



GDNews – Introduction

Dear Business Partners,

Hereby we present you **Business Partners News from GDF** issue 7 of 2013.

It has been holiday time in the Northern Hemisphere and most people take time to reflect. This was the reason we decided not to send out a July Issue of our newsletters.

GDF Congress 2013: In the same period we were busy with the preparations of the GDF Congress in Israel-Egypt for October 2013. As you know, we are really sad to have to postpone the Egyptian part of the Congress. Especially our Egyptian Friends Seif and Hani put a lot of effort in having us in Egypt. So we are now only focusing on Israel for our upcoming congress. This decision did have a tremendous influence on logistics and the participation of delegates. Also we have had delegates who cancelled participation for this part of the GDF Congress. We are working as hard as possible to attract more farmers for this event; our deadline will be August 23. 2013. In this we need support of you all in attracting delegates with an added value for the group. Please, get in touch with us about this!

Network GDF: The network of GDF is increasing and getting stronger over the years. We have welcomed **Förster Technik** from Germany and **VNU-Exhibitions** from the Netherlands already. VNU is organizing a [Roadshow](#) soon. More information in this GDNews.

New Partner: Now we can announce a new partner again:

Canadian Dairy XPO from Stratford Ontario (CAN) Canadian Dairy XPO started their first exhibition in Canada in 2013. This was very successful and more than **11,000** delegates visited this exhibition in Stratford Ontario Canada. Many of our business partners (f.e. Jaylor, Artex) have booths at this Dairy XPO. Next Dairy XPO will be held February **5.6 2014**. Around this Dairy XPO farm tours and seminars are organized. We as GDF see a win-win situation in a co-operation with the Canadian Dairy XPO and in person with Jordon Underhill. In the next newsletter issue we will provide you with more information.



Further remarkable points:

- **NZ Fonterra Botulism scare:**

Unfortunately Fonterra has hidden the mistake of possible infected WPC for a long time. That a mistake was possibly made is for sure. I am disappointed the way Fonterra handled this. It is causing problems not only for Fonterra, but the entire globally operating Western dairy sector. We are losing our position, the trust that was build, especially with our Chinese partners. And it is only palliative that CEO Theo Spierings is going to China on his own, the biggest trading partner of Fonterra (90% of imported Chinese WMP is coming from New Zealand). Latest information is that Fonterra NZ Milk products MD Garry Romano has resigned with 'immediate effect', less than two weeks after the scandal became public.

- **EU Number full time farmers declined:**

Just as in other places around the world the decline of active farmers in the EU went down with 30% during the past 10 years. This happens especially in the former East European countries. Also there is a decrease of working family members on the farms. We know in New Zealand there are special programs to help attract young people to become farmer!

- **IEEP: Farmers leaves the non favorite areas worldwide:**

Due to land abandonment in former Eastern Europe, but also in Spain and Portugal, 20% of cultivated land is not in use anymore. (A couple of years ago I mentioned this especially for the Baltic States.



At the moment this decrease is 0.2 -1.0% on average in the EU annually. This leads to desiccation, land is overgrowing with trees and there is a strong decrease of bio diversity in these regions. Reasons for land abandonment are: farm economics, low land prices, low farmers income, lack on investments, average age of farmers and low population density. In Spain young people move back to the countryside, due to lack of labor in the cities.

• **Transport costs overseas milk:**

Dr. Rudolf Schmidt, CEO of one of the biggest German Milk processors in Nord Rhein Westfalen, mentioned that the transport of 1 liter package of milk product to the harbour of Hamburg is 5 times more expensive than transporting this pack with containers from Germany to China, which can be done for 0.7 €/liter.

• **UK - University of Aberdeen:**

Cows are spending 2-10% of their energy on the production of methane gas. So reducing methane production gives a higher feed efficiency.

• **Italy:**

The European Commission (EC) blames the Italian government for not asking back the penalty for overproduction of quota from farmers between 1995 and 2009. This is an amount of 1.42 billion€. This is something disturbing competition in farming in the EU.

• **Brazil:**

In the Southern part of Brazil, farmers are going out of the dairy sector. Milk production reduces with 5.5%. Milk prices have increased with 3.5% in one month!!

• **New Zealand:**

Statement of Fonterra board President John Wilson: ‘Volatility is a farmer’s friend, because then the farmers are forced to be cost effective’.

Enjoy reading this Business Partner news.

We look forward to meeting you in Israel in two months and at the Canadian Dairy XPO on February 5 and 6 2014.

Have a good weekend.

Kindest regards from

Bram Prins, President and Elise Keurentjes, Manager

Business Partners GDF

Gold partners



Silver





General

Canadian Dairy XPO: February 5-6 2014

Global Dairy Farmers and the Canadian Dairy will cooperate for the XPO of 2014. This will include the promotion of each other's brands and activities, participation of GDF in the Dairy Summit Meeting and a booth in the Dairy Classroom at this event. With all our (Canadian) partners we hope to meet during these days and we look forward also to be able to organize dairy farm tours and trips around these two expo days. We will also invite our GDF members for this event and have been able to make very good arrangements to do so with the XPO. We look forward to a fruitful cooperation!

Keep an eye on our website and mailings regarding this event!! Also feel free to send us your suggestions and requests for information via [e-mail](#).



Press release: Canadian Dairy XPO planning to double in size for 2014

April 1st, 2013

(Stratford, Ontario) The Canadian Dairy XPO (CDX) show management has announced that they plan to double the size of the show for 2014, after the widespread success of the inaugural CDX this past February. With the support and cooperation from the mayor of Stratford and key city officials, the 2014 CDX will now take on the entire Stratford Rotary Complex, including both hockey rinks. A potential expansion to the popular "Cow Coliseum" building is also being discussed.

The progressive mayor of Stratford, Dan Mathieson called the agriculture industry in Perth County "vibrant" and a "major contributor" to overall economic stimulation. He suggested the inaugural CDX proved it has the ability to draw visitors from across the county, the province and Canada-wide.

"We as a city need to react to over 11,000 dairy producers coming each February," he said. "The Canadian Dairy XPO presents a great opportunity for the City of Stratford and Perth County, from both a tourism and economic development standpoint."

CDX founder and general manager Jordon Underhill says the XPO is strategically positioned in Perth County, because it is one of the most concentrated dairy production regions in Canada.

The county is home to the highest number of dairy operations in Ontario, followed closely by surrounding Oxford and Waterloo counties. Total agricultural cash receipts in Perth County exceed \$550 million, with dairy cash receipts leading the way at over \$150 million.

"We were optimistic that the dairy industry would rally and take over Stratford for the inaugural XPO, and they did," says Underhill. "Now through cooperation with the city and full site control of the Stratford Rotary Complex, we can effectively produce an event the Canadian dairy industry needs and deserves."

With their recent expansion announcement to 6 large halls, the Canadian Dairy XPO is set to become the largest dairy event in Canada and second largest in North America - after the World Dairy Expo, held annually in Madison, Wisconsin.