



# Educational tour Estonia

Hielke Sportel – 10 & 11/02/2020

**BETTER COWS | BETTER LIFE**



Euroopa Maaelu Arengu  
Põllumajandusfond:  
Euroopa investeringud  
maapiirkondadesse



# **HIELKE SPORTEL**

- **Farmers son from Africa**
- **Cows have always been a passion**
- **Responsible for the operations of CRV in Middle Europe and Sub Sahara Africa**
- **Passion for cows**





# CONTENTS

- Dutch Agribusiness
- Dutch Dairy
- CRV – Who we are
- Future of dairy and breeding
- Better life Health and Efficiency
- Wrap up
- Questions

# INTRODUCTION TO THE NETHERLANDS

## Agri-Food export figures 2017

HIELKE SPORTEL | DECEMBER 2018

Total export from the Netherlands

€ 101 billion

### Top 5 export products

Materials and technology  
€ 9.1 billion



Flowers € 9.1 billion



Dairy and eggs € 8.9 billion



Meat € 8.3 billion



Vegetables € 6.7 billion



### Top 3 destinations

	Germany	24.7%
	Belgium	11.2%
	United Kingdom	9.2%



- The Netherlands is the EU's biggest agri-food exporter
- And the second biggest in the world

Source: Nov & Dec 2017 estimates, Wageningen University & Research/Statistics Netherlands

Source: Comtrade



# DAIRY IN THE NETHERLANDS

- **1,600,000 dairy cows**
- **85% in milk recording**
- **95% heifers in the herd book**
- **50% heifers type classified**
- **100% of the cattle are registered**



# DUTCH DAIRY FIGURES

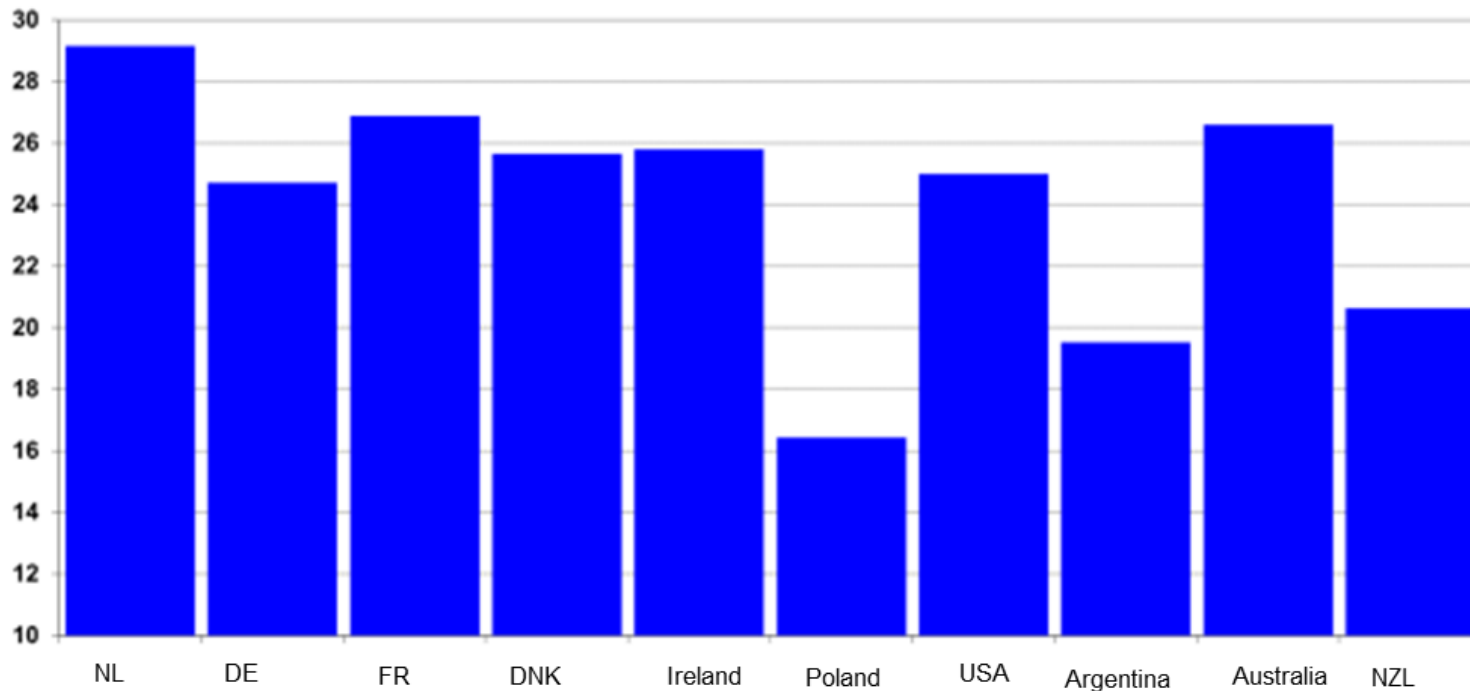
- 31,533 kg milk
- 1,108 milk days
- 28.5 kg milk/day
  
