

News Letter no. 125



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Briefly about upcoming DFA activities

Welcome Greetings from the new Secretary General of DFA

Without having completely grasped what I have thrown myself into with my new position as general secretary of our joint association, I can only promise that I will do everything I can to fulfill the expectations you rightly have, after almost 11 years having Johannes Hansen at that job.

I hope that you will all help me stay focused on the things that provide value for all members. Working together I see great opportunities in particular knowledge sharing, attracting and training employees, as well as the fact that we can all benefit from helping each other using an active and open network across the many countries we are represented in. Then it will be possible to continue the success that the association has had until now.

So, I would encourage everyone to use the association's offers as much as possible and on all fronts. And if there is anything, that can be added or made better, I would very much like to hear from you. Only in this way can we live up to the association's goal of being a strong, global agricultural professional network for the benefit of all our members.

Tom Axelgaard

Having Tom Axelgaard's appointment as head of the secretariat, Søren Villumsen joins the board as a new member in Tom's place.

About Søren Villumsen

Søren is 63 years old and is married to Karin and has 3 adult boys with her. Søren himself has an agricultural background from the Viborg region and has worked professionally for 32 years at DLG, respectively as retail director and logistics director. From 2021 CEO of Danhatch Denmark with responsibility for the Danish part and member of the concern management. Danhatch has hatchery production in 4 countries – Finland, Poland, France and Denmark.

Currently also chairman of the board of Dan-Esti A/S, as well as on the board of Agro East, RAV foundation and Falcon Maritime Group.

35 signed up for the DFA Study Trip to California

The choice of California as the destination for this year's study tour instead of Japan has proven to be a good alternative, as no less than 35 have signed up for the trip.

The program for the trip is planned in very good cooperation and with good help from the employees at Ingleby Farms, US. The group departs on Saturday 29th of October and returns home on Monday morning 7th of November. There are flights to and from San Francisco.

The program will of course include visits to Ingleby Farms production in California including their very large production of pistachios. Furthermore, the professional points will include visits to dairy farmers,

crop farmers with traditional production, as well as crop farmers having other types of high-value crops. And then, of course, we will also taste the good Californian wine and visit a local wine producer.

You can read the entire program [here](#).



DFA benchmarking group meets in Copenhagen

DFA's oldest ERFA group - ERFA Group 1 - having more than 15 years behind it, has in all that time met each other in Copenhagen once a year, as well as located their second annual meeting to various destinations abroad.

The group consists of CEO's of DFA members with pig production primarily in a number of Eastern European countries, but also from countries as far away as China and Venezuela.

A fixed point on the program is financial benchmarking, where the companies' financial key figures are compared. Although the selling prices of pigs are quite different between the countries, there are still a number of factors that make good sense to compare.

In addition to benchmarking, the meeting in Copenhagen also includes a number of professional presentations on e.g. CO2 measurements, expectations for the price development of both pork and feed and other raw materials.

Having the development in the World in mind since the group's last meeting half a year ago, the group is looking forward to a good and fruitful discussions for the upcoming meeting.

DFA General Meeting and Winter Conference 27th of January

We have really worked hard to provide an exciting and inspiring program for the annual General Meeting and subsequent winter conference, which will be held on 27th of January 2023 at **Bygholm Agricultural College, Horsens**.

In addition, we have planned a subsequent bang of a party, where we will say goodbye to Johannes Hansen as the long-standing manager of Danish Farmers Abroad.

The winter conference's topics are climate-friendly and sustainable agriculture, as well as how we as producers can adapt to the trends of the time, politicians' interference and consumer expectations. In addition, how the war in Europe affects both our daily life and future possibilities. Finally, the future perspectives for the food supply and the geopolitical development in the world are highlighted.



We have gathered a bunch of insightful and experienced people to contribute with presentations from different corners of the world. We can mention:

- Hans Poulsen from Agro Cocora in Romania
- Erik Van Straaten from Bunge in the Netherlands
- Søren Hertel Hansen from Andrimner in Spain
- A person from the Danish cooperative sector (not yet determined)
- Morten Fogh Albertsen from Goodvalley in Ukraine
- Palle Jacobsen from Agrocom in Denmark
- Clement Kjersgaard from DR Debatten
- Mykhailo Vydoynik Ambassador for Ukraine in Denmark

And in addition to listening to suggestions on various topics, we will have a panel discussion and network so that everything goes smoothly. So, bring the spouse and the employee and let us have a fruitful debate and subsequent party: Friday 27 January 2023.

