

The Big Profile

Dutch exhibitors laud Harvest



Dutch Ambassador to Uganda, Henk Jan Bakker, officially opening the Dutch village during the Harvest Money Expo. Right is the Vision Group boss Robert Kabushenga. Left is Pastor Robert Kayanja of Rubaga Miracle Centre

The companies rated the Harvest Money expo at 4.4 out of 5 points

WIMROB Bees one of the companies that had a stall in the Dutch village

"The expo was truly a success and as the embassy, we are happy to be associated with it."

Deputy head of mission, Netherlands Embassy

By Joshua Kato

"This was the best farming expo that we have ever attended in Uganda," says Francis Baguma, from Kafuka Feeds, a local representative of De Heus/Koudijs, a Dutch livestock nutrition group. He exhibited livestock feeds at the expo. Koudijs is one of the many Dutch companies that showcased their products at the Harvest Money expo in Nambole stadium. Roofed under the Dutch village, the companies exhibited innovative agri-solutions for both crop and livestock husbandry, specifically in dairy, horticultural, poultry, potato, livestock feeds, soil, crop and animal health, solar energy as well as irrigation.

The companies were housed under the Holland Lounge, a large tent that was fully sponsored by the Embassy of the Netherlands in Uganda. On February 16, the first day of the expo, the 'Dutch village' was officially opened by Henk Jan Bakker, the Ambassador of the Netherlands to Uganda. Bakker welcomed the Dutch exhibitors to the expo and asked them to capture the many agricultural opportunities in the country.

Good ratings

According to Josephat Byaruhanga, the agriculture policy officer at the Embassy of the Netherlands, the Dutch companies that exhibited were asked to rate the expo out of five. They were asked to rate the expo preparations, the support they got on match-making, presentations/master classes, location of stands, decoration of the Holland tent/village and visitors at the exhibition.

"And the overall mark was 4.4 out of five," Byaruhanga says, adding that this showed that the expo was a success.

On preparation, the Dutch exhibitors rated the expo an average of 4.2 out of five. On support from the organisers, they

it was 4.7 out of five. On match-making, however, it was three out of five. This implies that although it is still above average, they did not benefit enough from the match-making sessions. Match-making involved getting companies with similar enterprises and linking them together for business.

On location of the Dutch stand/village, the score was 4.4 out of five. For the visitors at the Dutch village, the score was 4.7 out of five. This shows that they were happy with the quality of the visitors at the village.

"Overall, they pointed out that the expo was a success and as the embassy, we were happy to be associated with it," Joris van Bonmel, the deputy head of mission at the Netherlands Embassy in Uganda, said.

Ugandans excited

Lucy Asimwe Twamatsiko, the country co-ordinator of AgriProFocus, who organised the Dutch village (lounge) said, the delegation consisted of leading companies from the Netherlands which showcased innovative solutions, especially those designed to address the problems in Uganda's agricultural sector.

"For instance, Scherjon Dairy Equipment exhibited a mobile dairy factory in a collection and cooling tank manufactured by renowned dairy equipment company out to be one of the major attraction at the expo.

Byaruhanga says, at least five orders for the container milk processing unit were made by expo visitors. Other companies included Ante BV, which exhibited milk coolers and machinery used to process yoghurt and cheese among others.

The involvement of Dutch companies in the expo excited Ugandan farmers because the Netherlands is one of the best farming countries in the world. They are also known to have the most adaptable farming technologies and research. "The Netherlands are the second leading exporter of agricultural produce in the world. They are also manufacturers of some of the best agri-equipment," Byaruhanga said.

"I got good contacts from the Dutch exhibitors and we are already in touch so that I can adapt some of them," Cella Kansiime, a poultry farmer says. "The Dutch have one of the best dairy sectors in the world. It is not surprising that the Netherlands, with just 1.4 million produces more than 100 times the milk produced by Uganda."

The average milk production of a Dutch cow is 27 litres per day, compared to less than one litre for a Ugandan one. This is just the average production per cow, but there are many cows that produce as much as 75 litres per day, compared to a recorded highest production of 25 litres per day in Uganda for a single cow.

The Dutch poultry sector is also among the best worldwide. For example, Dutch chicken breeds are not only better than

Money expo



A Dutch exhibitor explaining how a milk processing container works



A Dutch exhibitor guiding farmers on horticulture practices

those in Africa and Uganda, but also Europe.

To put it in perspective, if one eats an egg or a piece of chicken in northwestern Europe and Africa, chances are high that it is from the Netherlands. The Netherlands is the world's largest exporter of eggs and the third largest exporter of chicken meat.

Of the 10 billion eggs that Dutch chickens lay annually, 6.5 billion go abroad and 50% of the meat and the hatching eggs also end up being exported across the globe.

Ugandan poultry farmers are already benefiting from the Dutch poultry sector. "I am already importing chicks from the Netherlands and I can attest to their good quality," Johnson Basangwa, who keeps chicken in Kamuli says.

The Dutch are also good in the horticulture sector and agricultural financing.

Dutch-linked Ugandan companies

In addition, there were over 25 Ugandan companies linked to the Dutch, plus organisations supported by the Netherlands, in the same village. The big Dutch-supported entities included the Integrated Seed Sector Development project (ISSD), whose main role is to support the development of good seeds in Uganda. There was also the SNV-TIDE, whose focus is to help dairy farmers across the Cattle Corridor develop.

The International Fertiliser Development

Three things to learn about Dutch farming

1 Of the 67,000 farms in the Netherlands, nearly 2,000 are involved in poultry. It has 900 farms that lay eggs, 650 broiler chicken farms and nearly 200 businesses that produce hatching eggs which will end up becoming either broilers or laying hens.

2 There are 18,000 dairy farmers in Holland with 1.6 million dairy cows, producing 12.5 million tonnes of dairy products annually.

3 In 2014 the Netherlands was the world's second largest exporter (in value) of fresh vegetables. The Netherlands exported vegetables worth €7b (about sh28 trillion).



The milk processing container was a major attraction at the expo



An exhibitor in the ISSD stall explaining to an expo visitor what they do

Centre (IFDC) Project is another Dutch-supported organisation that helps the development of a value-chain for potatoes and rice in Uganda.

Other companies included Holland Greentech, (which mainly deals in drip irrigation systems and seeds), House of Seeds, (which sells seeds from the Netherlands), Indigo Uganda, (a company that deals in machinery for adding value to agro-products), Bles Dairies, Tu-Deft/Tahmo and Solar Now, (a company dealing in solar-powered irrigation systems).

The 11 best farmers, who also exhibited in the Dutch village.

The best farmers' competition, now in its fifth year is organised by Vision Group, with support from the Embassy of the Netherlands, dfcu Bank, KLM Airlines and Koudijs Nutrition BV.

The best farmers who exhibited included Dr Diana Nambarya Nsubuga-urban farming, Tom Anyi-bee products, Colonel Dick Bugingo-dairy farming, Joy Mugisha-beans and bananas, Cella Kansiime-poultry and Robert Okodia-bee products.

Others include Joseph Masiga-Fish products, John Bagada-mango juice and wines, Alfred Okiring-mango and oranges, Dr Emma Naluyima-piggery and bananas and Bashir Mayiga-passion fruits.

The Netherlands Uganda Investment Platform (NU