- 4,38% fat
- 3,59% protein
- 2,491 kg fat & protein
  
- 3,4 calvings
- 407 calving interval



Double W Ricky; 15,766 kg milk, 5,26% Fat, 4,29% Protein,  
Bulldam of Ranger

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# LIFETIME PRODUCTIONS WORLDWIDE 2016



# CRV – SINCE 1874





# WHERE AND HOW MUCH?

- cooperative ± 23,000 members
- 50,000 customers in 60 countries
- offices in 12 countries
- 10 Million straws annually



# WHAT DO WE DO – IMPROVE CATTLE

- Breeding
- Data collection
- Herd books
- Farm services
- Management products
- Magazines and articles
- Research and development

- Delta Misty P (Fun P x Deputy)
- 305 Day lactation = 10,718kg
- 3.90% Fat
- 3.54 % Protein
- Owner: Barendonk Holsteins



Alex Arkink

# FOR WHO? EVERY FARMER





# FOR WHO? EVERY FARMER



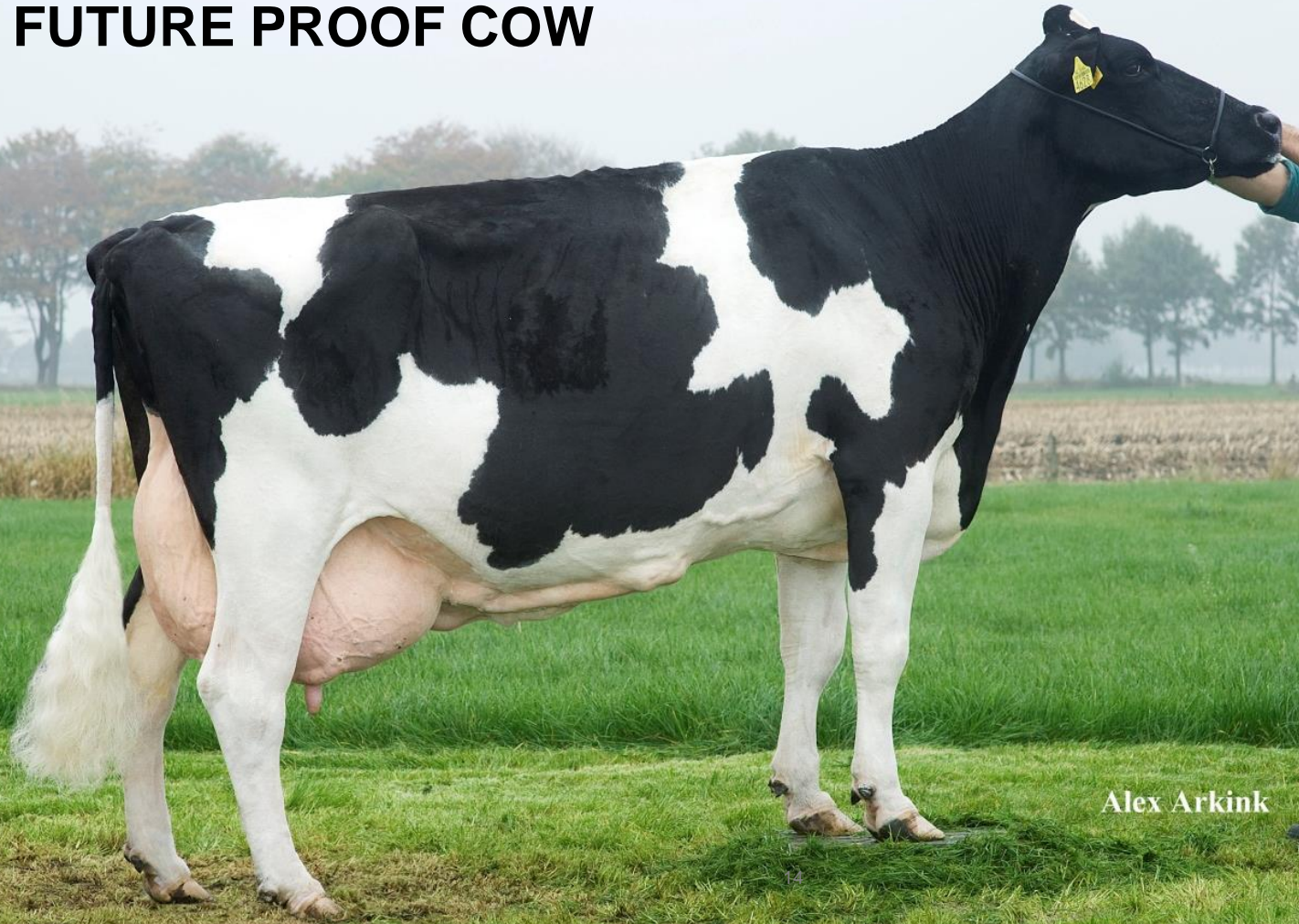
