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## THE FIRST VIRA FOR PAN KURCHAK

In 2005 the agriculture group «Pan Kurchak», well known at the Ukrainian market of poultry meat, incorporated «Vira-1» Llc. which deals with pork production.

## «NIBULON» – THREE IN ONE: PRODUCER, INVESTOR, TRADER

One of the most powerful enterprises of the agriculture sector of Ukraine. At the world market this company has a reputation of a beneficial and reliable business partner on supply of high quality crops.

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### Dear readers!

You are holding in your hands the first in 2008 year English digest «AGROPROFI» of the Ukrainian weekly of business information «AGROPROFI». English digest «AGROPROFI» will be published as «a newspaper in a newspaper» in a concise adapted for a foreign reader form in order to present the Ukrainian agricultural sector at the international forums, exhibitions, conferences, etc.

On the 15<sup>th</sup>-17<sup>th</sup> of January 2008 the newspaper representatives will participate in the annual International exhibition «AGROMEK-2008» held in Herning (Denmark) as a part of a business-delegation from Ukraine. Also this edition the representatives of publications will represent at the traditional International Green Week which will be held on the 18th-27th of January in Berlin (Germany).



## About healthy nourishing and nearest genetic kindred

**There should always be lard (salo) on the Ukrainian table. The expression «Ukrainian salo» sounds the same naturally as «Italian pizza», «German beer», «Russian vodka», because they are combined by the general notion – national product.**

TOO MUCH hyperbolized (especially in the anecdotes) Ukrainians' love for lard has its own historical background. It is considered that our, usually hard-working, grain nation is tired of permanent invasions of the nomads, who left no choice for us except breeding pigs. Invaders took the grain, hens, cows, but did not touch the pigs, because pork is forbidden for Muslims by the Koran. According to other beliefs, for example, in India and Iran, boar

is considered a sacred animal. Wild boar for North Europe is a symbol of selfless bravery; in Scandinavia it symbolizes fertility and crops.

According to the researches of the scientists, the closest genetic kin of the man is pig. They say that one time the scientists argued with politicians very much about who had to be sent into space before man for experiments – dogs or pigs. According to the energy balance, pork suits the most for digestion system of the man. As medics say, there is twice lesser cholesterol in lard than in the dairy butter.

Swine breeding is traditionally the most profitable and popular branch of cattle breeding in the world.

It is conditioned by the great fertility and fast growth rate of the

pig stock, not expensive food supply and keeping. And also, as it was mentioned above, excellent taste properties and nutritive value of the pork.

The man has been learning to optimize technological processes and reproduce the living conditions, typical for animals, in industrial scales, and thus, to use in full their genetic productivity. Intensive technologies of the commercial production gave the possibility last year to bring the amount of the pig stock in the world almost up to one milliard.

Swine breeding acquired predominant development in the regions of intensive agriculture and commercial recycling of the agricultural raw materials. There are a lot of technologies and methods

of the pork production in the world.

Among European producers Denmark, undoubtedly, occupies the leading positions in pork production and recycling. In this sense our producers paid attention to this country long ago, where while the population is 5 millions, 25 millions of pigs are kept. And thus according to those technologies accumulating of lard is not a priority, – the stake is on the meet – editorial staff «Agroprofi» decided to send its representatives to Denmark to the largest exhibition of mechanization of agriculture and cattle breeding «Agromek». As they say, to take a view of people and pigs. And to show ourselves, or better to say the agricultural complex of Ukraine.

## PERSONALITY

### ORGANIC AGRICULTURE IS THE FUTURE OF THE HEALTHY COUNTRY

It turns out that it is possible to achieve good results in arable farming without application of plants and mineral amendments safety measures. The Hero of Ukraine Semen Antonets tells us about a thirty-year experience in this domain.

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### HOW TO FIND «HANDY-ANDY» LAWYER

In terms of the severe competition simply entering the market is not enough. It is necessary to ensure legal security. Let's help our reader to enlist the legal support at the Ukrainian agricultural market

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### ONE OF THE BEST UKRAINIAN FARMS ... IN DENMARK

Ten years ago an entrepreneur Oleksandr Mostipan took on lease 500 hectares of land in order to go in swine rearing. Nowadays «Nyva Pereyaslavshchyny» is one of the most powerful enterprise of the sector.

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The aim of these measures is to demonstrate Ukraine to the world society as a powerful agricultural country by means of a business profile of mass media. The newspaper has its own Internet page: www.agroprofi.com.ua, at which the materials published in 2007, as well as English special edition, are given at free access.

We hope that the informational materials prepared by us will be useful for you and will facilitate to your business development.

Respectfully Yours,  
Editorial board  
of «Agroprofi»



## Ukraine-Denmark 2007-2008

**PARTNERSHIP** It will be the second time when a group of Ukrainian delegates of almost hundred of specialists representing the agrarian and industrial sector will pay a working visit to the Kingdom of Denmark on January 15-17, 2008 within the framework of the 33rd international exhibition AGROMEK-2008.

### Tetyana Shelkopyas

AMONG the representatives of the national delegation there are high-level officials headed by the deputies of the Minister of agrarian policy of Ukraine Ms. Valentina Zavalevska and Mr. Sergey Melnik, specialists of the respective ministry and regional state administrations, managers and representatives of large and middle agrarian companies, professional and public associations, scientists, journalists of the agrarian mass-media.

Last year the delegation which consisted of not less grand persons was headed by the Minister of agrarian policy of Ukraine Mr. Yuriy Melnyk within the framework of continuation of existent collaboration of Ukraine and Denmark in the agrarian sector. The program provided a visit to leading Danish agricultural enterprises, in particular the cheese factory where «Arla Foods» hard cheese is produced and the largest meat processing plant with the slaughter floor of the Danish Crown Group.

Our specialists learned the experience of world manufacturers of agricultural machines and equipment present-

ed on the exhibition of AGROMEK-2007, achievements in the development of agricultural ecotechnologies, in the live-stock breeding industry, novel technologies utilised in food processing industry. During the event negotiations were conducted with Mr. Hans Christian Schmidt, the Minister of food, agriculture and fishing of Denmark, with Mr. Peter Gemelke, the Chairman of the Danish Board of the Agricultural Council, with Mr. Peter Hansen, the Chairman of the standing organising committee of the exhibition «AGROMEK». In particular, the agreement was reached to invite Ukraine to the exhibition in 2008 and to provide the free stand of 30 square meters the subject of which would be «Investment perspectives of Ukraine». Also Ukrainians took part in seminar dedicated to perspectives of the Ukrainian-Danish collaboration in the agrarian sector.

