm, noted that the range of products for animal comfort has grown considerably. Farmers familiarised themselves with new heated drinking bowls, a variety of rubber mats and covers for the cow-house. Due attention was also given to a new milk taxi for feeding calves.

One real demonstration of knowhow is the GEA DairyProQ, the world's first independently operating milking unit module for automatic milking. It is suited for different types of milking parlours. This smart module automatically performs all the milking operations. It switches on the milking machine, treats the cow nipples, squeezes out the first jets of milk, does the milking, and removes the milking cups from the udder.

"This unique technique does away with

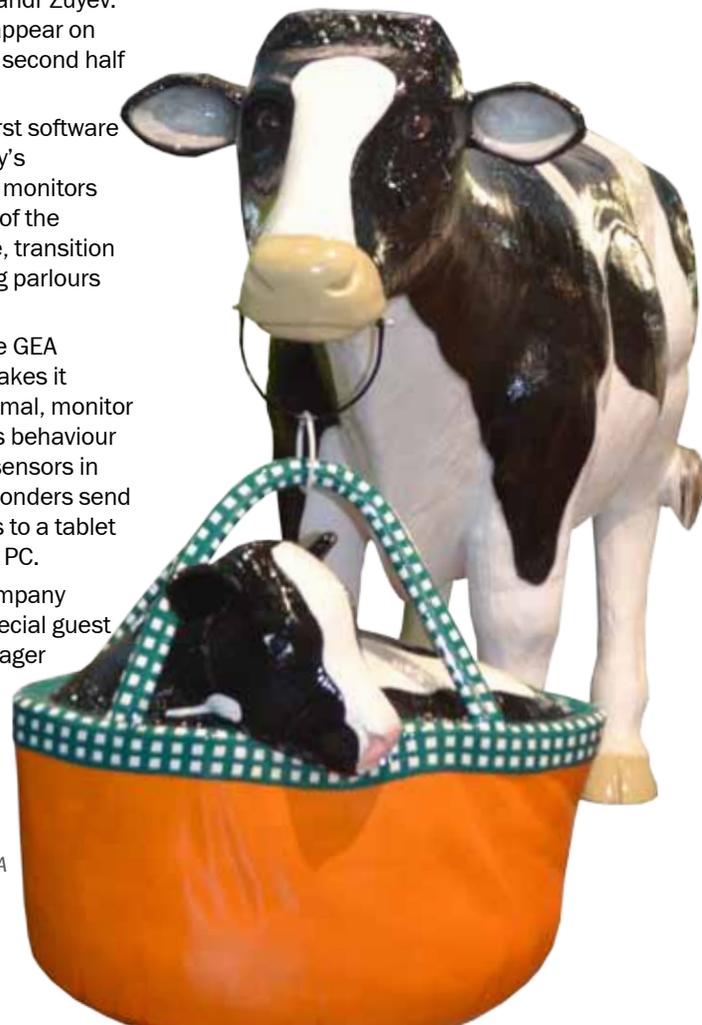
the work of a milkmaid and increases the milk yield", says Aleksandr Zuyev. "The new technology will appear on the Russian market in the second half of 2013".

GEA DairyProView is the first software for managing all the facility's processes. It permanently monitors the processes in all areas of the farm, i.e. in the cow-house, transition galleries, corridors, milking parlours and milk storage bays.

Another new product is the GEA CowView software. This makes it possible to locating an animal, monitor its condition, and check its behaviour in real time. By means of sensors in the cow-house, the transponders send information about animals to a tablet computer, smart phone or PC.

Chief consultant of the company Johannes Egbert and a special guest from Germany, cattle manager and expert on hoof treatment Andre Zuelke, held a master class for cattle-breeders in hoof trimming and blade sharpening.

By Anna BORDUNOVA





In search of fodder

Over the last several years, stockbreeding at EkoNiva has been growing ever faster. Its herds are increasing, fields sown with fodder crops are expanding and new animal farms are being built. Therefore the procurement of own fodder is becoming an increasingly important issue.

Our specialists left for Canada in search of new ideas. AgGrowth International Inc, a supplier of grain storage and pre-treatment equipment, EkoNiva's successful partner of long standing, helped in organising the trip.

During the stay, our specialists saw 12 mixed fodder production facilities, from really old ones to ultra-modern and fully automated sites. Following the study of the foreign expertise, the Russian specialists voiced their opinions and preferences.