Registration. We would very much like to hear from you as soon as possible if you want to participate and how many, so that we can find the right framework for the event, because the more participants, the better the event will be.

So finally, confirm already now you/your participation at **mail: info@danishfarmersabroad.dk**, where you state how many you are coming and to which part of the event: General meeting, Conference and Evening party.

DFA HR group meets in Warsaw

It has not always been easy to keep the group going, but it is now the 6th year that the DFA HR group meets to exchange experiences and inspiration. And even though we have been challenged by both Corona and war, we have actually managed to maintain close unity in the group throughout the years. As expressed, "We forgot we are actually coming from different companies" has been said several times when we are together.

The group consisting of HR managers from various member companies have been very open to each other since the group's inception. They share the difficult challenges with each other; we pull in inspiration from the outside every time we are challenged, and then we just have some really pleasant days together.

And just one more thing - despite war and Corona, we have met - if not physically, then over the screen, where we have exchanged experiences and gained new inspiration. In a little while, we will meet again - and this time finally physically! It will be in Warsaw, it will be about topics such as recruitment in a difficult time, and being an employee and manager in a difficult time with a lot of uncertainty, and for some also great worries. There will be 10 participants from over 7 companies, and it will be really good.

The coordinator of the group is Sofie Hammerskov, former head of Organizational Development at Goodvalley, now freelance business partner and facilitator.



The DFA HR-group

DFA courses for middle managers in crop and pig production

DFA MSP course for pig managers. The 11 pig managers on the team initiated the course's first seminar in mid-September (September 20 - 23) in Denmark. The team's next meeting takes place in south-eastern Hungary and the program includes a visit to First Farms Hungary. The last two seminars take place in May and September 2023.



The DFA MSP Team 2022-23

The DFA CMP course for Crop managers is scheduled to start in week 8, 2023 (February 21 – 24) with the first seminar in Denmark. The second of three will be held in Romania (7-9 June) and the final seminar in Slovakia in November 2023.

More information about the course can be found [here](#).

Contact course manager Povl Nørgaard on + 45 31720145 or mail: povl@povlnorgaard.dk or the DFA secretariat for further information on the two courses.

The DFA Innovation Committee meets on 25 November

Company members represented in the DFA Innovation Committee can mark 25 November at 9.00 - 12.00, where we will visit DAKA - ReFood in Hedensted. Katja Juul Nielsen - former member of the committee has made herself available to talk about DAKA - ReFood's "FULDT SKRALD PÅ GRØN ENERGI".

Summary of completed DFA activities



Macro perspectives on the meat- and crop market

At the DFA webinar on 26 August, **Adolfo Fontes, DSM**, presented a status of trends in the world market for meat and crops provided with his usual overview. The Chinese market in particular has undergone major changes in recent years, especially in the pork area.

A rapidly growing world population and, not least, increasing purchasing power in Southeast Asia in particular lead to an increasing demand for meat - in the past year world consumption has increased by 1.1%, of which pork by 2.5%. The expectation is that meat consumption will increase from 580 million tons in 2020 to 700 million tons in 2030. And that the consumption of alternative protein sources will also increase, but that consumption still represents a very small proportion compared to the consumption of animal protein.

Pig production in China is back at a high level and has increased 10% over the past year. National consumption has increased by 3%. That change has led to a drop in Chinese imports of 50% from 2021 to 2022. The herd structure in China now has a far greater proportion of large farms than before. In June 2020, 22% of the units had over 10,000 animals per herd – in 2014 the figure was only 9%. That change has led to increasing Chinese imports of both soy and corn.

Pork price expectations reflected in Futures prices show a downward trend in the US and rising prices in China some way into 2023.

News from member companies

Actual Harvest info

Dan-Slovakia, Slovakia, Henrik Bækgaard Laursen, 18 October

We have finished the corn harvest. We harvest all our maize as CCM for the pigs, and the yield is 10.3 tons per hectare with 28% water content. This yield is approx. 30% below normal level and with large differences between the individual fields.