This visit and attained previous arrangements preceded the official visit of the President of Ukraine, Victor Yushchenko, to Denmark on March 15-16 last year and signing the Memorandum between the Ministry of Agrarian Policy of Ukraine and the

Ministry of Food, Agriculture and Fishing of the Kingdom of Denmark about economic, scientific and technical collaboration in the agricultural and food processing industry. Mr. Yuriy Melnyk on the part of Ukraine and Mr. Hans Christian Schmidt on the part of Denmark signed the Memorandum.

Mr. Victor Yushchenko, the President of Ukraine, also met with the Prince of Denmark Joachim who confirmed the willingness to visit our country again at the head of delegation of business representatives. The royal descendant is the specialist in the agroindustrial sphere and personally takes care of the problems in the agricultural sector in the country. His previous visit as the member of the Danish business delegation took place in September 2006.

In the economy of both countries the agrarian complex is the key sector that provides stable social and economic status of the country and food safety. It should be noted that in 2006 the turnover of the international trade between Ukraine and Denmark reached almost \$33,4 millions, where an import share made \$28,2 millions. As for as the import concerns, it is living ani-



**agromek**  
January 2008

mals, fish, cancrroid shellfishes, ready and canned products made of fish and crustaceans, margarine, corn and breadstuffs and other food products were mostly imported. If compared with 2005, export increased to \$5,2 millions that makes 22% due to exportation of oil, vegetable raw material, nuts and citron.

For 11 months of 2007 the turnover of agricultural products between Ukraine and Denmark made \$35,2 millions where the export from Ukraine made \$3 millions, and the import is \$32,2 millions. Among exported products there are mainly fruit and vegetable cultures, nuts and citron, leftovers and waste products of food industry. Yet another products imported were fish, crustaceans, shellfishes, margarine and other food products.

The program of the present visit also promises to be interesting and rich in content. It provides for business meetings at high level with the specialists of the Agricultural Council of Denmark, Danish food and veterinary science administration, the executive of the organising committee of AGROMEK. This time the work at the exhibition will last all the working day as long as the organisers thereof promise an increase in the number of participants and interesting developments both those that have been successfully implemented in the world and those that are being under implementation now. About all of that and also about the work and experience of leading Danish agricultural companies the readers will find our reports in our issues all over the year.

## The first Vira for Pan Kurchak

**DEVELOPMENT** More and more companies at the Ukrainian market realize that the niche specialism is good, of course, but the broad range of activity is a greater cash cycle and a confident stability at the market. Thus, in 2005 the agriculture group «Pan Kurchak» (Mr.Chicken) incorporated the limited liability company «Vira-1» (Faith).

**The agriculture group «Pan Kurchak»** is well known at the Ukrainian market of poultry meat by means of the same-name trademark. The company started its successful activity in 2001, having reconstructed the poultry complex in Gubin village, Lokachyn's'kyi district, Volyn' region. Nowadays 6 similar complexes are being operated in Ukraine.

«Vira-1» LLC. deals with breeding and realization of meat breed pigs in a live weight. Nowadays the company owns two complexes: fattening complex and pedigree reproductive farm.

The fattening complex with a capacity of 7500 heads of pigs at a simultaneous seat is situated in Mulyanovichy village, Turiyski district, Volyn' region, where pigs with a weight 28-110 kgs are kept. From here the farm stock is sold to a packer «SMP» LLC. in Novovolyn's'k, Volyn' region, which is also incorporated into the agriculture group «Pan Kurchak».

In the result of a crossover of the line of big white pigs with landrace pigs a high level of stockiness is achieved, and due to the specific program of fat-

tening feed, produced from natural crops, meat is free of chemical additives and has very good taste.

The pedigree reproductive farm is estimated for a capacity of 1300 breeding sows. Breeding flock was delivered from the specialized farms of England and Check Republic. The enterprise is situated in Radoshyn village, Kovel's'kyi district, Volyn' region. At the farm the genetic lines are maintained, rotation of sows is carried out: older sows are exchanged for younger, born at the farm already. There are laboratory, sow house, insemination room and farrowing quarters. Insemination is carried out artificially. Newly born farrows pass through excommunication and selection stages. Upon reaching the weight of 28 kgs pigs are delivered to the fattening farm — 520-560 heads weekly.

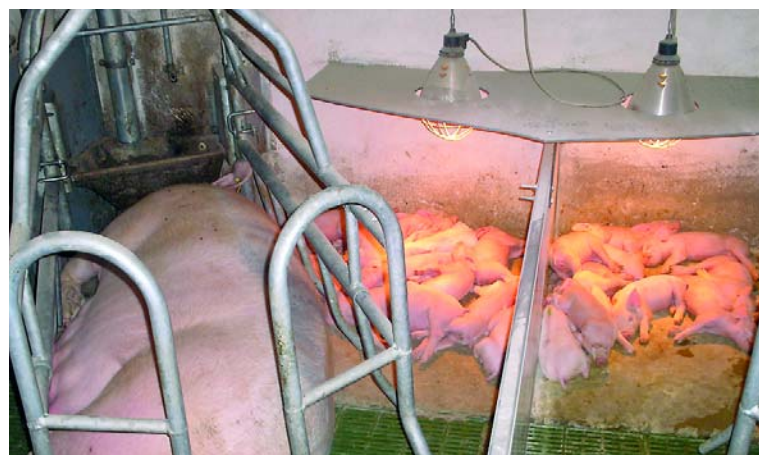
«Vira-1» LLC. has a status of a pedigree reproductive farm. Breeding flock of the enterprise is included into the state pedigree registry.

Both farms are equipped with modern facilities produced by the Danish-Polish enterprise Terraexim-

Agroimpex and meet the European requirements. The highly qualified workers, who work at the farms, had training practice at the similar European farms.

Now 66 people are employed by the enterprise. The average salary makes up UAH2000, and it is rather high figure for the agriculture sector of Ukraine.

Here they do not stop: in 2008 a construction of a modern complex of pedigree reproductive farm with a capacity of 2500 sows will be started. The complex's operation is planned to be started in the second half of 2009. Thus, may be in the nearest future «Pan Kurchak» will find its second Vira.



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## «NIBULON» – three in one: producer, investor, trader



«NIBULON's» transshipment terminal in Nikolaev

**LEADER**  The leading national agricultural producer, investor, and grain trader, «NIBULON» belongs to the top ten of the largest companies in Ukrainian agricultural complex. The Company has irreproachable image in the world market as perspective and reliable partner in supplying high-quality grains.

