

Nyhedsklip:

Dairy Network – Meeting March 2014

*Network for owners and CEOs at
large scale dairy farms*



First meeting at Dan Eesti A/S, Estonia

9th – 11th March 2014

Subjects in the meeting

- Special and open barns under cold conditions. Design for optimized cow welfare and productivity.
- Benchmarking of economic figures. Proposal and decision.
- The economy in dairy production abroad related to Danish production.
- The sales of milk ex. to Valio in Finland
- Milk Source – How do they manage to expand to more than 30.000 cows and to 400 employees and still produce extraordinary?

Program

In the evening of Sunday 9th march you will fly in to Tallinn and drive to the hotel in Tartu. Hopefully we can meet and have some time together.

During Monday 10th March and in the morning of Tuesday 11th we will go to the farm and hold the meeting in the hotel in Tartu.

In the afternoon of Tuesday 11th we will fly back from Tallinn.

Registration and information:

Jens Ulrikk Tarpgaard, ju@tarpgaard.com and +45 21 42 13 83
Susanne Pejstrup, sp@leanfarming.eu and +45 30 26 15 00

Export of communication tools

Written by Anders Peter Andersen, LMO & Anne Marie Hedeboe, AMHedeboe ApS

It is actually possible! To export communication tools from Denmark to other parts of the world. Even with only 50 % of the participants attending the course speaking English, and we were interpreted from English to Latvian.

This fact says something about how crucial the human factor is to whether communication is a success or not. The language forms only a small fragment, and human mistakes are the same wherever in the world we come from.

We have just arrived from Latvia – from a visit to Alex Rasmussen, Sia Gaizeni and all the managers. Both managers from the pig production, those from the field production, and the veterinarian associated with the farm attended the course.

Day one was a walk through the pig production (Anders did the areas from gilts arriving to the slaughter pigs leave the farm, and Anne Marie went through the AI and collection of semen procedures). Day two and three were an internal course in communication and co-operation between the different departments of the company.

Alex Rasmussen and Sia Gaizeni are almost synonyms, and Alex has been going since year 2000. The farm has grown in time, and now consists of 2,200 sows, 66,000 slaughter pigs, and 1,500 ha of field. The farm achieves high quality results.

Next step is getting ready for an expansion of the farm with further 1,600 sows primo 2015. In order to achieve the management requirements to an even bigger sow unit, Alex is about to get his managers up in gear so they can handle the even bigger responsibility. Hence, the focus is on the human resources with the already very competent staff at Sia Gaizeni.

Before going to Latvia, our task was to figure out if we could teach in two days with lots of interaction from the participants and at the same time ensure that the communication between the different departments were enhanced.

We ended up with a buddy system that is based on the biggest challenge each manager had. The buddy system contains a weekly follow-up to ensure progress on the challenges, and to get help and inspiration to solve challenges and conflicts. Often one can find help just around the corner, so to speak, because a colleague can literally be an idea catalogue to problem crushing. One just doesn't know because we are only used to talk about the sows getting mated in the reproduction area, the pigs that need to get ready for the truck to the slaughter house, or which paddock to plough today. Hence, it is all about creating a culture at work in which it is legitimate to ask for advice, and share knowledge.

One of the greatest "aha" experiences for the participants on the course were that you are capable of so much more than you realize. This applies not just for the participants but also for people everywhere. We use only a small fraction of our enormous potential and everyone has great

resources hidden well away. Some times all it requires is a push in the right direction – to get the courage to look at the challenges in a different perspective.



Moreover it is new to many people that we grow stronger by sharing our challenges instead of hiding them away. We, as employees, are all contributing to the overall goals for the company, and our job is not just to move pigs from one section to the other, or to plough the paddock in due time. We all have to know about the overall goals for the company and be focused on our specific contribution in order to achieve the results to keep the chain complete. The chain from high quality feed produced on the paddocks to high quality pigs through the whole system to sales.

To help each other and spar with one another are tasks that require practice. However, there are both time and money to save, if you start looking for the help internally in the organisation. It often turns out that even a colleague, who doesn't work in the same area, has new ideas or advices to solutions. There is, however, one important rule never to waive: Never change a procedure without it being decided at a department meeting, and sanctioned by the manager. This is to ensure that new procedures are implemented in work plans so they fit to reality.

It is a learning process to ask your colleague for help instead of seeking help from an external consultant. It is possible and rather easy to set up procedures for how to inspire your colleagues, and all it takes is a bit of practice.

At the evaluation of the three days with Alex Rasmussen and his team, Alex said: "I'm surprised how much you made my employees open up and share their challenge with you and their colleagues".

