

25-27 JUNE

# EDF CONGRESS 2019

KOLDING, DENMARK

Efficient Farming  
on the Edge.



  
LandboSyd

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Dear EDF members, partners and friends,

We are all looking for efficiency gains in our business. But what do we mean by efficiency? Does one type such as environmental resource have to be in conflict with, say, financial and can they even be synergistic.

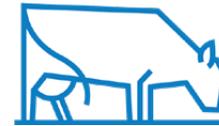
Denmark, home to some of the most forward thinking, high input farmers, has long had to grapple with these issues. Farming in a country with a strong welfare policy for its citizens has produced high labour costs. Living in a land with a vulnerable ecosystem has imposed high environmental challenges. Having an aggressive expansionist view to farm size and innovation has led to financial debt not seen anywhere else in Europe.

However, what does this mean to us as members of EDF? I believe that by engaging with other farmers who are working in extreme conditions we can use some of their tools and knowledge to implement back on our home farms. EDF conferences have always been as much about how you engage and challenge with your own views and circumstances as it is the talks or farms we visit.

On behalf of the Danish EDF branch, I would like to welcome you to Kolding where you can be assured of seeing some of the very best farm practices, find out how they address their issues and be challenged to look for continuous improvement on your own farms back home.

*Neil Dyson, EDF President*

# EFFICIENT FARMING ON THE EDGE – PROGRAM OVERVIEW



TUESDAY, 25 JUNE 2019

11:00	<b>Registration starts</b>
12:00	<b>Network reception</b>
14:00	<b>Welcome Address</b> , Neil Dyson, EDF President and Jac Broeders, President EDF Denmark
	<b>The Danish Dairy Sector – Driven to Efficiency</b> chaired by Thorkild Moos
14:20	<b>Danish Dairy Sector</b> , Ida M.L.D. Storm, Danish Cattle Farmers Organisation
14:35	<b>The Unique Structure of Advisory in Denmark and its Advantages</b> , Anders Andersen, Director LandboSyd
14:50	<b>Discussion</b>
15:00	<b>Size, Yield and Efficiency: Danish Farmers Maximise it all – But Do They Have a Choice?</b> Danish EDF farmers Cost of Production figures, Steffi Wille-Sonk, EDF
15:30	<b>What Can We Learn from Our Danish Colleagues</b> Labor Efficiency by Sjoerd Ydema, High Productivity by Erik Wiltink and Environmental Sustainability by Heine Kuhr
16:00	<b>Discussion</b>
16:15	<b>Coffee Break</b>

**Making Most of Your Opportunities** chaired by Heine Kuhr

17:00 **Improving Feed Efficiency Using Real-Time Feed Intake on In-House Commercial Dairy Cattle Using 3D Camera System**, Jan Lassen, Senior Project Manager, VikingGenetics R&D

17:25 **Finding the Hidden Profitability within Your Labour Force.** Paul Harris, Real Success, will outline the opportunity your labour force offers to improve your bottom line.

17:50 **Discussion**

18:00 **Conclusions of the Day**, Neil Dyson, EDF President

19:00 **Dinner at Comwell Hotel**

WEDNESDAY, 26 JUNE 2019

08:00 **Workshop Sessions:** choose from a variety of CoP and technical workshops, more information can be found on pages 8-11

10:30 **Coffee Break**

11:00 **Running Faster. Climbing Higher. But Are You Doing Better Today?** An analysis of historical and latest Cost of Production figures, Steffi Wille-Sonk, EDF. **Chaired by Heine Kuhr**

11:45 **Farm Visit.** Every participant will visit two farms.