NIBULON Agricultural Limited Liability Company has vertically integrated structure and performs growing grains and oilseeds, storage and shipment thereof through own transshipment terminal in Nikolaev with an access to the Black Sea. Today, this is the most powerful in Europe, high-technology complex with total grain storage capacity 133 thousand tons (TMT), capable of daily processing and shipment of 20-25 TMT. The terminal was officially distinguished as the best industrial facility of 2004 in Ukraine, and since that time it became kind of a «business card» of «NIBULON» and Nikolaev city, as well as of Ukraine in the world.

«NIBULON» LTD is coeval of independent Ukraine. During the 16 years of work, the Company acquired status of national agricultural producer, investor, and grain trader, and entered the top ten of the most influential operators of the market for grains and oilseeds. This success was reached by the Company due to wise business strategy, implementation of state-of-art agricultural technologies, as well as professional team of employees trained by the Company itself.

Today, the Company's network of branches includes 24 units located in eight regions of Ukraine: Vinnytsa, Lugansk, Nikolaev, Poltava,

Kharkiv, Khmelnytskyi, Cherkassy regions, and since fall 2007 – also in Sumy region. More than 15 thousand land-owners trust the Company, which leases and cultivates over 70 thousand hectares of land.

The Company's philosophy is honest and transparent business, the mission whereof is to strengthen the economic potential of Ukraine, to worthily represents it in the world as a powerful agrarian country. In order to guarantee quality of grains at the level of world standards, it is necessary to ensure high merchantable conditions of the products. For this reason, «NIBULON» annually constructs in the above-mentioned regions of Ukraine new elevator complexes with storage capacities 30-60 TMT each, equipped with full complexes of laboratory, cleaning, drying equipment and shipment equipment manufactured by «Mathews Company», «SCAFCO Corporation» (USA), «Cimbria Unigrain A/S», «A/S J.C. Lokkes Maskinfabrik», «SIMATEK A/S» (Denmark), «FOSS ANALYTICAL AB» (Sweden), «AGCO GmbH», «CLAAS Gruppe», «Lemken GmbH & Co. KG» (Germany), «Perten Instruments AB» (Denmark), «Chopin» (France), «Dickey-John Products» (USA), «Elevatormash» (Russia). The strategy of «NIBULON», aimed at bringing storage capacities

closer to production capacities, not only ensures the Company's growth, but also provides small and middle-sized agrarian farms in the regions with European-quality services of intake and storage of grains.

«NIBULON» LTD is national investor, whose investments in agriculture exceeded 1 billion UAH (over USD 200 mln). During three last marketing years, the Company continually holds the 1st place among Ukrainian grain exporters; the Company's work has been rewarded by Ukrainian Ministry of Agriculture with Diplomas in the nomination «Grain Trader of the Year». In 2006/07 MY, the total volume of agricultural products transshipment through NIBULON's terminal in Nikolaev exceeded 1,7 million tons. In the world market, the Company sells grains to the countries of Europe, Africa, and South-East Asia.

At all times of the Company's work, «NIBULON» has strongly demonstrated that the future of Ukrainian country shall be developed by the young people. There are 2 500 employees of the average age of 29 working at the Company. The Company willingly provides internships in its subdivisions to students, most of whom are thereafter employed with the Company. Training of own personnel is one of the

factors of success, the Company's General Director Oleksiy Vadaturskyi believes; thus, the young specialists receive here confidence and possibilities of self-actualization and career growth.

Among the rest of the agrarian companies, «NIBULON» LTD is distinguished with its systematic care of the social responsibility for the regions where the Company carries out business. The funds are regularly allocated to acquiring medical equipment for health-care institutions, to computerization of schools, gasification of rural communities, tracking roads, repairing premises of social and cultural designation. This allows formation of state-of-art infrastructure in rural area and encouraging people to live and work in agricultural sector.

The state highly valued work of the Company and its General Director. In November 2007, Oleksiy Vadaturskyi was rewarded with the highest state award – the title of the Hero of Ukraine for outstanding personal contribution to strengthening the potential of agricultural complex, organization and ensuring of sustainable high performance in agricultural production, and development of social sphere. Henceforth, both the Company and its General Director will face even stronger requirements and demands. But NIBULON's team is ready for that and looks ahead with confidence. ■

### Business news of agricultural country



**Artem Zhitkov**

A TEN-MINUTE morning day to day program «The Agrarian Country» on the First National channel is a program which is to be a start of a day of each professional agrarian. It will give a possibility to receive concise formulae and forecasts, analysis of figures and tendencies, as well as regulatory state's policy, useful information on new prospective approaches in agrarian production and procession within a short period of your precious time.

Information is given dynamically and aggressively. This is a project of the «ESGgroup» companies, assured leader of business TV information market.

Program's masters, Viktoriya Evtushina and Kostyantyn Mel'nyk, inform about the world markets state, report on data from agrarian stock markets, give forecast concerning harvest. Reviewed are financial services markets, seed material, fuel and feeding prices. Leading experts of the sector are often guests of the program.

Every Saturday a half an hour overall program is shown at 14.10. One of the program's blocks is the agrarian business press review. A viewer may find out about the most interesting materials published in a fresh issue of a weekly publication of business information of «Agroprofi» newspaper.



## Ice-cream will also have association therefor

AN ASSOCIATION of the Ukrainian producers «Ice-cream and frozen products» — public union, which 33 organizations enter in the complement of. It enterprises are producers of ice-cream and frozen products in Ukraine, and also enterprises of concomitant industries: producers of glaze, filler, refrigeration equipment, packing. In addition, scientific establishments enter in the complement of Association: National university of food technologies, Odessa national academy of food technologies, Kyiv national university of trade and economics, Donetsk national university of economics and trade after M.Tugan-Baranovsky, Odessa state academy of refrigeration, Kyiv national university of culture and arts.

An association protects rights and interests of the Ukrainian producers, assists development of production of ice-cream, frozen products and industry of cold, carries out informative support of enterprises, develops mutually beneficial external economic relations, strengthens scientifically is production potential of enterprises.

The association «Ukrainian ice-cream and frozen products» developed three state standards on an ice-cream:

— DSTU «Milk ice, ice-cream and plombir. General specifications»;

— DSTU «Ice-cream with the combined raw material formulations. General specifications»;

— DSTU «Ice-cream of fruit-berry, aromatized, shcherbet, ice. General specifications».