# FUTURE IS CHANGING – FARMERS NEED TO THINK OF THE FUTURE



- **Animal Welfare**
  - Udder Health
  - Hoof Health
  - Lifetime production
- **Environment**
  - CO2 Emission / CO2 Footprint
  - Methane, emissions
- **Efficiency**
  - Milk production and components
  - Feed Efficiency
  - Cost efficiency



# FUTURE PROOF COW



- 207,827 kg Milk
- 4,64% Fat
- 3,86% Protein
- 19 years of age
- Full CRV Pedigree

Alex Arkink

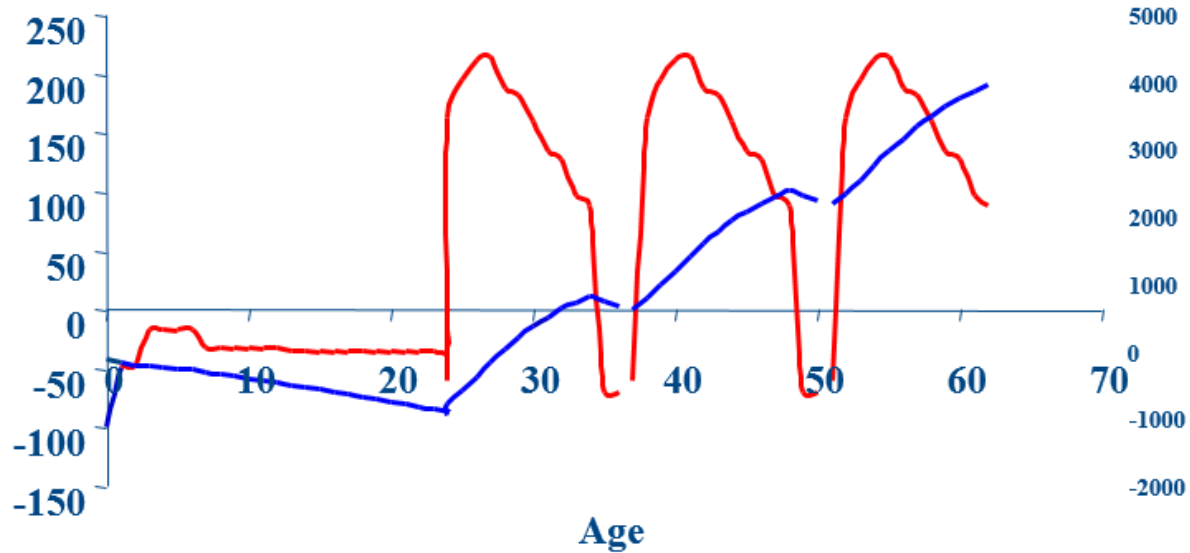


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# BUSINESS MODEL OF A COW:

\$/Month

Cum.



— Month — Cumulative





# PROFIT = INCOME - COST

## Income

Milk

Calves

Old cows

## Costs

Feed

Employees

Vetrinarians

Medicines

Machinery

Housing

Culling?

Replacement Rate?

Sickness?

.....?