"Of all we have seen, we were particularly impressed by two fodder production

plants of the VIS Company, with output of 7 and 12 t/h", says Vitaly Polyakov, an engineer of post-harvest grain treatment in the EkoNiva-APK Holding Company. "We were amazed by the compactness, simplicity of operation, high power reserve and attractive prices. The technology of these plants makes it possible to simultaneously prepare three rations of fodder in a completely automated process".

Now talks are in progress over the construction of similarly productive plants on the farms of EkoNivaAgro and Sibirskaia Niva.

By Yekaterina GALUSHKINA



Milk production management

Stockbreeding specialists of EkoNiva visited the United States where they attended a number of the most successful dairy farms in the State of Wisconsin. The trip took place thanks to the support of its invariable partner, Alta Genetics, a major genetics research company, and the personal initiative of Tom Furmann, a US expert on dairy husbandry.

Production management was what interested everybody above all else. In this connection, a meeting was arranged with owners and managers of the farms for discussing the job engineering and production management. It is interesting to note that as a rule the leading post is not given to a specialist trained outside. Instead, a leader from internal personnel is picked out, trained and fostered.

For example, 28 specialists, including the farm owner, run the Dairy Dreams farm of 2,500 milch cows. The daily



milk yield per cow exceeds 40 kg here. Our specialists were impressed by the organisation and high intensity of the work process and high devotion of the workers.

"We have seen how efficient some production management techniques can be", says Aleksey Bibikov, executive director of Zashchitnoye LLC. "Our goal is to work out, based on the expertise of our American colleagues, our own structure that will enable us to successfully develop animal husbandry under Russian conditions".

By Yekaterina GALUSHKINA



Soviet technologies do work! In America...

EkoNiva-APK Holding specialists visited the State of North Dakota, USA to study new technologies of storing sugar beetroots and the possibility of using them for horned cattle fodder.

A short time ago, information began to arrive from the United States about the wider use of sugar beetroots as fodder for horned livestock.

This looks reasonable considering that this crop is highly nutritious and rich in energy. In the course of the trip, it was established that sugar beetroots can be used as fodder in various ways. For example, washed and finely cut roots are per se a fodder or they can be added to a feed mixture. Other versions include ensilaged finely cut roots mixed with absorbents, and ensilaged tops mixed with absorbents. Used as an absorbent is a dryer feeding product with dry matter content exceeding 40%.

The principle of the initial laying-in and storage of sugar beetroots is similar to that of laying-in maize silage or perennial herb haylage.

“The interest of EkoNiva in the use of

sugar beetroot for fodder stems from its attempt to diversify its production of sugar beetroots, and to weaken the economic dependence on sugar production plants”, says Roman Ratnikov, chief agronomist of EkoNiva-APK Holding.

According to the experts from North Dakota, sugar beetroots are an ideal fodder for horned cattle. Digestibility of their dry matter is more than 90%, whereas that of maize ensilage is around 35%. In terms of energy value, the sugar beetroot fodder compares with maize grains.

The disadvantage is that this technology needs a good deal of extra equipment. And there are economic nuances, too, because the more costly maize grains are and the less costly are beetroots, the higher rises in the efficiency of sugar beetroot fodders.

In climates where the growth of maize is problematic, beetroots can be the best alternative to maize silage or a valuable addition that will enhance the feeding value of existing fodders.

The experiments with long-term storage and processing of sugar beetroots proved to be quite interesting. Due to a large number of suppliers and a very tight schedule, Russian sugar production plants normally accept the roots till late January. In bumper-crop years, the situation becomes much more serious. As a result, both beetroot suppliers and processors sustain heavy losses.

The Americans’ approach is quite different. With them, it’s the processor himself who preserves the beetroots. Storage on the beetroot suppliers’ fields is strictly prohibited. So the chief objective of beetroot growers is to gather in the crop on time and to deliver it to the processor, who will take care of its appropriate storage and processing. The period of using the beetroots can be extended to 280 days.

In North Dakota, where the climate is rather similar to Russia’s Black Earth Zone, twenty years ago a comprehensive beetroot storage technology was developed which minimises losses during storage and processing. The Americans acknowledged that in 1976 they borrowed this technology from the Soviet Union, namely from the Republic of Bashkiria, and optimised it for their own facilities.

The secret of the process is simple: for long-term storage and processing, they use pre-frozen beets. The processors point out that low temperatures have a beneficial effect on the root’s properties, for instance, its sugar content rises by 1%, the dry matter loss is up to 2%, whilst loss on breathing and rotting is fully excluded.