Annually, in eve a season, Association conducts the International specialized exhibitions the «World of ice-cream and cold» & «Dairy and meat industry of XXI age». Gives out a magazine «The World of ice-cream and cold». The association «Ukrainian ice-cream and frozen products», at support of Ministry of agrarian policy of Ukraine and other structures, annually conducts on Khreshchatik street the Allukrainian festival of ice-cream, timed to the day of defence of children.



## Drygalo™ – healthy frozen products

**Based in Bila Tserkva, the 'Drygalo Private Company' is one of the national leading manufacturers of frozen fast-food products.**

AT PRESENT the company expands rapidly making an effective use of its own capacities. 140 company products are known under various brands, nearly one-third of them are fast-food meat products, 12%-fish products and 8% — vegetable goods. The production technology ensures fine processing of meat, all the frozen products are made without any additives. The geography of our sales encompasses all regions of Ukraine and is going to expand to the CIS countries and further overseas.

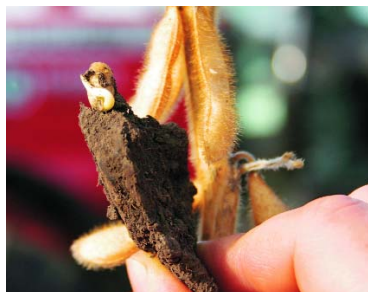
The 'Drygalo Private Company' was the first among the Ukrainian frozen fast-food producers to obtain the certificates of correspondence to State Standards and Technical Conditions (DSTU) ISO 9001:2001 MC ISO 22000-2005 for the product quality and safety control systems pursuant to DSTU ISO 9001:2001, ISO 22000-2005.

In the course of its successful activities the Drygalo™ received numerous awards and distinctions. The company participated in the VII International Exhibition of Foods and Beverages held in 2002, as well as in international exhibitions «Cold/Ice-cream and Frozen Foods» in 2003-2004-2005, where it was granted the highest awards, namely, Grand-Prix, gold and silver medals. In 2002 and 2003 it was the winner of the national contest «The Highest Probe». The «Gold Fortune» International Academic Rating noted the high quality of the company products and awarded the company with gold and silver medals and diploma of quality.

In 2004 the Drygalo™ was the finalist, and in 2005 — the laureate of the national contest «100 Best Products of Ukraine». It received 2 Grand-Prix at the «Ukrmasomolprom 2004» (Ukrainian Meat and Dairy Industry) exhibition, the gold and the silver medals for the results of the tasting contest. In 2005, the

Drygalo™ was awarded the titles of the «Golden Trade Mark» and the «Favourite of Success», as well as two medals at the exhibition «Cold/Ice-cream and Frozen Foods». In May 2004, for a significant contribution to the process of economic restructuring in Ukraine, for special merits to the Ukrainian people and the Ukrainian Orthodox Christian Church, and for charity activity Liudmyla Drygalo was awarded the Order of Saint Anna, 4th degree. In December 2003, the Ukrainian People's Embassy awarded Liudmyla Drygalo with the Order of Saint Nickolas the Miracle-Worker, 3rd and 4th degree for her charity aid to Ukrainian blind children. In early September, 2004, Liudmyla Drygalo received a government award — the Order «For Services», 3rd degree. Also, in 2004, the Drygalo™ was recognized as the «Best Trade Mark» and received the Order «Public Recognition».

In October, the Drygalo Company took part in the tasting contest for the rating in the industry — the «Best Producer of the Year», held by the Ukrainian State Department of Food. The company was represented by 5 various frozen foods and each of them received the highest tasting award — the «Gold Star of Quality».



## Attention to soy

ASSOCIATION «Ukrainian association of producers and processors of soy» was created in 2003.

For the period from 2003 to 2007 soy sowing in Ukraine was multiplied from 189 thousand of hectares to 570 thousand of hectares, in 2003 were produced 200 thousand of tons, in 2007 — 690 thousand of tons, an export was multiplied from 7 thousand of tons to 266 thousand of tons. 3400 of economies took part in soy sowing in Ukraine.

It is foreseen to sow 650 thousands of hectares in 2008 and to lead sowing to 850 thousand of hectares in 2010.

It was created the program of development of soy sowing to 1,5 thousand of hectares in 2015 and production of soy — to 2,5 million of tons.



### ■ TURN-KEY FARMS:

Designing of dairy farms;  
Reconstruction of farms;  
Constructions of new farms.

### ■ OUR SERVICES:

Installation and adjustment of dairy and refrigerating equipment;  
Designing and manufacture of made-to-order equipment;  
Training of personnel and maintenance of equipment.

### ■ WE GUARANTEE:

Delivery of equipment within the shortest time;  
High-quality installation and adjustment of equipment;  
Prompt delivery and changing of spare parts;  
Scheduled maintenance of equipment providing changing of failed units and consumables.

### ■ WE MANUFACTURE AND SELL:

Milking parlours UDT-8 i UDYA-16;  
Milk delivery lines UDM-50, UDM-100, UMD-200;  
Milking machines for milking at summer camps UDL-12 and at pastures UDP-8;  
Milking machines for milking in buckets UDB-100;  
Feed distributors KRS-15L i RKK 100;  
Manure conveyors TSN-3.OB, USG-3, USG-4 (delta flipper);  
Sets of unified units and assembles for milking equipment;  
Stall machinery and labor saving devices;  
Containers for storing and cooling of milk with the capacity from 600 to 2500 litres;  
Milking machines for farms UID-10, UID-10C, UID-20.

### Open Joint-Stock Company «BRATSLAV»

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## Semen Antonets:

# Organic agriculture is the future of the healthy country

### HERO OF UKRAINE

#### THE MONOLOGUE OF AN ENTHUSIASTIC PERSON

#### How many millions does Ukraine need?

— NOWADAYS it is not rather difficult to gather the high crops with the intensive technologies. There is a non-moldboard cultivation, suitable pesticides and mineral fertilizers, technical means for gathering and storage. Thanks to our natural potential, estimated, Ukraine is able to even produce 100 mln. tons grain per year. I do not condemn business and do not try to blame anybody connected with it in anything. These are for sure very talented people, who succeeded to create big and potent farms, that subdue 50-100 thousand hectares of land. If to let the capital, it can grow these 100 mln. But a question appears — «What for?» I think that Ukraine do not have such a need at the moment.

And what does a person really need? One needs fresh air, water and food. Growing intensively corn or rape seed for technical means — biodiesel and others, is one thing and I completely agree with this. But for food a fresh, clean and all natural product is needed. The vegetables that are the source of vitamins for human beings are grown with pesticides. Is there nobody to weed a tomato? We still have unemployment!