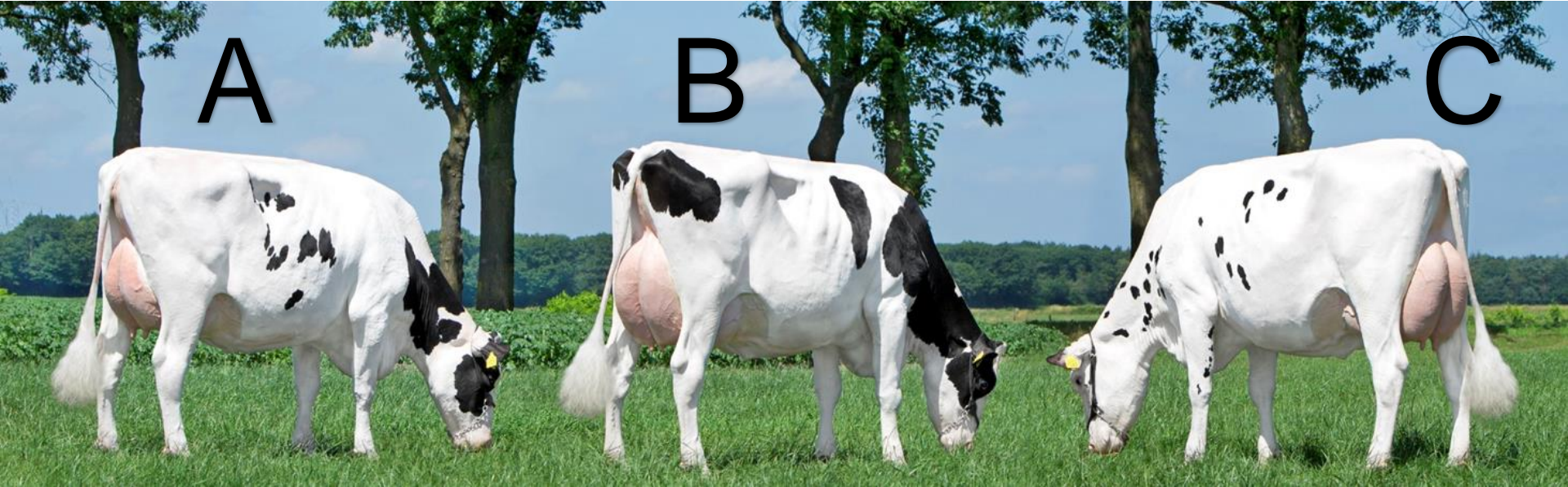
## WHY BREED FOR LIFETIME PRODUCTION AND EFFICIENCY?

- **Profit! – Produce more Milk with less feed**
- **More time for you, the Farmer**
- **Environment – CO<sub>2</sub> , Methane, Phosphates, less inputs etc.**





# WHICH COW IS THE MOST EFFICIENT?



# CRV – THE 1ST AND ONLY IN REAL FEED EFFICIENCY

- Only company in the world with real feed intake data
- Started in 2017, now recording on 5 farms
- It is not what you think, its not what you know, it is what you can prove!





# WHAT DATA DO WE COLLECT?

- Individual feed intake
- Milk Production
- Live Weight
- Water intake



# THIS IS NEXT TO ALL THE DATA WE ALREADY COLLECT!

- Health traits
- Hoof Health (digi-claw)
- Fertility (ovalert)
- Rumination activity
- Milk Recording
- Milking times and milk let down
- Cow exterior/type classification



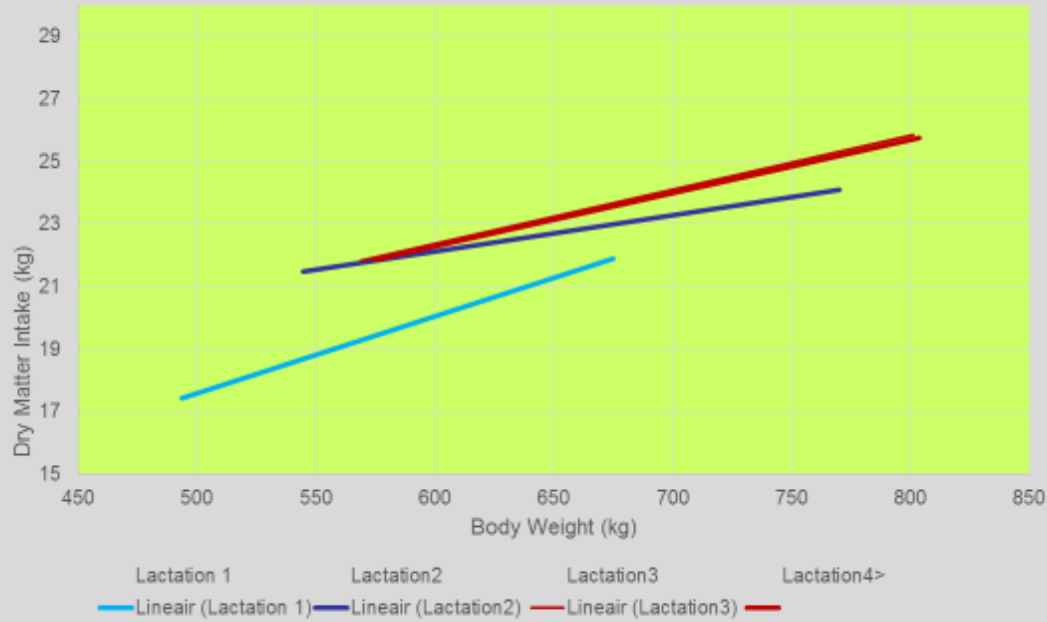
**Delta Rora VG 87 (G-Force)**  
**305 day lactation = 13.116 4.21%F 3.61%P**  
**Dam of Delta Treasure**