We have harvested a small area of sunflowers, which has yielded 3.1 tons/hectare, which considering the year, I am very satisfied with.

We also had a little soya area and again taking the year into account, 2.5 tons/hectare is satisfactory. It is interesting that, on an organic area with soybeans, we have achieved a yield of 3 t/hectare, as well as a reasonable economy. However, that area has also given us major cultivation challenges, primarily with weed control. **Crop prices** are still at a high level in Slovakia. We have secured enough grain for the pigs of a good quality and have sold the few sales crops, for example our sunflowers for 560 euros/ton.

Jasna-Pol, Poland, Jens Møller-Knudsen – 18 October

Harvest of late crops at my place includes Maize for silage (cow feed), CCM Crimped Maize for (cow feed), kernel maize for drying and Sugar beets. All corn is grown on old lakebeds and NEVER lacks water, the only drawback is small fields having many canals leading water to the pumping station.

Cutting of maize took place 20 - 25 September with a yield of 53 tons per ha., 28% dry matter. It is a yield of more than 12,000 feed units per ha. even that we set high stubble when cutting at min. 50 cm.

On Monday this week we harvested kernel corn for Crimping, yield 13.5 tons per ha. with 32% water. The remaining fields with kernel maize will probably not be harvested until November.

60% of the sugar beets have just been picked up and will be delivered later this week. Expectations for yield are > 80 tons per year. ha.

Crop prices are known to rise one day and fall the next at the moment. Kernel Maize costs 312 - 320 euros per ton ex farm. Maize silage has also become a market due to several biogas plants in the area, price of 40-44 euros unloaded from a finished silage stack.

Beets are settled in Poland like the rest of the EU at 35 euros per tons with a base of 16% sugar content. The sugar factory pays for the transport. In Poland, we get an additional approx. 440 euros per ha extra EU subsidy per ha.

The sugar factory (Polsukker) was nervous in the spring about whether enough sugar beet was sown due to the high grain price, fertilizer price, etc. Therefore, all beet growers for Polsukker received an additional 215 Euro per ha. sown sugar beet.

Global Pork Meat Prices

Source: Genesis 12 October 2022

GLOBAL MARKETING REPORT		GENESUS <i>The First Power In Genetics</i>	
Price as of October 12th, 2022			
	Domestic price (own currency)		US dollars (liveweight lb.)
USA (CME constructed price)	91.33 USD/100 lb. carcass DW		67.58 ¢
Canada (Ontario base price)	231.21 CAD/100 kg carcass DW		60.43 ¢
Mexico (national average)	46.20 MXN/kg liveweight	\$	1.05
Brazil (South Region)	6.63 BRL/kg liveweight		57.16 ¢
United Kingdom	200.37 GBP/100 kg carcass		80.73 ¢
Spain	1.722 EUR/kg liveweight		75.79 ¢
France	2.054 EUR/kg carcass		74.69 ¢
Russia	122.50 RUB/kg liveweight		88.93 ¢
Vietnam (national average)	58,500 VND/kg liveweight	\$	1.11
South Korea (national average except Jeju)	5,345 KRW/kg carcass	\$	1.70
Philippines (national average)	175 PHP/kg liveweight	\$	1.35
China	26.28 CNY/kg liveweight	\$	1.67

We see the highest price in South Korea with a price corresponding to DKK 28.94 per kg live weight (DKK 36.86/kg slaughter weight), while Brazil is the lowest with a price of DKK 9.65 per kg live weight (DKK 12.20/kg slaughter weight).

Overview DFA Networking Activities

Month	Days	Activity	Location	Coordinator
October	Monday 26 – Wednesday 28	DFA HR-Group meeting	Poland	Sofie Hammer- skov
October - November	Saturday 29 – Monday 7	DFA Study trip	California US	DFA Sekretariat
November 2022	Monday 14 - Tuesday 15	DFA Benchmarking Group meeting	Copenhagen, Den- mark	Johannes V. Hansen
November	Friday 25	DFA Innovation Group meeting	DAKA Hedensted, Denmark	DFA Secretariat
2023				
January	Friday 27	DFA annual meeting and Winter Conference	Bygholm Agricultural College, Denmark	DFA Secretariat
January	Tuesday 17 – Friday 20	MSP Course Pig Man- agers	Hungary	Povl Nørgaard
February	Tuesday 21 – Friday 24	CMP Course Crop Man- agers	Denmark	Povl Nørgaard
March	Monday 27- Wednesday 29	DFA ERFA Group 4 meeting	Denmark	Henrik Nielsen
May	Wednesday 24 – Friday 26	MSP Course Pig Man- agers	Slovakia	Povl Nørgaard
June	Wednesday 7 - Friday 9 June	CMP Course Crop man- agers	Romania	Povl Nørgaard