#### The humans health stands high

— I CAN TELL that an organic agriculture requires more knowledge, more challenges, more human labor. But we are under the pressure of a powerful lot of money. They say that money is an evil, but when you are at the supermarket, you always have a lack of them. But let us understand what do we pay for? We want to have the highest profit, and at the same time we neglect our own health. The civilized society is to provide people with clean and fresh food.

We talk so much about the well being. But we still don't know what we wish to get in the end. Talking about the welfare of a human being, the health should be foremost.

#### Hand work connected to the profit

— WE HAVE been in the farming for 30 years and during all this time

### BASIC RECORD



#### ANTONETS

##### Semen Svyrydonovych

The date of birth — August 20, 1935, the place of birth — village Antonovka, Reshetilivsky district, Poltava region. Graduated from Poltava agricultural institute (1962), the specialty — zootechnician. 1975 — appointment to the position of the head of the collective farm named after Ordzhonikidze, that was reorganized into CJSC «Obriy» in 1992. The founder of a private company «Agroekologiya» in the village Mykchailky, Shyshatsky district, Poltava Region.

The honorary academician of Academy of Sciences of Ukraine, the full-fledged member of Academy of Ecological Science of Ukraine. Received such awards as «Hero of Socialist Labour» (1991), «Hero of Ukraine» (1999). «Yaroslav Mudry» medal, the award of the European Business Assembly (Oxford, England).

we do not plow and do not use chemicals, we haven't been using mineral fertilizers. An average crop yield for grain last year (that was extremely negative and dry) was 47 centner per hectare, the result for winter wheat was 62 centner per hectare, for barley — 33 centner per hectare and as a rule this figure is about 48 centner per hectare; a good crop of buckwheat is 20 centner per hectare and this year we got 17 centner per hectare. The plant product, that we produce mainly is used for livestock farming. We receive maybe the most clean and quality milk in the country. The yield per cow is about 6 thousand liters of milk, and we have 1700 of them. Every year we sell 700 tons of beef, 7 thousand tons of milk — and all this amount is a clean product without any stimulant fertilizers. Yes, we have more hand work. But we receive a comfortable income. We take care about people. We constantly construct anything. At the very moment we build the second church.

#### A worm as a symbol of fertility

— PEOPLE constantly come here to learn something from us, but mostly they are foreigners. The land that is not treated with any chemicals exists naturally and there is a biota there. Everybody likes it. But I tell everybody that you have just heard about organic agriculture. But the main thing that should be understood — is to change you attitude to the nature and even to yourself.

Two years ago we were glad to host a family of farmers from Denmark, last year 37 farmers from Australia were our visitors, later scientists from the USA visited us, this year — the farmers from Bosnia, who wish to launch the organic agriculture at home. I always offer our visitors to visit the fields. I have a small spade in my car and everybody who wishes can try to dig. I dig once and see an earthworm, then I dig once more and see another earthworm. After the fifth try nobody has any questions. And let's try to find at least one worm in the fields that are treated with the chemicals...

#### Science for farmers

— AT THE TIME when the USSR existed, with the initiative of a former Minister of Agriculture — Yuri Karasik we built a research and development centre for about 30 people. At the moment it is empty. We are ready to renew or to start the research and different kinds of scientific innovations and so on, in order to expand the experience of organic agriculture. It has a very promising future and if we do not want to lose the most important of our treasures — the land and also people. In the matter of fact, when V. Dokuchaev (*Ukrainian scientist, who studied sites (1846-1903) — editor's note*) made the analysis of the sites in our zone the level of humus was about 10-12%. At the moment an average level for the farm is 5,1% of humus. For some farms this figure is about 2-2,6%, but there are those, where the situ-

ation is even worse. It means that here, in Ukraine we act like careless users of land, but like the farmers are to.

#### The party is not against — God, help us!

— IN 1975 I WAS appointed the head of the collective farm named after Ordzhonikidze, which accounted 3.5 thousand hectares of land. The ideas about boardless site treatment were extremely popular in our former country. On the so called «Virgin soil» it had been used since mid sixties. There were different kinds of equipment for farming, blade cultivators. I liked this method. Even when I was a child I noticed that at the edges of the field the plants are stronger and survive even in drought and severe frosts. I came «from the party» that is why nobody made us any kind of have any obstacles and we started practicing boardless site treatment. First we only examined the organic farming. And the base point in practicing it was the moment, when I saw injuries on the hands of a worker who mixed the chemicals for site treatment. Soon after this we refused using harmful chemicals.

The structure of the area under crops were not changed. Six years ago we joined the completely ruined land of the neighboring farm, so at the moment we have 8 thousand hectares. All the machinery belong to us — tractors, seeding-machines, blade cultivators, but we haven't been using them for some time.

#### Green manure crops that will save the land

— FOR EXAMPLE, we have a poor field. It should be renovated. The best way is to use everlasting crops. For example cock's-head — this «bean miracle», which we have been using for about 18 years. So, with barley, which does not let the field weeds to we plant the cock's-head. Then, when the barley is harvested the cock's-head grows further. If the weather allows we mow it in autumn, if it does not — it stays during the winter also. In the next year it thrives and we mow it for haylage. In autumn it flowers and stays for winter again. In spring the grows continues. Then, and this is already the third year, somewhere in June we treat the field with disk tiller and mix. The most important thing is that the created in such a

way «bed» had enough time to digest, before we plant in the mid September the winter wheat. That is the engaged plough-land. The scientists has come to the conclusion that during three years 400 kg of nitrogen is generated on one hectare. So, it is possible to say, that the cock's-head is the way to solve the problem with nitrogen..

Another green manure crop for sophisticated sites is vetch and oats, which is planted when vetch is flowering. And the third one is buckwheat.

The reason of green manure crops they «pull» potassium and phosphorus from the depth of land with their roots. Buckwheat is unique for this purpose, because it enables an access to these minerals for other plants.

One more important moment which is discussed all the time, — it doesn't matter how many mineral fertilizers we use, anyway we do not provide carbon to the site. In such case the nutritious remnants are the source of it. And it is not all. When we use new green mass, the moisture is preserved in the site and thanks to it the biota is formed. With the presence of moisture green plants are covered with mold, which is spores which use nitrogen from the air and site is enriched with nitrogen.

From agronomical point of view the organic farming is extremely complicated. For example, the greatest problem with a wheat is beating-down, because we cannot predict the quantity of nitrogen. That is why the constant analysis of the fields should be executed and it is not easy. The usage of any kind of the green manure crops depends on many factors — the structure of the site, predecessors, the terms of planting and so on.

