

**Lessons from the Learning Trip
with the Dutch Dairy Actors**

Stanley & David



LF:

“So, what would you (guys) say are the key lessons that you are taking away from the Dutch dairy practice?”

DM

...In two simple words,
Optimization and Efficiency”

NAME	ORGANISATION	ROLE
<i>Frans Ettema</i>	PUM	Main Host
<i>Jaap de Vrij</i>	PUM	Co-host
<i>Halbe Klijnstra</i>	PUM	Co-host
<i>Gjalt De Haan</i>	De-Haan Contractors	Fodder Contractor
<i>Drs. Bertjan Westerlaan & Sasha</i>	Vetvice/Dierenarsten	Veterinary
<i>Richard Dijkstra</i>	For Farmers Hendrix	Feeds Advisory Supervisor
<i>Drs Jan Huslen</i>	Vetvice	Cow Signals Trainer
<i>Ferdinard Ettema</i>	Ferdinard's Farm	Farmer
<i>Catharinus Wierda</i>	Solidaridad	Int. Program Coordinator
<i>Rick Hoksbergen</i>	Alfa accountants	Accounts Advisor
<i>Rene Krijnsen</i>	Dairy Campus	Sales Manager
<i>Jan Zeinstra</i>	Farm	Farmer - silage making site
<i>Peter Bijen and Blikker</i>	Farm	Farmer
<i>Zijilstra Jelle</i>	Wangenigen UR	Professor

Dairy Consultants

The Friesian

- ✓ *The Dutch dairy practice.*
- ✓ *The Dutch dairy history and the changes with time*
- ✓ *The current dairy needs*
- ✓ *The Product offering - Friesian*
- ✓ **Reducing number of farms, with the number of cows reducing less proportionately: 116,000 (1970) & 17,000 (2012)**
- ✓ **Reducing acreages of grass with increasing acreages on fodder**
- ✓ **2% of farm processing milk, 98% farms not.**
- ✓ **Growth of intensive farms increasing hoof health problems**
- ✓ **Undivided attention to Dairy**



Learning from the Farmers

- ✓ *The Blikkers,*
- ✓ *Peter Bijeng*
- ✓ *Ferdinard Ettema*

- ✓ **Coordination of different consultants on the farm (vet, feeds, accountants, lab)**
- ✓ **Scheduling of routine dairy practices**
- ✓ **The place of preparation – Farmer & contractor, farmer and vet.**
- ✓ **The efficiency in silage making – 100 acres in 6 hours.**
- ✓ **The ‘current-ness’, accuracy and application of farm data**
- ✓ **Optimization – seeds, calves etc.**



**...from the Vet
Centre**

**Dierenartsen
Centrum**

In

Osterwolde

- ✓ **Efficiency at work: Three farms, 27 cows (treating, dehorning and pregnancy diagnosis) in 3 hours.**
- ✓ **A common base where the vet associates operate from, that combines - drug store, lab, office space.**
- ✓ **Contracts between farms and the vet centre, centralized charging that sent to the processor.**
- ✓ **Investing in modern vet equipment - shared resources.**

...from the Consultants and Services

- ✓ For Farmers
Hendrix
- ✓ *Alfa accountants*
- ✓ *De- Haan
Contractors*
- ✓ *others*

- ✓ Distinct yet Inter-
dependent.
- ✓ Transparency and
Accountability
- ✓ Loyalty & (yet)
Competitiveness
- ✓ Data sharing for win-win
- ✓ Position of the farmer
among supporting
consultants

Are we on top of things?

- ✓ *Adequate Fodder*
- ✓ *High Feed value*
- ✓ *Optimization - calves,*
- ✓ *Milk quality?*
- ✓ *Data-led management*



Who can we look up to?

*We have an
opportunity to
tap from
International
expertise: PUM,
Cow Signals, Int.
(SNV) Dairy
advisors + others*



A dense field of green grass with the text "Thank You" overlaid in the center.

Thank You