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Agrovi launches new international consulting company

Agrovi's international customers will in future be located in Agrologic – a company with a mission to provide strategic and operational advice within regenerative agriculture in Europe.

More than 20 years of experience working with large-scale agriculture in Eastern Europe has given Agrovi expert knowledge in advising within innovative agricultural production systems, including regenerative forms of cultivation for larger agricultural companies. In recent years, Agrovi has seen a development in the international demand for this type of consultancy. As a result, Agrologic has been launched to deal exclusively with consulting for the foreign customer base.

Moving Agrovi's international clients to Agrologic is a strategic choice to ensure the highest quality agricultural consultancy for a growing client portfolio across Europe. Therefore, Agrologic offers strategic and operational advice to agricultural companies in Europe, among other things in the form of precision agriculture, carbon storage in the soil and ESG reporting. **Director Niels Peter Ravnsborg** emphasizes that regenerative agriculture is an important approach to combating the ongoing climate and biodiversity crisis that we are facing today. Find further info [here](#).

Contact Head of Plant Breeding, **Hans Henrik Fredsted** on mob. 20 10 00 96 or mail: [hhf@agrologic.com](mailto:h hf@agrologic.com)

Short news from Abroad

European Parliament votes in favor of strong deforestation-free products law

Source: farmlandgrab.com, 14 September 2022

MEPs have voted to strengthen key elements of a planned EU regulation on deforestation-free supply chains. The aim of the law, which was proposed by the European Commission in November 2021 and voted on yesterday, is to minimize the EU's impact on forest destruction worldwide by banning from the EU market products linked to deforestation and international human rights violations. The law seeks to impose supply chain due diligence obligations on companies that import and trade forest risk commodities, such as cattle, soy and wood.

EU consumption is a major driver of global deforestation. It is the world's second largest importer of tropical deforestation and associated emissions after China and is responsible for 10 per cent of world-wide deforestation associated with production of goods or services.

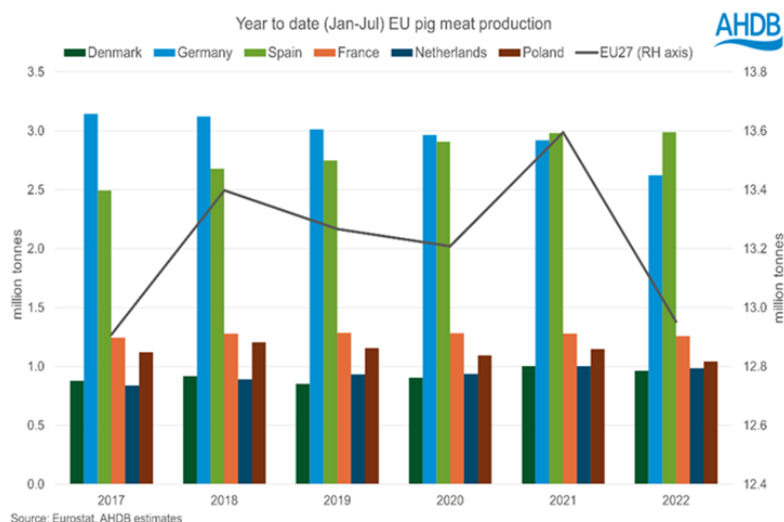
[Read more:](#)

EU pig meat production drops on the back of low slaughter

Source: AHDB, 7 October 2022

Estimated EU pork meat production for June and July sits at 1.78 million tonnes and 1.66 million tonnes respectively. For June this is a year-on-year decline of 5.7% and for July a decline of 8.4%. This brings the estimated year to date (Jan- Jul) production for the EU27 to 12.95 million tonnes, the lowest volume since 2017.