18:00 **Farm Dinner at Kühne I/S, Rødding** sponsored by SAC

07:45

**General Assembly** (EDF members only)



**Dairy Farming on the Edge – Farmers from Different World Regions Share Challenges and Prospects,** chaired by Sjoerd Ydema

08:45

Denmark: Malthe C. Holst, Vrejlev Kloster  
Chile: Cristian Swett Pla, CEO Manuka S.A.  
Ukraine: Iryna Tcareva, Tsarevy Farm, Zaporizhzhya



10:10

**Coffee Break**

**How to Approach a Rejecting Society?**  
Chaired by Sjoerd Ydema

10:50

**Turning Climate Challenges into Business Opportunities,** Morten Høyer, Executive Director Danish Agriculture & Food Council

11:10

**Farming in the Spotlight.** Eline Vedder-Monaster, dairy farmer, The Netherlands

11:30

**Discussion**

11:45

**Farm visit.**  
Every participant will visit two farms.

19:30

**Gala Dinner at Comwell Hotel**



**Hello and welcome!**  
**We invite you to visit our farms in Rødkærsbro!**

Heine is operating together with his father and his brother on 800 hectares, milking 600 cows in a 60 stands Gea rotary.

Heine tries to keep costs as low as possible by feeding and grouping cows according yield and lactation stage. If cows do not exploit all energy, Heine hopes the biogas does!

Sjoerd is operating on 550 hectares, milking 450 cows with an average milk yield of 12.800 kg per cow and year. With outsour-

cing forage production Sjoerd focuses on feed efficiency evaluating feed intake of his herd on a daily base.

**JOIN THE POST TOUR AND VISIT HEINE'S AND SJOERD'S FARMS!**

**FRIDAY, 28TH JUNE 2019:**  
**Departure Comwell Hotel: 8.00h**  
**Farm Tour I/S Kuhr and Sjoerd Ydema: 10.00-13.30h**  
**Arrival Kolding: 15.30h**

Please register for the Post-Tour via the online-registration of the 2019 EDF Congress.

## WORKSHOP DESCRIPTIONS

### **EDF Cost of Production Comparison – Understand your CoP results and find out why you are where you are,** by EDF STAR members

The CoP results of participating farmers will be analysed, highlighting the most important indicators and discussing the possible reasons for differences with the workshop group. Under the guidance of the workshop leaders, you and the other workshop participants will learn to interpret your CoP report and draw conclusions from them. This workshop is only for EDF members participating in the 2019 EDF CoP and is suitable for farmers wishing to develop their CoP understanding or those who are not so proficient with discussions in English: 20% speak, 80% listen.

### **EDF Cost of Production Comparison – Discuss your CoP results with your EDF farmer colleagues and learn from each other,** facilitated by EDF STAR members

This workshop gives you the opportunity to discuss your latest CoP results directly with other EDF farmers. In a small group of 3 to 4 people you will analyse the economic performance and development of the participating farms, identify their strengths and weaknesses and then discuss solutions. In preparation for this workshop, participants will be asked to answer a few questions in advance by e-mail. This workshop is only for EDF members participating in the 2019 EDF CoP and it suitable for farmers with good CoP knowledge, who are competent discussing in English: 80% speak, 20% listen.



### **How to Get More from Your Team through Effective Communication,** Paul Harris, Real Success

Do you struggle to retain the best staff in your business? Or is there conflict and misunderstanding amongst your team? If you're a farm owner or farm worker, your success is often determined by your ability to communicate effectively with your staff or co-workers. In this interactive and thought provoking workshop, you will discover how to adapt your communication style to reach each member of staff so that productivity improves, profits increase and staff turnover is reduced.

### **Could you earn more money with cows that live longer?** By DeLaval experts

Interactive demonstration highlighting the financial impact of improved cow longevity, how management techniques and technology can improve animal welfare, work efficiency resulting in longer lasting cows and a more profitable business. Participants will be able to use these tips and tricks to identify focus areas in their own dairy herd and set some performance targets to overcome them.