# WHAT DID WE FIND?

100kg of live weight of the cow needs the same feed to maintain its body as it does to produce 1000 – 1250kgs milk

## Phase 1 – Dry matter intake and body weight Based on cow averages





# PRODUCE MORE WITH LESS

Cow	Kg milk* in 3 lact.	Bodyweight	Feed intake (kg d.m.)	Feed efficiency	Profit per cow**
A	30.408	618	18.552	1,65	6932
B	30.802	650	20.143	1,54	6752
C	30.287	634	21.887	1,39	6223
D	30.140	660	26.898	1,13	5170

Similar lifetime production	Difference in body weight	Difference in DM intake	Difference in feed efficiency	Cow A +34% more profit compared to D
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\*Kg FPCM    \*\* Milk price € 0,35 - Feed costs € 0,20 kg/dm

# MORE MONEY IN THE FARMERS POCKET – THE 25% BEST COWS PRODUCE 9KG MORE MILK WITH THE SAME AMOUNT OF FEED

	Feed efficiency.	Kg FPC milk	Kg dm feed intake	Profit per day. <sup>^</sup>
25% Best	1,70	40,2	23,9	€ 9,93
25% lowest	1,26	31,2	24,6	€ 6,89
differences	0,44	9	-0,7	+€ 3,04
<sup>^</sup> Milkprice € 0,35. Price concentrate per kg dm. € 0,27. Price roughage is per kg dm . € 0,15				

25% best cows  
for FE have  
44% more  
profit

# HOW MUCH DIFFERENCE DOES THIS MAKE?

Saved cost per day	Days per year	Number of cows	MORE profit per year
€ 1,00	365	100	€ 36,500,00
		250	€ 91.250,00
		500	€ 182.500,00
		1000	€ 365,000,00
		1500	€ 547.500,00
		2000	€ 730.000,00

# DELTA BONJOUR

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Print 



Delta Bonjour

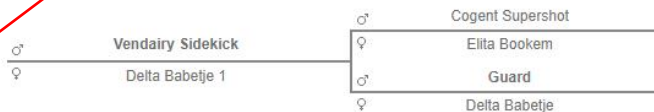
## BONJOUR

Delta Bonjour

- ★ Easy to manage and efficient cows
- ★ Health specialist
- ★ Udder improver
- ★ A2A2

**14% more** milk from the same amount of feed

Born	11.08.2017	NVI	396
aAa Code	324165	Sire ID	NL 743430180
Color	Black & White	Kappa / Beta Casein	BB / A2A2



NVI B and W base









Breeding Values					reliability: 65%
% Health	% Efficiency	Feed intake	Longevity	NVI	
11	14	1.82	887	396	

Production traits						0 dtrs, 0 herds, reliability: 71%
Kg Milk	% Fat	% Protein	Kg Fat	Kg Protein	INET	
1,037	0.14	0.10	58	46	325	

Management/Health

SCC		114
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Conformation traits

	0 dtrs 0 herds reliability: 71%
Frame	 97
Dairy Strength	 101
Udder	 113
Feet & legs	 104
Total score	 108
Stature	 106
Chest width	 97
Body depth	 93



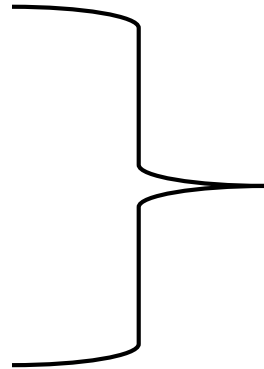
# WHAT ABOUT HEALTH?