For example the buckwheat plough-land is very interesting. We plant buckwheat (60 kg per hectare), it flowers in June and on the ground there are already drops, which allow it to grow and flower again in autumn. We repeat the procedure twice again but the winter wheat is planted already on mulch.

**P.S.** — WITHOUT any doubt, if we had changed to the intensive agricultural technologies, our income would have been greater. But I am sure the organic agriculture has a promising future in a healthy country. ■

Prepared by Tetyana Shelkopyas



# Self-organization is a pledge of a successful business

«Help yourself» is a good slogan for agriculture manufacturers who don't get used to waiting for a manna from heaven. These very people, business-like and independent, established in February 2001 the All Ukrainian Union of agricultural enterprises (AUUAE), having reformed the All Ukrainian Council of collective agricultural enterprises, established in 1992.

The AUUAE unites large manufacturing enterprises. The Organization is non-state and non-profit-making; it is formed on a voluntary basis. Essentially it is the equivalent to powerful professional influential organizations which exist in many developed countries of the world.

Oleksandr Borovyk heads the AUUAE; he is, being a director of an agricultural firm «Avangard-A», (Korops'kyi district, Chernigiv region), a good organization man, experienced manager, famous public figure, Hero of socialist Labour, Hero of Ukraine. The first AUUAE head's deputies are Vasyl' Yaroshovets – the President of the National Association of agricultural trade houses of Ukraine, and Yuriy Karasyk – the honorary member of the UAAS, head of the board of the National Organization on pedigree in animal agriculture «Ukrplem-obiednannya». Elected deputies are Anatoliy Kryvoruchko – the Hero of Ukraine, director of «Agrofirma «Novyi shlyakh» agricultural limited liability company, Mykola Panasyuk – a director of agricultural cooperative society of private shareholders, Vasyl' Petrynyuk – the Hero of Ukraine, director of «Start» LLC and Volodymyr Protsenko – founder of agro-industrial concern «Kolos»



Vasyl' YAROSHOVETS, Oleksandr BOROVYK and Volodymyr PROTSENKO

The supreme governing body of the AUUAE is the conference. It approves the statutory documentation and elects the governing body – Board, to which the regions on the basis of equality principles recommend two of their representatives. All these people are famous agrarians of the country, scientists, business-structures and agricultural enterprises representatives.

Regional organizations established about 14 thousand of farmsteads from 490 rural districts, 24 regions and the Autonomous Republic of the Crimea. The governing bodies include 15 thousand of manufacturers.

## Aspirations and goals

THE MAIN goal of the AUUAE is integration of efforts of large

agricultural enterprises in order to increment the production output, to improve the production quality, to create advantageous life and work conditions for rural people.

The AUUAE also will facilitate comprehensively to completion of reforms in the agricultural sector, in order to establish new agricultural structures on the basis of a private ownership of land and property. Another task is to provide with legal guarantees the Union members' activity, to represent their interests in the legislative and state authorities and public organizations. Important is the activity on attraction of investments, assistance in rural infrastructure development, comprehensive informational provision of

manufacturers. And, of course, they plan to carry out a great work on implementation of scientific-technical achievements, progressive forms of work and manufacture organization.

Upon deepening of the administrative reform certain functions of the state authorities will be transferred step by step to the self-government organizations, thus, the prospects of the All Ukrainian Union of agricultural enterprises are great.

But till that time this non-state organization will actively participate in the legislative activity, development and realization of state programs. In so much as the real needs of a village are known better to the professionals and practicing manufacturers.

## Patriarch of Ukrainian fields

THIS person became legendary while alive. On the 3rd of January 57 years turned since Volodymyr Antonovych Plutyns'kyi is being in charge of a farmstead «Zorya» in Rivne region. It's not only the Ukrainian but the world record.

Volodymyr Antonovych still has a lot of plans and dreams. «I need three years», he told. This very time the farmstead «Zorya» requires in order to become even richer and even more modern. And afterwards, he thinks, it will be possible for him to take a rest. But it's almost unbelievable that this person will be able to leave his farmstead. He is one of those possessed people who never leave their lifework just for the hell of it. The farmstead

«Zorya» for him is the same as his own child, brought up, cared of, in order to illumine the whole picturesque Rivne region.

Thus, he has a number of state awards, but which award can shine more than a grateful shine in the eyes of his workers and home-folks?

«If I worked only for myself I would be a millionaire already», Volodymyr Antonovych said. And it is difficult for us even to imagine this person not thinking about the others. He just can't otherwise. He can do a lot, but for people.

Work, Volodymyr Antonovych, make a dream come true. We are sure that your farmstead «Zorya» will shine even more.



**Notice:** Volodymyr Plutyns'kyi. The honorary head of the closed joint-stock company «Agricultural-industrial Corporation «Zorya». Corresponding member of the International professional academy (UNESCO), honorary member of the Ukrainian academy of agricultural science. Two times hero of the socialist labour, Honored worker of agriculture of Ukraine. He is three times chevalier of the Order of Lenin. He was elected as a deputy of the Verkhovna Rada of the USSR of 7-11 callings, as the people's deputy of the USSR. Since 1998 till 2006 he was the people's deputy of Ukraine.

## Eugenia Ruzhentseva

SOME investors engage their internal legal professionals, ask for an assistance local partners and friends, others prefer to cooperate with local legal practice. Leading figures of agribusiness are not the exception in this situation and choose the last option more frequently.

Thus we decided to simplify things down for those, who plan to sweep Ukrainian agricultural space or those, who desire to help their foreign colleagues in this brave intention, and so we present you several Ukrainian law firms.

When speaking about the benefits of foreigners' dealing with Ukrainian law firms, representatives of the last ones adduce several arguments. For instance, «AGA Partners» law firm managing partner **Aminat Suleymanova** is persuaded: for the international company which has its business activities in Ukraine cooperation with Ukrainian law firms would



Oleksander POLIVODSKY,  
«Sofiya» law firm director



Ihor SKYCHKO, «Lexnavigator»  
law firm general director

provide the maximum guarantee for the obtaining of highly professional legal services and advise based on wide experience and deep knowledge of Ukrainian legal system as well as international law.

**Olena Kibenko**, «Inyurpolis» law firm senior partner, agrees with Ms Suleymanova, however mentioning that international law firms are more suitable for servicing international business operations. Although, «if we will consider local business operations, we will most likely conclude that local law firms are more effective in that respect. They can provide adequate legal services in order to effectively introduce an investor to the local business environment», she considers.