### **Lean Management,** How to create more value with less work on the farm, by Susanne Pejstrup, Lean Farming®

The workshop will give participants insight into how Lean Production system can be used on farms and what benefits can be achieved with it. In an interactive session you will find waste that occurs in the milk production processes. By using games, participants will discover some of these waste categories. Different lean tools will be demonstrated and discussed in the group.

**Milk Pricing, what are you paid for?** By Willem Koops, ZuivelNL

During this workshop you will receive an overview of existing payment schemes for raw milk in Europe. Relevant parameters for the pricing of raw milk contracts are shown and evaluated. Participants discuss current developments and trends as well as resulting consequences for the strategic and operational farm business.

**How sustainable is your farm?** By Poul E. Nielsen (Ph.D.), LandboSyd

What does it mean to be sustainable? To get a real understanding of sustainability on farm, it is important to consider a range of measures related to the farm operation, from emission management and soil protection to cash flow and investment capacity etc. In this workshop we will compare sustainability of dairy farming systems in different countries. The participants will discuss the concept of sustainability to get an understanding of strong & weak points on individual farms and explore the importance of sustainability when working with longer term on-farm strategies.

**Prevention of milk fever and transition diseases,** by Julia Rosendahl, PerformaNat and Per Theilgaard (Ph.D.) VILOFOSS

To maximize production and optimize cow health, a sound understanding of the transition period is fundamental. In this workshop we will explore symptoms – subclinical as well as clinical symptoms – indicating transition diseases and discuss nutrition solutions and grouping strategies. Furthermore new insights from scientific research on prevention of milk fever and other relevant measures that will help enabling cows to fully utilize their genetic potential after calving will be discussed.

**Animal welfare, antibiotic usage and carbon footprint. How to prepare for the future demand through genetics?**

By Lars Nielsen, VikingGenetics

Today consumers, politicians and various associations are increasing the pressure on dairy farmers, to lower the environmental impact from dairy products. Is this a bypassing trend? How will this affect us as dairy farmers? And is it possible to remain profitable? The workshop will focus which kind of measures needs to be taken. The workshop will be a combination of presentations and group work.

**Transferring management of dairy operations,** by Teun Sleurink, VETVICE/DairyTuner

This workshop is intended to provide you with a blueprint on monitoring a dairy operation remotely, with KPI's and communication in order to keep check on your investment. Target audience are investors and dairy owners who intend to turn over management of their operation to either hired management, a third party or a future participant in their business.

**Water quality for Cattle - interpretation - trouble shooting - and solutions,** by Engelbrecht, Ringgaard & Nielsen, Vestjysk and Food Diagnostics

Water is one of the most important nutrients required by livestock. Decreased intake can adversely affect health, reproduction as well as growth. In general, we expect dairy farms to provide cows with high quality drinking water. A screening of a number of farms in Denmark shows that we cannot not assume high quality drinking water on farm. To improve water quality on farm we use a non-toxic hypochloric acid that disinfects water in an environmentally friendly as well as safe and cheap way - this product can even be used as a cleaning detergent in the milking parlour. More can be explored during the EDF workshop.

# Join us and visit EDF friends in Denmark! Here are some facts to warm-up for the EDF Congress 2019:

## How do the Danish EDF farms compare with the EDF-EU farms in the economic period 2017?



**18 FARMS**

... out of 271 EDF-EU farms in the 2018 EDF Cost of Production Comparison are from Denmark.



**566 €/ha**

... is the rental cost of forage area, which is **above average** (358 €/ha). But with 16,000 kg ECM per ha, **land productivity is high**.



**37 cents per kg ECM received from the processor**

The Danish farms' returns\* (43.2 cents/kg) were well above EDF-EU average mainly due to the milk price which was higher by 3.5 cents.



**460 COWS**

... per farm: Danish EDF farms are **much larger** than the average EDF-EU farm with 270 cows.



**22.9 €/HOUR**

... is one of the **highest labour costs**, well above the average (16.1 €/hour). But the Danes produce the most milk per working hour (377 kg).