# WHAT ARE THE MAIN REASONS FOR CULLING COWS?

1. **Fertility (30%)**
2. **Mastitis (17%)**
3. **Lameness (11%)**
4. **Other diseases (28%)**
5. **Other reasons (14%)**
  - *Production (10%)*



Better Life Health helps reducing the 3 main reasons for culling cows!



Source: CanWest DHI & Valacta

# BETTER LIFE HEALTH



## Better Life Health

- Udder health
- Claw health\*
- Ketosis\*
- Daughter fertility
- Calving ease
- Birth ease
- Viability

*\* Unique CRV breeding value*

### RULE OF THUMB:

**Bulls with 5% Better Life Health or higher improve every health trait**

### BETTER LIFE HEALTH



**EASY**  
CALVINGS



**GOOD**  
FERTILITY



**HEALTHY**  
HOOVES



**VITAL**  
CALVES



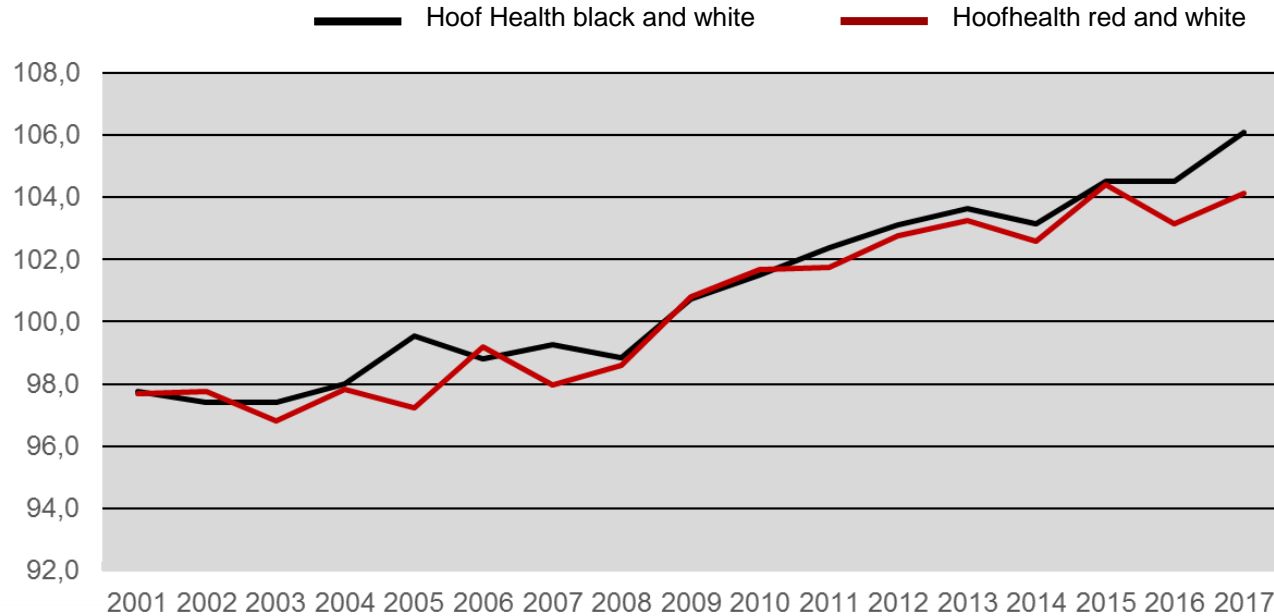
**HEALTHY**  
UDDERS



**LESS**  
KETOSIS

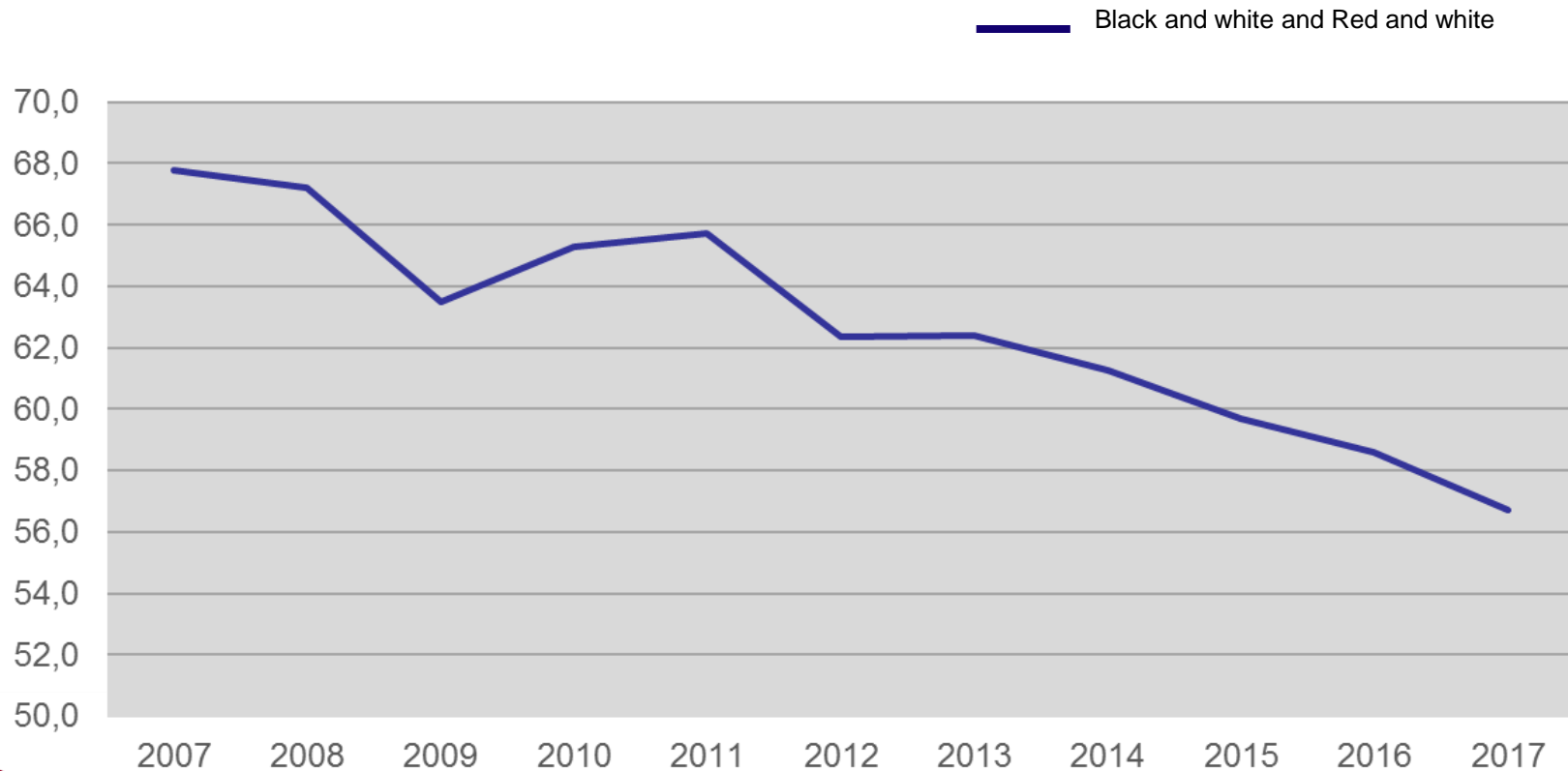


# GENETIC TREND HOOF HEALTH NL/FL



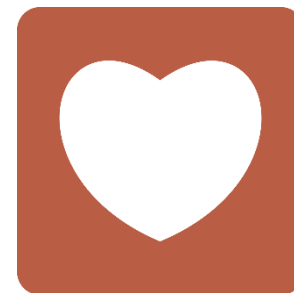
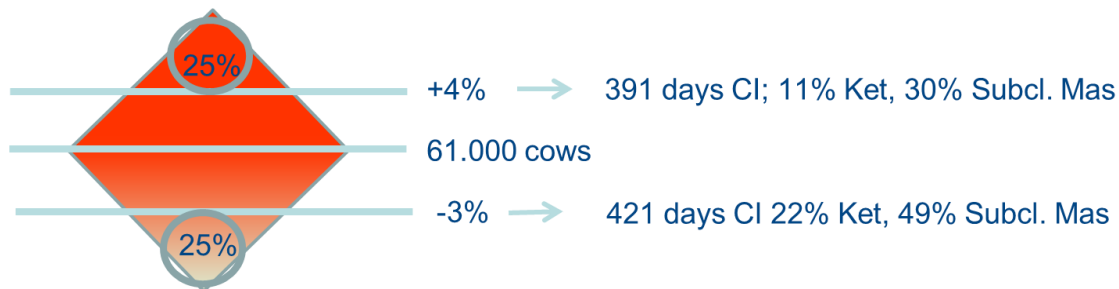
# HOOF DISORDERS IN NL/FL COW POPULATION