Finally, we must say that it worked well being interpreted from English to Latvian. It is possible to maintain momentum as a teacher and both having the jokes translated and being present in the very moment when the participants share their challenges.

The interpreter participated in many of the exercises during the course, and several times he was so absorbed with the exercises that he forgot to interpret.

Therefore we can with certainty say: If you can find an interpreter there are no obstacles in receiving this new "Export Goods Made in Denmark".

For further information please contact:

Management adviser Anne Marie Hedeboe, AMHedeboe ApS
+45 21 31 52 82 or am@amhedeboe.dk

And

Pig production consultant, Logistics and Management Anders Peter Andersen, LMO
+45 29 40 70 88 or aan@lmo.dk

EU:

Bulgaria:

Value of Bulgarian farmland jumped last year

Monday February 03 2014

The Bulgarian agricultural investment concern, Advance Terrafund, has said it sold 4 606.9 hectares of land during 2013, with 76.5 hectares recorded for December of last year.

According to local media, the selling price of the land was up 23% against that of 2012 and twice as much as in 2011.

Earlier, the fund reported that it had sold 4 530 hectares of farmland at an average price of 10 730 levs (€ 486) per hectare from January to November last year.

Most of the land purchases have come from domestic buyers, an Advance Terrafund spokesperson told *Agra Europe*. "We do not sell to foreign investors, although we have sold 19 300ha in recent years," Atanas Dimitrov, investor relations director of Advance Terrafund, said. He explained why buyers from abroad are reluctant to spend their money on Bulgarian farming property.

"Foreign investors have avoided investing in non-consolidated lands," Dimitrov said. "That is why this market is dominated by local large farming companies, which pushes individual farmers out of the market and decreases their share in agricultural production."

Bulgaria's decision to extend a ban on foreigners buying farmland in the country to 2020 **came into effect** on January 1 this year, yet could be overturned as it goes against the country's EU accession agreement.

Farmland in neighbouring Romania can **now be acquired** by citizens of the EU, Norway, Liechtenstein and Iceland, despite protests from local politicians and farmer groups, as a seven-year restriction agreed when the country joined the EU in 2007 has now expired.

Source: [Agrar Europe](#)

Romania

Mid of December last year the two chambers of Parliament approved the law referring to the sale of land by physical entities. It is now sent to the president, to be approved and published in the Official Gazette in order to become official.

Citizens of the EU and European Economic Area can buy agricultural land outside the city in the same conditions as the Romanians do

According to the Law of sale - purchase of agricultural land located in unincorporated by individuals will be able to buy agricultural land outside the city in our country:

- Romanian citizens
- EU citizens ,
- stateless persons residing in Romania and in the EU, and
- citizens and stateless persons in states that are part of the European Economic Area Agreement (EEAA)

In addition, third-country nationals and stateless persons residing in a third State may acquire ownership of land outside the city of our country in terms of international treaties on the basis of reciprocity.

On the other hand, individuals will be able to sell agricultural land outside the city only if it respects the right of preemption of the co-owners, tenants, neighbors owners, self-employed farm across administrative - territorial locality where the land is situated, respectively, and the Romanian State in this order, at the same price and in the same conditions.

Also, the tenant that wants to buy agricultural land located outside the city must be a valid tenant, determined by the existence of a valid lease contract signed and registered according to the law at the time of publication of the offer for sale.

However, the provisions of this Act shall not apply to the alienation between relatives up to the third degree inclusive.

Source : Paul Sirius Soare, Premium Porc, Romania



Ukraine:

Current conditions and perspectives of Ukrainian grain market in 2014/15

Over the past decade grain production in Ukraine has grown significantly. During 2009-2013 average grain production in Ukraine reached 49 MMT while in 2000-2004 it stood at 31.8 MMT. Such trend is observed due to growth of average yield and changes in cropping pattern. As for the export, average volume of shipments during 2000-2013 increased from 7 MMT to 21.7 MMT.

Source: Black Sea Grain – February 10- 2014.

Analysis: Ukraine currency fall sparks trade jitters

Wednesday February 05 2014

As the world's leading sunflower seed producer and a major maize and wheat exporter, any significant escalation in the fragile Ukraine political situation may have significant repercussions on global agricultural trade.

Traders are increasingly concerned as Ukraine's currency has slumped to its weakest level against the US dollar since the financial crisis, as the hryvnia's deterioration accelerates.

The Ukrainian currency is exceptionally illiquid and the hryvnia has tumbled for a fourth consecutive day to 8.875 against the dollar, the weakest level since February 2009. Dow Jones reports that some currency traders have quoted the hryvnia above 9 to the US currency.