**11,236 kg ECM**

... per cow: Danish EDF cows achieve the **highest yields** in EDF, well above the average (9,269 kg ECM). That is crucial!



**4,329 €/cow**

... in costs: Production in the Danish EDF farms is **cost-intensive**. The total costs are much higher (+530 €) than the average of the EDF-EU farms.



**33.5 cents/kg for break-even\***

The **high production "dilutes" the high costs** in Danish farms: Despite significantly higher costs per cow, the total costs per kg ECM (39.2 cents) are 1.8 cents below the EDF-EU average. Danish EDF farms require a milk price of 33.5 cents\* to cover their full economic cost of production. This is 0.8 cents less than the average EDF-EU farm.

**6 cents/kg lower costs, mainly due to increased production**



The **total costs** per kg on Danish farms have **fallen sharply between 2014 and 2015**, mainly due to the **strong increase in production**. Further expansion over the past 3 years has been necessary to stabilise total costs per kg at this improved level.

**9.7 % higher yields since 2014**



In the last 4 years Danish farms have not only expanded **their herds**. The **milk yield per cow has also increased significantly more** (+1025 kg) than in the average EDF-EU farm (+574 kg). The strongest expansion occurred in 2015, after the end of milk quota.



**63% arable land**

... on Danish EDF farms: Only 34% of the forage area is permanent grassland. This is **much less** than in the average EDF farm.



**333 grams of concentrates**

... are **fed to produce 1 kg ECM** - slightly above average (+23 grams) but quite low compared to other high-yielding farms..



**High solids in milk**

... due to excellent feeding and breeding: **Milk fat** (4.05 %) is close to EDF-EU average, **milk protein** (3.48 %) even exceeds it slightly.



**31% of the herd culled**

... per year. The culling rate is only **slightly above** the EDF-EU average, despite a significantly higher milk yield of Danish cows.

## The Danish Dairy Sector in 2017



### How does Denmark compare with the EU-28?



**3.5%**

... of the EU-28 milk deliveries are supplied by Danish farms (9<sup>th</sup> rank). In 2017, it was **5,321 million litres**, 1.9% more than in 2016.



**2.5%**

... of the EU-28 dairy cows live in Denmark: **575,000 dairy cows** were kept there in 2017. Numbers increased since 2014.



**0.6%**

... of all EU-28 dairy farms (>2 dairy cows) are located in Denmark. In contrast to the EU-28, **large-scale farms** are dominating.



**9.9%**

... of the milk is produced **by organic farms**. This is one of the highest shares of organic milk production in the EU-28.



**926 litres**

... of milk per inhabitant are produced and delivered to the dairies (295 kg/inhabitant in EU-28): That is much more than twice as much as can be consumed by the Danish people. Only the Irish produce more milk (1517 kg/inhabitant).



**1,990 litres**

... of milk is produced **by per ha of agricultural area**, compared to 825 litres per ha on EU-28 average. But that is still much less milk per ha than in the BENELUX countries.

\*The EU Basic Farm Payments of 2.8 (DK) and 2.4 (EU-EU) cents per kg ECM were not included in the calculations. Taking this into account would further increase the non-milk returns and reduce the milk price required for break-even.

# 2019 EDF CONGRESS TERMS AND CONDITIONS

**Congress venue: Comwell Kolding**, Skovbrynet 1, DK-6000 Kolding, Danmark | Phone: +45 7634 1100 | Email: [hotel.kolding@comwell.dk](mailto:hotel.kolding@comwell.dk) | Website: [www.comwellkolding.dk](http://www.comwellkolding.dk)

**Congress office:** Birgit Kühne, European Dairy Farmers e.V., Grüner Kamp 19–21, 24768 Rendsburg | Phone: +49 433 143 601 90 | Email: [congress2019@dairyfarmer.net](mailto:congress2019@dairyfarmer.net) | Website: [www.dairyfarmer.net](http://www.dairyfarmer.net)