«We very well understand the main risks for the business activity



# How to Find «Handy-Andy» Lawyer

WHILE ENTERING THE UKRAINIAN MARKET, IT IS HIGHLY RECOMMENDED FOR FOREIGN AGRARIANS TO ENLIST THE SUPPORT OF THE LOCAL LEGAL PRACTICE

**RESEARCH** During planning an expansion into the new country, foreign businessmen and investors first and foremost endeavor to ensure security in the legal sense. Nobody knows what risks foreign capital owners may face in the new state. Nevertheless, this problem can be solved in different ways.

in Ukraine, comparative difference in business and legal assistance, says **Olena Zaytseva** — senior lawyer of international law firm «Integrites». — Moreover, the representation of a company in the Ukrainian courts and other official bodies is more effective through the intermediary of Ukrainian law firm. But not so many law firms are able to render the whole range of the necessary legal services for agro-industrial sector, urging clients to involve several companies for a single transaction. It is very disadvantageous in time and money.»

The «**Aries**» law firm presented itself in Europe in 2003, having become a member of the strongest association of European law firms and attorneys at law Eurojuris. Due to the membership in the association the firm established contacts with the prominent law firms from Italy, France, Germany, England and other countries, for instance — «Studio Legale Bemdo», «Jean-David Guedj & Associates», «Matthew Arnold & Baldwin Solicitors».

«**Inyurpolis**» law firm does not fall behind, its lawyers deal with the

tration, receipt of work permit for a non-resident etc.).

Among others, «**Sofiya**» law firm does not render legal services for foreign clients all by itself. For this purpose the company cooperates with the partners abroad. Especially at present company built partnership in Great Britain (London) and Germany (Berlin and Hamburg), according to development of clients interest, company plans to develop partnership with other European countries.

«**Lawyer Group of Ukraine**» deals with the foreigners either directly, or through cooperating with the branch network. Basically it is referred to adjustment of disputes, legal support regarding land law and real estate, export-import operations, purchase and sale of assets and corporate rights.

Concerning perspectives, for example, «**Inyurpolis**» is faced to big and medium agribusiness. «In 2007 our law firm established a Registration Department that provides not only legal services, but a number of concomitant services as well, **Olena Kibenko** emphasizes. We propose to our clients the following spectrum of services on organization

and maintenance of business activity in Ukraine and abroad: «turnkey» registration of companies and subsidiaries; provision of registered office; search for office premises (provision of information about office premises for rent and/or sale in Kharkiv and assistance with organization of meetings and negotiations with landlords) etc».

And «**Lexnavigator**» general director **Ihor Skychko** does not divide clients neither by area features, no by industry sector. «We are ready for engagement regardless of client's location, he notes, and we protect our clients' interests regardless which segment of business needs help».

**NB** Law firms which provide legal service for Ukrainian agricultural enterprises\*



Oleg DAVIDENKO,  
«Aries» law firm managing partner



Aminat SULEYMANOVA, «AGA Partners»  
law firm managing partner



Olena KIBENKO, «Inyurpolis»  
law firm senior partner



Volodimir SHAHRAY,  
«Lawyer Group of Ukraine» director

Despite this sameness of views in support of «domestic producer», conditions and methods in legal assistance are different.

Thus, speaking about the work according to international standards, «AGA Partners» law firm advises clients on variety issues regarding international trade, international investment and international arbitration. International law is the field «AGA Partners» specialized in. An hourly rate basis is used for all kinds of the legal services except arbitration/litigation cases — for this a fixed or mixed fee is used. The major law practice of this company is related to agricultural business. The majority of their clients are grain traders from all over the world. (Ukraine, Russia, Kazakhstan, Switzerland, Israel, Egypt etc).

foreign clients for a long time. Cooperation may be formed on different foundations — often, as local legal advisers, they cooperate with a number of international law firms (Clifford Chance, BCToms, Baker & Mackenzie and others). Sometimes foreign clients come in direct contact with the company, either guided by recommendations of other law firms and business enterprises or through insight into publications and interviews of the firm's lawyers in renown business newspapers and journals and on the web-site. The company is proud to be a member of the Eurojuris International Network of Law Firms as well. Generally the company works on the basis of hourly rates, which are quite affordable and reasonable. Certain standard services have fixed prices (i.e. company regis-

Law firm	Clients, representatives of agriculture (which consented to disclosure)	Address Telephone/fax	E-mail, web site
 Lawyer Group of Ukraine	Information is not disclosed	Office 18, 80 Bogdana Khmelniitskogo Str., Kyiv, Ukraine, 01030. Phone: +38 (044) 581 32 11; +38 (044) 581 32 12	vladimir@advocate-group.com.ua www.advocate-group.com.ua
 Aries ltd	«Conglomerate group «Spyvdruzhnist» CJSC (Kyiv), «Dnipropetrovskiy oil-extractive plant» CJSC with foreign investments, «Monsanto Europe C.A.», «Besloten Vennootschap (PLLC) Tradepoint Holding B.V.» (Netherlands), «Ukrainian Exchange of oils» Ltd.	Office 3, 11/106 Komynterna Str., Kyiv, Ukraine, 01032 Phone: +38 (044) 239 98 99	info@aries.com.ua www.aries.com.ua
 Vasil Kisil & Partners	Cargill Ukraine Cheminova Pioneer Hi-Bred Switzerland S.A. Loture Du Pont de Nemours BNP Paribas BCV (Banque Cantonale Vaudoise)	17/52A, Bogdana Khmelniitskogo Str., Kyiv, Ukraine, 01030. Phone: +38 (044) 581 77 77 Fax: +38 (044) 581 77 70	vkp@vkp.kiev.ua www.kisilandpartners.com
 AGA Partners Law Firm	Kyiv office of GAFTA, «Lebedyns» CJSC, «Donagroimpex» CJSC, «Trade House «Pryvat» Ltd., «Lebedyn» (Ukraine) Ltd., Grainfields LLP (Great Britain), «Agromarket-Trade» CJSC, «Lebedynskiy Elevator» JSC, «Slavyanka» Ltd., «Calypso» Ltd., «International Commercial Union — Agro» Ltd. (Russia), UNITED GRAIN (SUISSE) S.A. (Switzerland)	11A, Nauki prosp., Kiev, Ukraine 03028 Phone: +38 (044) 206 06 75, +38 (044) 206 06 76; Phone/fax: +38 (044) 206 06 75	office@agalawyers.org www.agalawyers.org
 INYURPOLIS full-service law firm	Information is not disclosed	14A Skrypnyka Str., Kharkiv, Ukraine, 61057. office 210, 18/7 Kutuzova Str., Kyiv, Ukraine, 01133. Ph.: +38 (057) 714 06 26 Fax: +38 (057) 714 06 28 Phone/fax: +38 (044) 286 19 54	kharkiv@inyurpolis.com kyiv@inyurpolis.com www.inyurpolis.com
 KM Partners Law Firm	«Cargill», «Bunge», «Glenkor» and related enterprises, enterprises of «Lactalis» group, enterprises and projects of «Preparados Alimentisious SA» group, suppliers of the plant and seed ways of protection — «Syngenta, forage producers — «Kyiv Atlantic Ukraine», as well as «Thegra Ukraine», «Kraft» and others.	5-th floor, 5, Pankivska Str., Kiev, Ukraine, 01033. Phone: +38 (044) 490-71-97 Fax: +38 (044) 492-88-59	admin@kmp.kiev.ua www.kmp.kiev.ua
 Lexnavigator Law Firm	Information is not disclosed	97/37 Volodymyrska Str., Kyiv, Ukraine, 01033. 21G Yaroslaviv Val, Kyiv, Ukraine, 01034. Phone: +38 (044) 587 50 10; +38 (044) 235 88 36	info@lexnavigator.com www.lexnavigator.com
 Sofiya Law Firm	Information is not disclosed	Office 45, 10 Artema Str., Kyiv, Ukraine, 04053 Phone: +38 (044) 331 04 85 Phone/fax: +38 (044) 272 06 85	office@lawfirmsofiya.kiev.ua