According to the Financial Times, the currency turmoil has dented appetite for Ukraine's bonds as well. The yield of the country's benchmark US dollar bond maturing in 2023 has edged up 3 basis points to 9.61%, one of the highest yields in the world.

Meanwhile, the price of Ukrainian credit default swaps, which insure against default, is firmly above 1 000 basis points. That is the third-highest level in the world and almost twice the cost of insuring against a Greek default.

Source: Agrar Europe

Ukraine restricts pork export due to ASF

The State Veterinary and Phytosanitary Service of Ukraine stopped issuing veterinary certificates for the export of pork products from the territory of Luhansk, Kharkiv and Donetsk regions due to the recent outbreak of African swine fever (ASF), according to the local media Interfax-Ukraine.

As far as is known the country has limited supplies to the countries Russia, Belarus and Kazakhstan. However, it is assumed that export of pork products from these regions will be totally prohibited.

"After an outbreak of ASF in the Lugansk region, it was decided to stop issuing veterinary certificates for exports of pork products from the territory of Luhansk, Kharkiv and Donetsk

regions" - said the statement on the website of the Russian veterinary watchdog Rosselkhoz nadzor.



In addition State Veterinary and Phytosanitary Service of Ukraine provided Russian side with documents to assess the epizootic situation in Ukraine and conduct regionalisation. According to Ukrainian veterinary specialists these measures will ensure that the export of the safe pork products from the regions not affected by ASF will not be affected.

As previously reported, the ASF virus has been detected in the Luhansk region on February 5 and it's caused serious concerns of Rosselkhoz nadzor about the safety of Ukraine pork products.

Source Pig Progress, Feb 10, 2014

Ukraine reports ASF on backyard pig farm

Ukraine has reported an outbreak of African Swine Fever (ASF) which occurred on a backyard pig farm to the World Organization for Animal Health.

The backyard farm is located in the village Krasnodons'kyi, in the Luhansk region, in the far east of the country. The farm had 26 pigs, of which five had died.

Clinical signs had already been observed as early as January 5. Laboratory tests, including PCR tests, pointed in the direction of ASF – the OIE was informed by the end of last week.

The authorities applied several measures to avoid further spread.

It is inconclusive what could be the source of the contamination. In this Luhansk region, earlier this year a dead wild boar was found, having suffered from ASF as well. In total, six animals in the Ukraine have been reported dead due to ASF.

Apart from Ukraine, African Swine Fever has now also been found to have spread from Russia to Belarus (two outbreaks) and Lithuania (two wild boars).

Source: Pig Progress Feb 5, 2014

Belarus.

Belarus bans EU seed and table potato imports

Monday February 03 2014

Belarus has introduced temporary restrictions on the import of seed and table potatoes from the EU, the Belarusian Agriculture and Food Ministry has announced.

The ban is in effect as of February 1, which also includes a restriction on imports of planting material - except for that imported for variety tests and research and development usage, the Belarusian news agency BelTA has reported.

According to the Ministry, temporary restrictions have been introduced following repeated requests of the Federal Service for Veterinary and Phytosanitary Surveillance.

Last month, Russia re-opened its market to seed potatoes from the EU following a ban, due to pressure from local growers ahead of the next growing season. Restrictions had been in force since July 1.

Source: Agrar Europe

Russia:

Russia: Processed pork containing ASF hit the market

Ban on pork from EU can affect Russian pork prices

Retail pork prices will not be affected due to the prohibition of pork supplies from Europe, while wholesale prices may rise, according to the head of the National Meat Association Sergey Yushin.



Possible increase in prices in the wholesale sector can reach 10-15%, he said. This change will not have a strong influence on the market situation in general. "The price on the wholesale market both on commercial pigs, and on most types of cuts is about 15-20% lower than in the summer of 2012."

In the summer of 2012 pig semi-carcass costs about RUB 130 (US\$3.7) per 1 kg, while now it is about RUB 105 (US\$3.0) per 1 kg, he said. "Wholesale prices of pork during the last four months

have been falling again, but the retail prices remain stable. So I really hope that will be only be a small price increase," said Yushin. According to him the prices may rise to the level they were a couple months ago or to the level of summer 2012.

The volume of abandoned pork imports from the EU may be compensated by the pork imports from Canada or Brazil, stated the head of a trade association. "If the Americans will provide pork and give guarantees that it will be without ractopamine, then United States will be able to reinstate imports of pork to Russia within tariff quotas," said Yushin. Tariff quotas for pork are not tied to any specific countries, he said.