Beetroot storage is divided into several periods, each of which employs its own storage technology. In late August, the plants of North Dakota start to process fresh beetroots. In December, they switch over to frozen beets. For deep frost penetration, they use active ventilation, and for extending the storage period of frozen beets, they resort to different versions of thermal insulation of pile. Eventually, the last beets arrive for processing in June.

By Yekaterina GALUSHKINA





In search of new opportunities

In mid-March a traditional forum on milk was held in Berlin with the participation of Germany's leading milk producers and processors. More than 400 participants (this is a record figure in four years) discussed the situation on the dairy products market and the prospects for the dairy industry.



Today Germany is one of the major milk producers in Europe. Its milk output in 2012 exceeded 30 million tonnes. Milk processing is concentrated in the major dairy producers like Danone, Mueller, DMK, Campina, and Arla. They are seeking new markets. In this context, the processors are looking East, setting their sights on China and Russia. True, the relationship with Russia in the field of exports is now rather complex following the temporary

restrictions applied on 11 February by Rosselkhoznadzor, the Federal Service for Veterinary and Phytosanitary Surveillance, to the supplying Russia with finished meat and dairy products produced in Bavaria, Lower Saxony and North Rhine-Westphalia. However, our customer is our king, as Dr. Engel, chair of the German Association of Dairy Industry, says, which is why we will do our best to settle the veterinarian issues with Russia in order to resume the exports.

A special event of the forum was the speech delivered by Stefan Duerr, president of the EkoNiva group of companies. This was devoted to the production and sale of milk in Russia. He dwelt on organization of milk production at EkoNiva, which turns out more than 320 tonnes of milk per day. He pointed out the substantial support provided by the state to the dairy industry through subsidies, tax benefits and outsider protection. At the same time he highlighted the difficulties that hamper work. The biggest of them is faked dairy products that have inundated the market. According to Stefan Duerr, in the next 10 to 20 years Russia will still be unable to independently fill its need for milk. As for EkoNiva, the company is determined to increase its livestock to 28,000 forage-fed cows and to produce by the year 2015 700 tonnes of milk per day. As soon as this year, the company will launch its own processing facilities, planning in the future to build "a glass factory" and an agrarian tourism park.

"The focus was on agrarian reforms, primarily, the cancellation of milk production quotas by the year 2015 and the reduction of direct subsidies by 2020".

"Today there are many milk-related scandals in Russia", says Duerr. "However, we hope to improve our milk's image by turning out premium quality products so that people will trust us".

By Svetlana WEBER





A new generation chooses EkoNiva

For three years now the EkoNiva-Student programme has provided scholarships to gifted students and post-graduates of the Russian higher schools of farming. Each year a contest is held for the best work in agricultural science.

This year there were more than the usual number of those wishing to distinguish themselves and struggle for the company's main prize – a scholarship of 6,000 rubles per month (paid over 5 months). One hundred thirty research works were submitted to the contest (107 in 2011) by 28 farming universities of Russia. The most works came from the state agrarian universities of Stavropol, Orel, Saratov, Kurgan and the Don State Agricultural University.

“Twenty-six works made it to the finals”, says Natalia Zvereva, coordinator of the EkoNiva-Student 2012 contest. “All the works proved to be really good, so it was hard to pick out just one”.

The finalists defended their works, touring the biggest dairy farm of the EkoNivaAgro Holding (Voronezh oblast). Its daily milk production exceeds 200 tonnes. Company specialists spoke about how their enterprises are faring and what technologies are employed. They also arranged an excursion to the animal raising facility.

Based on the results of the defence, evaluated by dedicated experts of EkoNiva-APK, ten recipients of the scholarship were singled out.

The winners shared their impressions with our newspaper and told us why

EkoNiva employs almost 3,000 people in agricultural production. Half of them are young specialists under 30 years old. Time has shown that the wager on the new generation is the right way to growth and development.

they decided to participate in the contest.



Sergey Fedorenko, winner in the Farm Mechanisation category (Altai State Agricultural University, 4th year student):

“My academic adviser urged me to take up the subject of how to refine the quality of fodder grain and improve its cleaning. I wished to tackle it more thoroughly in my competitive research work. It was

interesting to learn the production process of EkoNiva. I liked it very much indeed! I found much promise in this and plan to go to EkoNivaAgro after the graduation”.



Yulia Kobeleva, runner-up in the Animal Husbandry category (Kursk State Agricultural Academy, 5th year student):

“This is my second attempt to show myself at the contest. My work deals with the impact of new rationing on the milk yield and the cow's health before and after calving. In the research department, where investigations are carried out, everything proceeds in accordance with the Soviet era standards,

which goes against my grain. That's why I sought new approaches”.