\* The schedule is not a rating. Law firms are disposed in alphabetic order.



# One of the best ukrainian farms ... in Denmark

**Nataliya Tarchenko**

IN 1998 the entrepreneur took on lease 500 hectares of land. But business was not successful at the beginning and the breeding was just a dream for some period of time.

Nowadays «Nyva Pereyaslavshchyny» is a joint-stock Ukrainian-British venture with a closed production cycle. The total area of a farmstead makes up 10,17 thousand of hectares.

The Danish technology was taken as a basic one for the swine rearing. On 10 hectares a modern swine enterprise is situated. The complex's construction was started in summer 2005. And in May 2006 first farrowings took place already.

In the nearest future five similar complexes are planned to be constructed in Ukraine. In Zguriiv's'kyi district, Kyiv region a construction of the second farm with the same capacity is being carried out.

A self-cost of the meat production makes up less than UAH 5 per 1 kg of a live weight. The price of realization is UAH 9-10 per 1 kg. Constant customers are Kharkiv and Kremenchug meat packings, chain of Billa and Velyka Kyshenya supermarkets. Any additives are used while fattening. Only crops and vitamins together with minerals (3%).

**Sergiy Slyusarev, the deputy director on breeding, tells:**

— When was the first livestock delivered to your complex?

— In 2005, on the 13th of December, 650 replacement gilts were delivered (the main future flock) from Denmark. The second delivery — 350 gilts — happened in two months. Now we have 1200 sows.

— How long does it take to fatten one pig?

— In order to meet the standard which is 100 kgs, it takes 158 — 163

DREAM&REALITY. A word was the first. To be exact, an idea which turned on the heat for one person, Oleksandr Mostipan. He dreamt about swine rearing. The entrepreneur was impressed by the Danish experience: a country with a population of 5 million of people annually breeds 26 million of pigs.



days. Though certain animals have such genetics that they need only 145 days.

— How many farrows do you get annually from one sow?

— In average 28. It means 2,25 farrowings per year. About four of

them are cast out. With such indices our complex, which is estimated for 30 thousand of heads, can be led by us up to the level of 32 — 34 thousand.

— Tell us a bit about your employees.

— Modern equipment, good livestock at the farm is not a guarantee that the results will be also good. The main thing at such complexes is personnel. We have the formed main «core» which is made up from very qualified people and we esteem them

very much. There are only 12 of them, minimum 9 work every day. We implemented daily duties. As far as I know, in Denmark at 70% of farms there is no a night duty. Here, in Ukraine, it's more difficult for us, due to implementation of a brand new technology after 10 years of the stagnation period in animal agriculture.

— Is it possible for your complex to become a monopolist in Kyiv and its region?

— Well, we'd like to, of course. Moreover, we have our own butchering works and we can construct a processing complex of a closed type. We supply our production to Billa and Velyka Kyshenya supermarkets.

By the way, if you check the Danish ratings, our indices belong to the best ones. Average daily increase on fattening makes up 905 grams, on growing — 420 grams. Nowadays in Denmark one can notice a tendency of insignificant decrease of production, and in Ukraine vice versa, it is being increased. The same as in Belarus and Russia. Nowadays a lot of Danish managers train our staff.

— Equipment of which producers do you use at the complex?

— All from Danish companies. Heating — «Danfos». It provides with a stable temperature without drafts. Ventilation — «Skov», which fits our climatic conditions. All processes can be regulated by means of software «AgroSoft».

— And from where did you get the flock?

— The main flock supplier is «Danbred» company.

— What do you think about a prospect of our country to join the World Trade Organization?

— We are not afraid of, our farm will meet all the requirements, our production will correspond to all standards. Our meat will have its customer for sure. Except this, the country's joining to the WTO will save us from the bumf.

## Times change. Tastes stay



«КРЕМЕНЧУКМ'ЯСО»

«KREMENCHUKMYASO» Public Corporation is one of the leading meat-processing enterprise of Ukraine. The plant provides with meat production the chains of the largest national, Austrian and German supermarkets.

SINCE 1998 in Kremenchuk the trademark retail network under the name of «Myasna Lavka»

(Meat Shop) is being developed. Shops range reckons up to 4,5 thousand of items.

The trademark network shops peculiarity is 100 % representation of production of its own trademark «FARRO» as well as a sale of refrigerated meat and ready-to-cook food. Customers are also proposed a special program of a discount card service: discount cards, hot line service, corporative newspaper «Myasna Lavka».

Capacity of «Kremenchukmyaso» Public Corporation is estimated for provision of 50 tons of meat and 30 tons of sausage per shift. In 2008 the enterprise plans to invest into pro-

duction modernization EURO 5 million. Nowadays the enterprise produces 220 items of different sausage products, smoked and meat ready-to-cook food «FARRO». According to the old legend,

FARRO is a godly image in a form of a he-sheep, which brings welfare, prosperity and is a symbol of the Golden Age. This trademark is a symbol of a new century production, which includes high technological approach and accumulated knowledge and experience.

«Times change and we change together with them, but standards are eternal. FARRO. Meat standard».

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