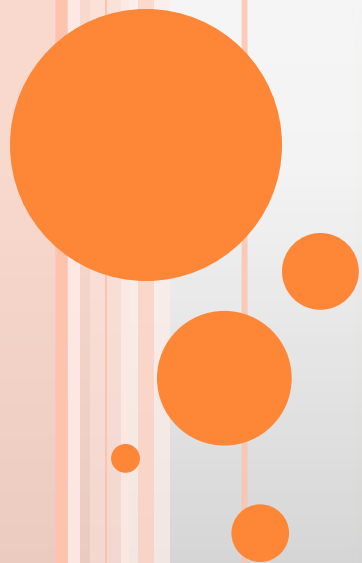
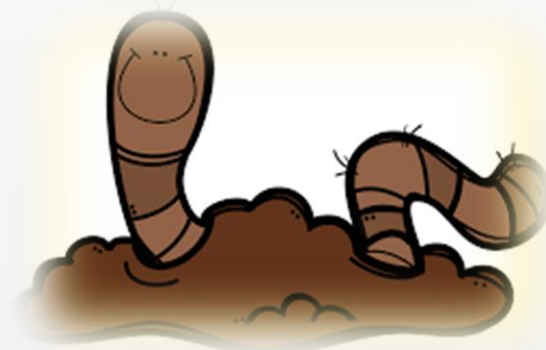




VOCATIONAL HIGH SCHOOL OF VETERINARY MEDICINE
„PROF. DR. GEORGI PAVLOV” DOBRICH, BULGARIA

Junior Brothers

Student mini-company
Dobrich, Bulgaria





Junior Brothers Ltd. is a Student Company created under the European Junior Achievement Program, which aims:

- **to educate students with entrepreneurial spirit;**
- **skills for managing small and medium-sized businesses;**
- **successful team leadership;**
- **accumulation and raising capital;**
- **creating business plan as well as goal setting/fulfillment;**
- **motivation of the working spirit.**





- The Student company is engaged in the production and marketing of
 - **Dry bio-fertilizer/compost from Red Californian worms;**
 - **Bio Aromatics from lavender;**
 - **Liquid organic fertilizer from Red Californian worms.**
- In practice, we carry out a closed production cycle, as the California worms main food is the manure collected from the school dairy farm, which is converted into organic compost at the end.
- Junior Brothers Ltd. has been running for a second year at school, under the guidance of **Mrs. Zhivka Raykova** - a teacher of Entrepreneurship & economics.



OUR TEAM



We are 15 members from 12th grade in the student mini-company.

Each company member owns one share of 10 leva (5 euro).

President, Marketing, Finance, Production and Consultant staff



DIMITAR ANDONOV
PRESIDENT



GABRIELA GOSPODINOVA
MARKETING



KARDELEN SINAN
FINANCE



MIROSLAV STOYANOV
PRODUCTION



TOLGA SALI
CONSULTANT



The Bussness Idea

Production of:



Dry biomass from
Red Californian
worms



Bio Aromatics
from lavender



Liquid organic
fertilizer from
Red Californian
worms

Production

Red Californian Worms Natural Fertilizer

We produce a very high quality organic compost with a moisture content of 45-50%, odorless and impurities.



The student company sells 2000 liters of biomass yearly. The cost per liter is BGN 0.20 (0.10 cents) and the market price is BGN 0.40 (0.20 cents). The total profit is 800 BGN (400 euro).

Red Californian worms were obtained at the University of California 65 years ago (in 1956). Adult worms are 5 to 8 cm long and red in colour. They can be raised anywhere in the world where the temperature is not lower than 0°C and not exceeding 40°C, the optimal temperature for their reproduction is 20 °C. Thanks to their fast reproduction cycle, the population doubles every 40 days. They consume a daily ration that matches their own weight, of which 55% is transformed into vermicompost.



CULTIVATION TECHNOLOGY FOR CALIFORNIA WORMS

- I. Eating
- II. Earthing
- III. Reproduction



Eating

- Every 18-20 days between the technological beds with California worms is placed 5-6 cm. food.
- It is not appropriate to feed the worms more often, because then the bio-humus is not homogeneous; there are impurities of unprocessed manure.
- However, if it is delayed after these 20 days, it is likely that the worms will leave the bed and escape due to the lack of food.

EARTHING



It is important for the worms to have good sunshine, so it is necessary to put a thicker layer of food (10-12 cm) in the last meal(November), which will protect the worms from freezing.

REPRODUCTION

- Due to high fertility and rapid population growth every 3-4 months, the number of beds is doubled.
- Separation of the worms from the beds is done by scraping the top layer and worms and moving them to a new bed. This is repeated 2-3 times, until the worms are completely removed. The humus is then removed from the beds, which are spread out to dry, sift, and stored in bags or in a pile in a **hopper**. The worms that remain in the old bed are spread evenly in it, then fed with 5-6 cm of fertilizer.

Technologically from one bed 350-450 liters of biohumus are produced. This biomass is several times better than any fertilizer. It contains all the necessary macro- and micronutrients for complete nutrition of plants, in optimal concentrations, with fast and slow (long-lasting) action.

The richness of microorganisms and enzymes makes it possible to break down toxic substances and toxicants in the soil.





Production

Liquid biofuel

From the Californian worm compost, we produce a liquid biofuel to stimulate the growth of all kinds of plants.



The liquid fertilizer is a concentrated extract of bio-fertilizer from Californian red worms with a characteristic smell of organic matter. The liquid fertilizer contributes to a well-developed root system, abundant flowering, saturated colors and strong flavors.



Production

Bio Aromatics from lavender



A natural flavor that drives away moths and other insects with a pleasant scent.





MARKET ENVIRONMENT

MARKET ANALYSIS



From market research we found that there is interest in the products we offer and we have already had revenue.

We have market niches in Dobrich and in Dobrich municipality.

Our main clients are:

- Agricultural producers;
- Florist shops;
- Wholesale and retail traders.





OUR MOTTO:

ALWAYS

SUCCESSFUL



THANK YOU FOR YOUR ATTENTION