Mikhail Zagorulko, runner-up in the Veterinarian Science category (Don State Agricultural University, 5th year student):

“My research concerns the prevention and treatment of mastitis by means of physiotherapy. Familiarisation with EkoNiva impressed me greatly. I haven't seen such companies before. So many young specialists work here! I'd like to become one of them”.

Vladimir Denshchikov, runner-up in the Agriculture, Agronomy, Crop Production category (Orel State Agricultural University, a post-graduate student):



“I spotted an announcement about the contest quite by chance. So I decided to try my hand at it. The extra stimulus was that I had never before participated in such contests with tours of farms. The expertise I gained is hard to overestimate! Here, in real life, we saw the new technologies and learned how the production is organised. For the sake of work at EkoNiva I am prepared to move to another region”.

By Yekaterina GALUSHKINA



Maslenitsa at its height

EkoNiva decided to remain true to the good old traditions and to bid farewell to the winter season by riotous dances, songs, and bizarre contests.

The burning of an effigy is a must in this fun-making. The rite was performed on the grounds of a new agricultural technology centre of EkoNiva-Technika in Detchino village (Kaluga oblast). Even though on this day the winter came up with a shower, the EkoNiva people had a great time, enjoying “rides on a broomstick” and contests in fast pancake eating.

EkoNiva-Chernozemye decided to celebrate the Maslenitsa in Olympic style, i.e. on the skating-rink. The main treat of the event was hot pancakes! Those who are not good enough at figure skating opted for funny relay races and Russian national games.

Even though winter demonstrated its reluctance to give up and go (the last days in central Russia brought in unprecedented snow storms) spring is near at hand. EkoNiva people believed that by this celebration they welcomed not only the coming of the spring, but also the pending agricultural season. Please God it would be successful for them all!

By Yulia SALKOVA



11 April. Seminar “Transition from minimal to zero-tillage technology”

Venue: Vengerovo village, Vengerovsky district, Novosibirsk oblast
Organisers: EkoNiva-Sibir LLC

18 April. Seminar “The use of the John Deere 1895 sower”

Venue: Cherepanovo village, Cherepanovsky district, Novosibirsk oblast
Organisers: EkoNiva-Sibir LLC

26 April. Demonstration of JCB telescopic loaders

Venue: Kemerovo city
Organisers: EkoNiva-Sibir LLC

April. 15th interregional specialised exhibition of agricultural equipment and modern farming technologies

Venue: Perm city
Organisers: Perm Territory Administration, Perm Fair, exhibition centre

April. Opening of a new servicing centre in the Vladimir oblast

Venue: Nagorny village, Petushinsky district
Organisers: Vladimir branch of EkoNiva-Technika

May. Opening of a dairy production plant in the Novosibirsk oblast

Venue: Paivino village, Maslyaninsky district
Organisers: Sibirskaya Niva LLC

May. Opening of a stockbreeding facility in the Voronezh oblast

Venue: Volchanskoye village, Kamensky district
Organisers: EkoNiva-Agro LLC

May. Exhibition and demonstration of farming equipment

Venue: Polens village, Ryazansky district, Ryazan oblast
Organisers: Ryazan branch of EkoNiva-Technika LLC

May. Opening of a stockbreeding facility in the Kaluga oblast

Venue: Bebelevo village, Ferzikovsky district
Organisers: Kaluzhskaya Niva LLC

24 May. Field Day in the Voronezh oblast

Venue: Zaluzhnoye village, Liskinsky district
Organisers: EkoNiva-Chernozemye LLC

8-12 June. Introductory trip to the Vaderstad facility

Venue: Vaderstad facility, Sweden
Organisers: EkoNivaTechnika-Holding LLC, Vaderstad Company

June. Field day in the Kaluga oblast

Venue: Opytnaya Stantsiya village, Peremyshl'sky district
Organisers: Kaluga oblast department of agriculture

June. Opening of a dealer centre in the Kaluga oblast

Venue: Detchino village, Maloyaroslavetsky district
Organisers: EkoNiva-Technika LLC

June. Demonstration of JCB and Schulte farm equipment

Venue: Oktyabr'sky village, Zuyev'sky district, Kirov oblast
Organisers: Kirov branch of EkoNiva-Tekhnika LLC

June. John Deere Field Day

Venue: Pustoshi village, Kimov'sky district, Tula oblast
Organisers: Tula branch of the EkoNiva-Technika LLC, John Deere



To download the electronic version of the journal scan the QR code

April.

Opening of a new servicing centre in the Vladimir oblast