



Embassy of the
Kingdom of the Netherlands

Poultry, Processing and Meat Trade Mission to Kenya



Poultry, Processing and Meat Trade Mission to Kenya

This trade mission is organized in cooperation with the Dutch Poultry Center, the Africa Agribusiness Academy and the Embassy of the Kingdom of the Netherlands in Nairobi. The Netherlands African Business Council (NABC) is organizing this trade mission for Dutch companies to Kenya with as objective to introduce and familiarize the companies in the Dutch poultry, processing and meat value chains to the Kenyan market. The hosts of the first day of the mission will be the Embassy of the Kingdom of the Netherlands in Nairobi through the Netherlands Business Hub.

This Trade Mission is organized by:



In close collaboration with:



Embassy of the
Kingdom of the Netherlands



Netherlands Poultry, Processing and Meat Trade Mission

23 - 27 May 2016

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Foreword

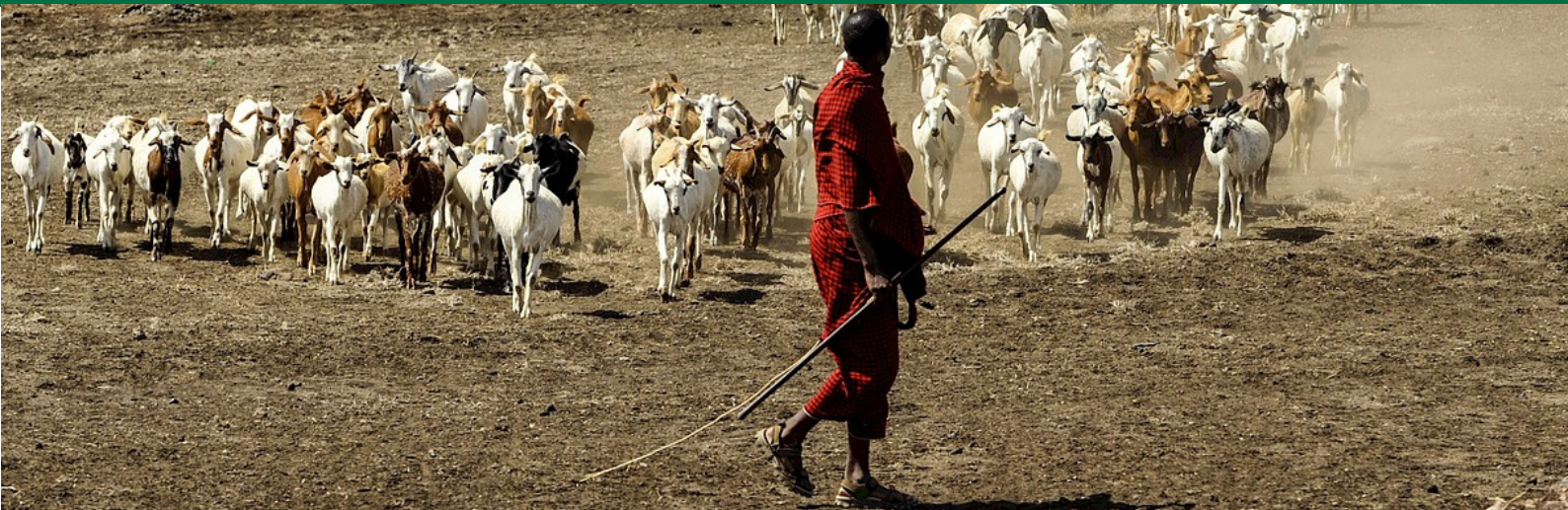
It gives me great pleasure to introduce the companies that are participating in the Poultry ,processing and meat mission in Kenya from 23rd to 27th May 2016. The mission is an excellent opportunity for participating companies to broaden their network, exchange information and knowledge and do business and I am very happy that the Embassy of the Kingdom of Netherlands through the Netherlands business hub can play an active role in facilitating this process.

Netherlands has had a long standing business relations with both Kenya. This is demonstrated by the fact that the Netherlands is the third export destination for Kenyan goods. With the policy shift from “aid to trade’ ’ in the development co-operation there are opportunities for further co-operation between Kenya and Netherlands in the meat sector with the Dutch agribusiness sector.