**Congress coordination:** Thorkild Moos. Phone: +45 2912 0669 | Email: [tmo@landbosyd.dk](mailto:tmo@landbosyd.dk) | Judit Kühn. Phone: +49 170 730 1852 | Email: [judit.kuehl@dairyfarmer.net](mailto:judit.kuehl@dairyfarmer.net)

**Registration:** Registration is only possible online. For registration go to: <https://www.dairyfarmer.net/activities/annual-edf-congress.html>

<b>2019 EDF Congress arrangements</b>	<b>EDF member</b>	<b>EDF member</b>	<b>Non-member</b>
The Congress fee is <b>incl. 25% Danish VAT</b>	<b>with CoP-data</b>		
<b>Full program – Early Bird</b> (applied for payment before 30 April 2019)	<b>500,00 EUR</b>	<b>562,50 EUR</b>	<b>900,00 EUR</b>
<b>Full program – General Admission</b> (registration open until 15 June 2019)	<b>550,00 EUR</b>	<b>612,50 EUR</b>	<b>975,00 EUR</b>
<b>Full program – Door Admission</b> (for participants not paid by 24 June; to be paid in CASH)	<b>625,00 EUR</b>	<b>625,00 EUR</b>	<b>1.025,00 EUR</b>
<b>One Day Participation</b> (25 JUNE 2019)	<b>250,00 EUR</b>	<b>250,00 EUR</b>	<b>250,00 EUR</b>

**Please note:** Early-bird fee only applies for registration and payment of the fee before 1 May 2019. In case no payment is made before 1 May 2019 general admission fee will be applied. In case no payment is made until 24 June 2019 door admission fee will be automatically applied, to be paid in CASH during registration.

**Cancellation:** Notifications of cancellations should be made in writing by email: [congress2019@dairyfarmer.net](mailto:congress2019@dairyfarmer.net). If you do not send a cancellation note you will still be liable to pay the fees. No refund for cancellation after 31 May 2019.

**Methods of payment:** After we receive your registration, you will be send an invoice for your registration. Payment is possible via international bank transaction. Please

use IBAN and BIC/SWIFT code and state the invoice number. Your attendance in the 2019 EDF Congress can only be ensured if the registration fee has been paid in full.

**Language:** The language of the EDF Congress 2019 will be English.

**Insurance:** Please note that the organizers do not provide any insurance for EDF Congress delegates.

**Policy agreement:** By registering for the 2019 EDF Congress you agree that photos of you may be taken and may be published in any kind of EDF context.

**Visit Kolding** offers a variety of different touristic information in and around Kolding: Website: <https://www.visitkolding.dk> | Phone: (+45) 76332111 | Email: [info@visitkolding.dk](mailto:info@visitkolding.dk)

**VISA:** Visitors from EU member states and the Schengen countries do not require an entry visa for Denmark. Congress delegates from non-EU member states are kindly requested to contact the local Danish embassy to check whether they need an entry visa for Denmark.

**Accommodation:** Delegates have to book their own accommodation. For further information, please see EDF Travel Booklet on the EDF website: <https://www.dairyfarmer.net/activities/annual-edf-congress.html>

**Biosecurity Policy:** As a participant in farm visits during the 2019 EDF Congress, we like to ask you to comply to the following: Ensure you are wearing clean clothes and especially clean shoes. During the farm visit please avoid any unnecessary contact with animals and feed. Please obey to biosecurity policy during your stay (including wearing protective clothing).

**Name tag:** During registration in Congress Centre, a name tag will be obtained. Access to the event and event venues only with a visibly displayed name tag. This includes farm visits and evening program.

**Emergency contact:** In case of emergency please contact: Jeannette Broeders: +45 2066 2475. For ambulance service dial 112 or for the police dial 114.

**Data protection:** We process your personal data. In this regard the EDF privacy policy applies.

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