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

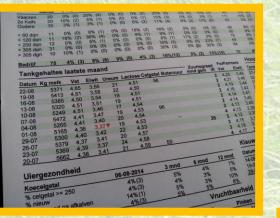
- ✓ For Farmers

  Hendrix
- ✓ Alfa accountants
- ✓ De- Haan Contractors
- ✓ others

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

#### OUR DAIRY - TOMORROW











# 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