For the six key producing nations, year to date figures show only Spain with year-on-year growth, albeit a marginal 0.2%. Germany saw the largest change year on year, declining 10.1% in 2022. Poland and Denmark also saw significant decline, down 9.2% and 4.0% respectively. France and the Netherlands were each down around 1.5%.



Hungary has completed PRRS eradication

Source: Pig Progress, 28 September 2022

Porcine Reproductive and Respiratory Syndrome (PRRS) is a nagging disease that can substantially depress national pig performance figures. That is why the Hungarian authorities decided to embark on an ambitious plan in 2014: eradicating the virus from the country. Early in 2022 the programme was completed.

Extrapolating foreign data, a quick estimation demonstrates that PRRS infections in Hungary, with about 4 million slaughter pigs and 170,000 breeding sows, could cost roughly 5 billion Hungarian forint (about € 14 to € 15 million) per year.

[Read more:](#)

6 ships with 154,000 tons of agricultural products left Ukrainian ports

Source: UkrAgroConsult, 13 October 2022

On October 13, 6 ships with 154,000 tons of Ukrainian agricultural products left the ports of Great Odesa for countries in Asia and Europe. This is reported by the press service of the Ministry of Infrastructure.

- Bulk carrier DIGNITY left Odesa port
- WEI HE, YAF S left the port of Chornomorsk
- Vessels AK HAMZA, MARLEN, IRMGARD departed from the “Southern” port.

Since the departure of the first ship with Ukrainian food, 7.38 million tons of agricultural products have already been exported. A total of 331 ships with agricultural products left Ukrainian ports for the countries of Asia, Europe and Africa.

[Read more:](#)

USDA: Decline in pork meat production in Ukraine

Source: Agriculture & Food, week 40, 2022

Last week, the US Department of Agriculture published a report on the production of beef and pork in Ukraine going forward in 2023. The USDA expects a sharp decline in Ukraine's production of both beef and pork in 2023.

For pork, a slaughter in 2023 of 6.349 million is expected. PCS. This must be seen in relation to an expected slaughter of 7.217 million. PCS. in 2022 and 8.340 million PCS. in 2021. Although the consumption of pork is also expected to be greatly reduced as a result of the war, the USDA expects continued significant Ukrainian imports of pork in the future. For 2023, the USDA expects Ukrainian imports of fresh/frozen pork to be 45,000 tonnes. For 2022 and 2021, the import is set to 65,000 tons and 52,000 tons.

New threats to the Russian agricultural sector

Source: UkrAgroConsult, 6 October 2022

According to the Agriculture Ministry of Russia, more than 140 M mt of grains (101.9 M mt of wheat, 23.9 M mt of barley, and 2.1 M mt of corn) were harvested. Average grain yield is almost 30% higher than last year.

It is very likely these numbers are overestimated and the actual crop will be much lower. In addition, the weather in Russia was favorable during most of the growing season indeed. So, we do not ignore the official harvest data. This is why UkrAgroConsult raises its grain crop estimates for Russia.

Poor exports amid a bumper harvest leads to grain oversupply in the domestic market and consequently to a drop in prices. Moreover, farmers' profits are falling thanks to growing prices of plant protection products, spare parts and new agricultural machinery (including imported machinery and spare parts).

As the harvest progresses, Russian farmers face another issue: the existing storage capacities may turn out to be insufficient in view of record harvest estimates. Market participants already report that silos in some regions are full with grains to be stored on the barn floor. This deteriorates the quality of such grains even greater. Higher losses of Russia's 2022 grain crop are highly probable.

[Read more:](#)

China. Under construction: A 26-storey pig house

Source: Pig Progress, 11 October 2022

In recent months, various websites have reported about a 26-story hog farm facility. This was taken into use in Ezhou, Hubei province, China. In the ongoing trend to build multi-storey pig houses, it surely must be one of the largest. Pig Progress took a deep dive. What is new so far?

The pig complex, once completed, is an ambitious adventure comprising 2 buildings measuring 26 floors, each measuring 400,000 m². Owner of the project is Hubei Zhongxin Kaiwei Modern Animal Husbandry, which reports about its project on its WeChat account. The project is one of China's most modern pig breeding farms. It boasts labour efficiency, green ecology, and lower comprehensive cost.

[Read more:](#)

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