DIGIKLAUW AUG. 2017





# BREEDING ON BETTER LIFE HEALTH PAYS OFF!



## Top 25% for Better Life Health had:

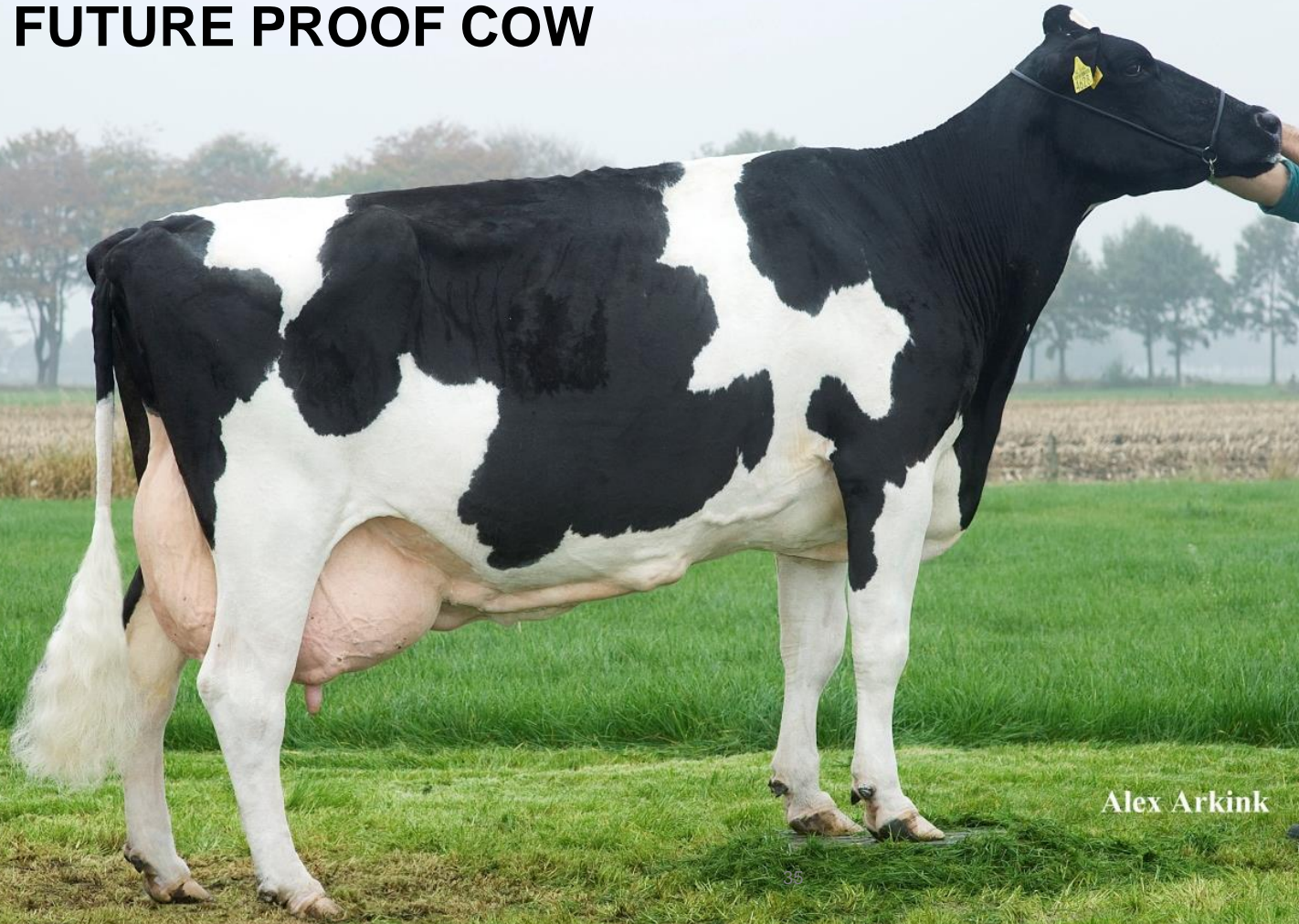
- 30 days shorter calving interval
- 50% less ketosis
- 39% less subclinical mastitis
- 23% less hoof problems
- 55% less still births



**EFFICIENCY AND HEALTH:  
THE ADDED VALUE OF OUR GENETICS!!!!**



# FUTURE PROOF COW



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# QUESTIONS?



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