Agriculture accounts 24% of Kenya Domestic Product (GDP) with livestock sector contributing 40% of this while employing 50% of agricultural labor force. Kenya’s domestic market is robust with a population of 44.6 million and strong culture of meat consumption. Although Kenya exports to UAE , Somalia and Tanzania it has insufficient supply to meet domestic demand. The need to strengthen the domestic value chain creates opportunities for further growth. The demand for meat is also increasing due to increasing urbanization and a growing middle class .The Kenyan meat production, processing and distribution sectors will have

to make enormous efforts to satisfy this demand. Kenya will need to grow this industry in a holistic and integrated manner while ensuring safety and sustainable means. The Dutch agribusiness sector can positively contribute to the strengthening and development of the various meat value chains in Kenya due to its vast experience and innovation technologies. Through this they will be able to develop business models that will lead to safe, nutritious and affordable meat products.

The public sector cannot be left out since it has an important role in enabling environment. The co-operation has led to bilateral agreements between Kenya and Netherlands being made in this sector including the importation of heifers. Other factors in which the government of Kenya has a role to play in developing the industry range from application of standards, quality assurance systems, infrastructure , costs of doing business in livestock and meat as well as policy issues. The Dutch public–private partnership structures is willing to contribute to the development and improvement of the Kenyan meat sector in these areas.



We would like to share this knowledge and practices with local partners; creating an enabling business environment, always looking for ways to adapt to the local reality, while being economically viable, climate smart and socially responsible.

This years' participation in this mission underlines the commitment of the Netherlands government and many Dutch companies to further strengthen the cooperation between our private businesses that can contribute to a successful poultry and meat value chain in Kenya and the East African region as a whole.

Bert Rikken
Agricultural Counsellor for Kenya and Tanzania
Embassy of the Kingdom of the Netherlands
Nairobi, Kenya





Foreword

Dear participants and farmers,

With great pleasure I introduce to you the participants of The Netherlands livestock and poultry mission to Kenya. The delegation counts 15 participants from various sectors of the livestock industry.

This booklet is our joint “business card” and I am convinced that useful contacts will be established from its dissemination. Kenya, like The Netherlands, is a large live stock producer. Kenya has a large cattle population as well as well a substantial poultry sector with about 8 million hybrid layers, 40 million commercial broilers and 0,4 mio breeding stock.

Traditional methods of poultry husbandry render current output per unit of domestic breed of poultry too low. Therefore investment opportunities are attractive for modernizing commercial poultry breeding, production and processing of meat and eggs.

The bilateral relations between Kenya and The Netherlands are good. In the coming five years agriculture will be one of the main pillars of the country’s economic development. The sector has already contributed very positively. The objective of this trade mission is to introduce and familiarize Dutch companies in poultry, processing and

meat value chains to the Kenyan market. With the end goal being to generate investment and trade opportunities.

We hope this mission will generate more business with the companies introduced to you in this brochure. This mission is organised by NABC in close cooperation with the Dutch Embassy, Africa Agribusiness Academy and the Dutch Poultry Centre.

On behalf of the Netherlands-African Business Council, I all wish you a fruitful trade mission.

Kind regards,

Paul van de Ven
Head of Delegation & NABC Board Member





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Netherlands-African Business Council

Introduction:

NABC is the leading network organization in the Netherlands for doing business in Africa. NABC, founded in 1946, is a Dutch non-governmental private sector organization, driven and funded by its members (consisting of small and medium sized enterprises, multinationals and knowledge institutions in the Netherlands).

Our Mission

NABC is the leading network organisation providing the platform for enhancing business between the Netherlands and Africa.

Our approach

Trade missions provide a valuable introduction for Dutch companies in Africa and African partners to The Netherlands. NABC works with a unique network of local partners to make this trade missions successful. Over the past 6 years NABC, often in close collaboration with African and Dutch embassies, carried out over 50 trade missions to more than 20 African countries.

Our Members

NABC works with a pool of almost 450 member companies representing a wide range of sectors, varying from agriculture to infrastructure, energy, healthcare and the services sector. NABC has established strong partnerships with representative bodies in the corporate community such as The Employers and Businesses Federation in the technological industry (FME) and the Confederation of Netherlands Industry and Employers (VNO-NCW).



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Our Services:

Events

NABC events support companies in building up relevant networks, exchange knowledge and sharing experiences, especially relevant for SME's. NABC offers monthly networking events, knowledge seminars and company visits.

Trade Missions

The NABC has organized more than 50 trade missions, covering more than 40 African countries, over the past 5 years. Find out where we went and where we are going.