Source: Pig Progress Feb 6, 2014

Africa: African farming must increase in scale - conference

Friday February 07 2014

Africa needs to drive youth into agriculture, and speed up the transition from subsistence to commercial farming, various African agriculture ministers and officials agreed at a 'Global Forum for Innovations in Agriculture' (GFIA) held in Abu Dhabi this week.

The GFIA event, which gathered agricultural industry, investors, scientists, researchers and policymakers, concluded with a focus on how agricultural innovation could help bring Africa out of hunger and poverty.

"We need to encourage youth to get into farming, and speed up the transition from small, subsistence to larger scale, commercial farming. We want to partner with nations like the UAE," said Rashid Pelpuo, Ghana's minister for private sector development and public-private partnerships.

Kenyan agriculture secretary Anna Onyango lauded the GFIA conference, pushing for more similar international conferences that bring together developed and developing nations.

"Events like GFIA are crucial for forming meaningful networks and partnerships. Two-thirds of Kenya's land is arid, which is why GFIA and its focus on arid agriculture is of such vital importance," she said.

Angola's Carlos Cruz Lemos Sardinha Dias stressed that the priority for his nation was to improve local agriculture. "Angola is currently the most expensive country in the world. We need to grow our local agricultural industry and reduce our reliance on imports."

"Africa has the potential to feed the world. We have the opportunity to get it right, learn from our mistakes and apply new sustainable innovations and technologies across the continent," said Mark Beaumont, GFIA Project Director.

The conference also included a keynote speech from **Bill Gates**, as well as presentations of 52 "game-changing" innovations in agriculture.

"In a world where most of the poorest are farmers, investments in agriculture are the best weapons against hunger and poverty. To help the poorest seize agriculture's potential, we need to unleash as much innovation as possible," argued Gates.

Source: Agrar Europe

Asia:

Iran sources more wheat from EU and Russia

Monday February 10 2014

Iran's state grains buyer GTC has purchased approximately 400 000 tonnes of wheat from Russia and the EU, including Germany.

The purchase provides another sign of large food buying by Iran after a deal last year to relax Western sanctions. One European wheat exporter put the total bought at around 600 000t. The wheat is for shipment between March and May, according to traders.

"I think Iran is using its new financial freedom with sanctions being relaxed to build up wheat stocks in a reaction to weather problems in their region," one trader said.

"There seems to be growing nervousness in Iran that a drought in Turkey may damage Turkish crops which could encourage Iranian farmers to smuggle wheat into Turkey."

Iran was never barred from buying food under Western sanctions imposed over the country's disputed nuclear programme, but EU and US financial measures made trade more difficult for the past two years by hindering payments and shipping.

But the breakthrough deal between world powers and Iran in November will halt Iran's most sensitive nuclear activity and ease sanctions by the US and EU on some sectors of Iran's economy for an initial six-month period.

Iran was a leading customer for German wheat last season with just over one million tonnes sold.

Traders said on December 5 that state buyer GTC purchased around 180 000t of wheat from the Baltic Sea region in a food buying spree after the relaxation of sanctions. About 250 000t of German wheat was due to be shipped to Iran in January.

Source: Agrar Europe

China:

Chinese poultry industry seeks bird flu blackout

Friday February 07 2014

China reported more cases of highly pathogenic avian flu this week amid media reports that authorities are coming under pressure from the poultry industry to hold back information from the public.

Several more people were hospitalised with the H7N9 strain of avian flu, while the new H10N8 strain claimed its first victim - a 73-year-old woman from Nanchang City.

Although most of cases of the disease have been traced to contact with poultry, industry groups are reportedly pressing the Chinese authorities to stop referring to the virus as 'avian flu' because of the negative impact this is having on poultry sales.

A report in the South China Morning Post (SCMP) suggests poultry producers have also asked health officials to share less information about new cases of the disease.

Requests to stop reporting individual cases came from the national association of poultry farmers and provincial groups in Guangxi and Guangdong provinces.

A separate statement from the National Animal Husbandry Association said that referring to the H7N9 virus as a bird flu strain has hurt the poultry industry and has led to losses of more than CNY100 billion, according to the report.

Poultry organisations want the virus to be referred to simply as flu, according to the Center for Infectious Disease Research and Policy (CIDRAP) at the University of Minnesota..

Source: Agrar Europe

South America:

Weather Watch: Dry weather puts stress on Brazilian crops

Monday February 10 2014

Dryness is adding to stress on crops in south central Brazil, while excessive rainfall is causing problems for farmers across the border in northern Argentina.

A significant increase in snow cover has increased winterkill protection in the US Midwest and Plains, while there has been no let up in the wet weather battering parts of western Europe.