NABC Communication Center

The Communication Center combines the services of NABC, ABC and, African Correspondant Arne Doornebal to successfully assist members in reaching prominent media in Africa and the Netherlands.

Member Support Service

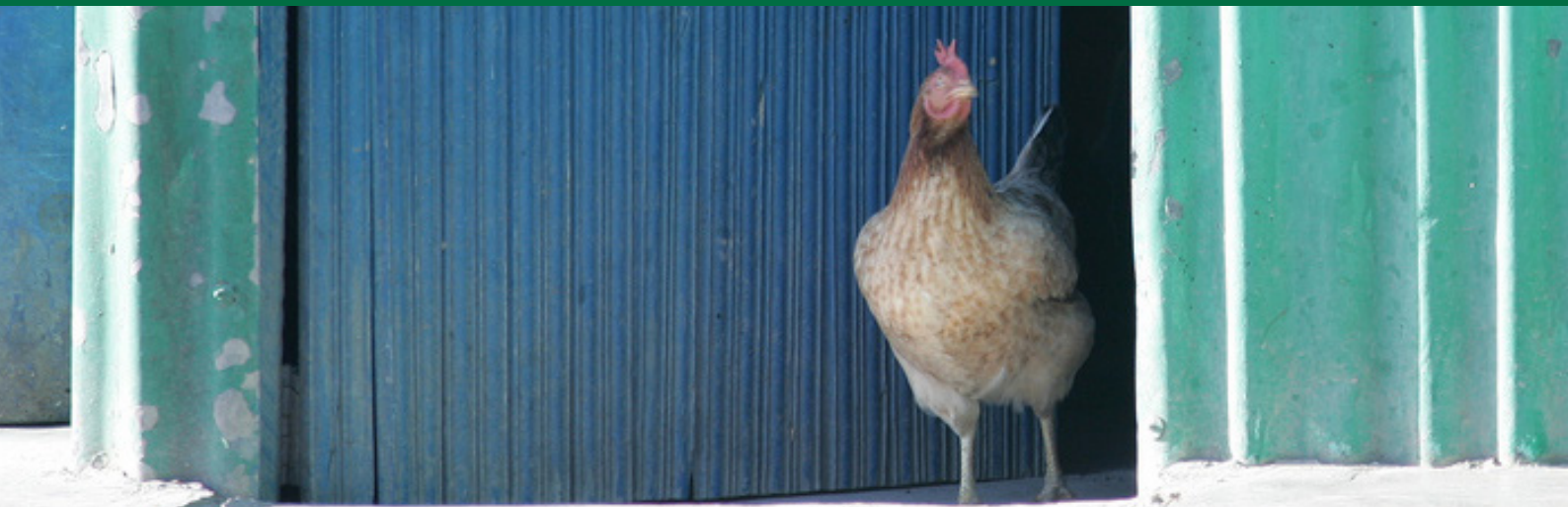
Do you need advice concerning business opportunities, investments or regulations in Africa? Or do you want to benefit from our member deals? Find out how we can be of assistance.

Strategic Programmes

The NABC coordinates 5 ongoing strategic programmes in multiple sectors. Find out what a strategic programme entails, and visit the individual websites of each programme.

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The Netherlands Business Hub

The mission of the Netherlands Business Hub for East Africa, based in Nairobi, is to promote, support and service Dutch business and economic interests in East Africa and to contribute to strong relations with countries of the East African Community (EAC), Ethiopia and South Sudan.

The ambition of the NL Business Hub is to serve its subscribers and clients that seek doing business in target countries stated in the mission effectively and efficiently, resulting in expanded business between the Netherlands and target countries. Assuming that the goal of subscribers and clients is to expand their business; a successful NL Hub will logically lead to increased trade and closer relations. Overall, Netherlands' business will be closer and better connected to East Africa, including through sector organisations.

Products and services

The NL Hub will provide market information, deliver hands-on services, organise networking activities and will serve as a platform for promotion of the Netherlands. Dutch companies still exploring possibilities in Kenya or extending their activities, like setting up a local office, can opt for a more extensive package, including a virtual office, renting of office space in the NL Hub, recruitment services, representation at trade fairs or partner search. For those already active in Kenya, the NL Hub will provide opportunities to extend their network and accelerate their business.

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Collaborating Parties



Embassy of the
Kingdom of the Netherlands





Dutch Poultry Centre

The Netherlands has an excellent international reputation as a poultry country. As the Dutch Poultry Centre we want to strengthen that reputation and give it a face. We are using collective marketing to put the Netherlands on the map. Not to replace the faces of the individual partners, but to strengthen them. In that way, Dutch Poultry Centre is becoming a breeding ground for new contacts. Where you meet our partners, you also meet us. We want to use that recognisability to stimulate new contacts.