MDA EarthSat Weather (Cropcast) has lowered its 2013/14 **Brazil** soybean production estimate to 89.91 million tonnes, down 570 000t from last week due to increasing dryness.

Rains were very limited this past week, and favoured southern Rio Grande do Sul and western Mato Grosso. Limited showers should favour these same areas this week. This will favour harvesting across northern areas.

However, the increasing dryness and ongoing heat across south central areas will stress late soyabean crop growth. Increasing dryness in central areas will also build stress on germination and early growth of safrinha maize. Brazil's 2013/14 maize production has thus been lowered to 72.84mt, down 430 000t from last week.

In neighbouring **Argentina**, rains favoured southeastern Cordoba, southern Santa Fe, Entre Rios, and Buenos Aires last week which further improved moisture for soyabean growth. Rains in west central and southwestern Buenos Aires also eased remaining dryness there. However, wetness is building across southern Santa Fe, Entre Rios, and northeastern Buenos Aires. Rains should be abundant and persistent across eastern Cordoba, southern Santa Fe, southern Entre Rios, and northeastern Buenos Aires this week, which will continue to increase wetness concerns. Some flooding will also be likely in these areas. The 2013/14 Argentina maize production estimate has been lowered to 23.70mt, down 220 000t from last week due to increasing wetness in north central areas.



Snow cover increased considerably across the **US** central Plains and west central Midwest last week, which helped to protect wheat from winterkill as temperatures turned quite cold once again. Also, the snow will help improve soil moisture for wheat in the Plains once it melts. Additional snow is expected across the south central Plains and far southern Midwest this week. Snow cover remains extensive across most wheat areas in the former Soviet Union, but milder temperatures this week will allow snow to melt a bit in **Ukraine** and western **Russia**. This will increase vulnerability of wheat to future cold outbreaks.

Abundant rains further increased wetness in **Italy**, northwest **Spain**, western **France**, and **UK** and wetness concerns will continue over the coming days. Meanwhile, snow cover remains in place across southeastern **Germany**, eastern **Poland**, **Romania** and **Bulgaria**. Warmer temperatures in eastern areas this week will allow snow cover to melt a bit, though.

Snow in **China** has increased across North China Plain and northern Yangtze Valley, which will improve soil moisture for wheat once it melts. The upturn in precipitation is also helping to improve moisture for rapeseed growth. Showers should remain abundant across southern North China Plain and Yangtze Valley this week, with much of that expected to be snow. This will further improve moisture for wheat and rapeseed.

Rains in North Africa continued across north central **Morocco**, western and eastern **Algeria**, and northern **Tunisia** last week, which further improved moisture for wheat. Rains will be a bit more limited this week, and should favour northwestern Morocco and northwestern Algeria. Showers were abundant across all but far northwestern areas of **South Africa** last week, which further improved moisture for maize. Additional rains are expected mainly in western areas this week. The rains will ease dryness and stress in far northwestern areas, but will increase wetness in west central areas. Meanwhile, moisture will decline a bit in east central crop areas. The majority of the maize belt will remain in very good condition, though.

Showers returned to northern sorghum areas in **Australia** last week, which further improved moisture for the crop. A few additional showers are expected there this week. However, dryness and stress will continue to rebuild across central and southern Queensland and New South Wales.

In neighbouring Argentina, the maize harvest is forecast at 22.6mt, which is down 2.4mt from last month and would be 3.9mt lower than last year. A large portion of the crop is said to be behind normal development due to late planting as a result of unusually dry weather in September and October and an exceptionally wet November last year.

"Argentina's corn yield is forecast to average 6.65 tonnes per hectare, 0.70t/ha lower than Informa's previous forecast," the analyst explained, adding that although Argentina's corn harvest may start in February, it is not expected to be half harvested by mid-April due to the later-than-normal development.

Argentine soyabean production is now forecast at 57mt, down 500 000t from the previous report but this would be 7.7mt above last season's volume. "Soybean plantings were adjusted down 50 000 ha to 20.75m ha due to reports that double-crop area in Buenos Aires is expected to be lower than earlier intentions," Informa said.

The country's agriculture ministry recently said Argentine soyabean plantings were 98% complete as of January 30. Argentina's soya harvest normally begins in mid-March with 10-15% normally collected by April 1, Informa said, adding that growing conditions are more favourable than at the same stage last year.

Argentina's 2013 wheat production is forecast at 10.0mt, which is up 200 000t from Informa's previous forecast but, if realised, would be 1.5 million larger than the previous season. Argentina's wheat harvest was complete by January 9.

Source: [Agrar Europe](#)