At Dutch Poultry Centre, it's all about cooperation. Cooperation between the partners and cooperation with customers and business relations all over the world. Our partners are working together commercially. This way, companies with complementary products can provide you with a total solution. Or our partner companies are working together to open new foreign markets. We have also cooperation that mainly consists of sharing knowledge and providing complementary solutions. For example, The Netherlands is home to leading companies in all parts of the poultry sector: primary, industrial and processing companies and knowledge institutes. Cross-fertilisation in and between these sections is valuable. Sharing knowledge and views gives rise to innovative solutions. To achieve this, amongst other things market cafés and knowledge symposiums are being organised for and by the partners.

In the collective atmosphere of the Dutch Poultry Centre, creativity is being stimulated, which means that new ideas now have a greater chance of success. That is the great strength of Dutch Poultry Centre.





Africa Agribusiness Academy

The Africa Agribusiness Academy stimulates and supports entrepreneurship toward increased food security in Africa.

Founded in 2010, the AAA is a pan-African business platform for small and medium-sized agrifood enterprises (SMEs). These AAA member companies share and pool their knowledge and experiences, collaborate and form partnerships, support one another and provide inspiration and guidance for current and up-and-coming agribusinesses, inside and outside of the network.

The AAA supports these entrepreneurs by offering capacity development and training opportunities, marketing, communication and networking support and facilitating the collaboration and mutual learning of all members.

The expanding AAA is currently active in Kenya, Uganda, Tanzania, Rwanda, Malawi and Ethiopia, with more entrepreneurs in more countries coming on-board soon. Each country has a specific 'Country Chapter' which coordinates the activities of that country, while regional "Business Clubs" stimulate tight cooperation between members from the same area. Sector-specific and thematic collaboration is achieved through the Knowledge Networks, with members benefitting from exposure to transnational experiences and knowledge.

The AA Academy is supported by Sokoine University of Agriculture, Department of Agricultural Economics and Agribusiness (DAEA/SUA) in Tanzania and Wageningen UR (University & Research Centre) in the Netherlands. Next to the members own contributions, both financial and in-kind, the Academy gratefully receives funding from national and international (agri-) businesses, the Wageningen Ambassadors, the Dutch Ministry of Foreign Affairs (DGIS), and from private sponsors.





AgriProFocus

AgriProFocus is:

1. An international network with Dutch roots that promotes agri-entrepreneurship in low- and middle income countries.
2. Active in 12 countries in Africa & Asia and in the Netherlands.
3. A market place (online and offline) where you can meet, do business and share experiences & knowledge with other agribusiness players.
4. A neutral platform where stakeholders, through out the whole value chain, join forces.

We believe that entrepreneurial farmers are key to realizing food and nutrition security for 9 billion people in 2050. We create new opportunities by supporting agri-entrepreneurship and fostering an enabling environment.

What we can do for you:

CONNECT you to agribusiness professionals: a dedicated team supports the network and is ready to connect you to 25,000 entrepreneurial people from the agribusiness sector worldwide.

BROKER new partnerships and collaborations: we can help you with information, contacts and establish links with (inter)national businesses in our networks.

CO-CREATE innovative solutions to your agribusiness challenges: we foster the development of strong communities of practice, to address key challenges in various value chains. Different stakeholders co-create new knowledge and develop innovative solutions.

SHARE your ideas, knowledge and business innovations: through expert meetings, online platform and policy and advocacy groups, we facilitate exchange and mutual learning. Share your thoughts and actions with us and receive valuable feedback from across the planet.

Active network partners:

- Agribusiness companies
- Producer organizations
- NGOs
- Knowledge institutes
- Financial service providers
- Government agencies

Countries: Benin, Burundi, Ethiopia, Indonesia, Kenya, Mali, Netherlands, Niger, RD Congo, Rwanda, Tanzania, Uganda, Zambia.

Join our network at www.agriprofocus.com

**Agri
Pro
Focus**



Kenyan poultry, processing and meat sector

Kenya has an estimated poultry population of 31 million birds. Of these, 75% consist of indigenous chicken, 22% of broilers and layers and 1% of breeding stock. Other poultry species like ducks, geese, turkeys, pigeons, ostriches, guinea fowls and quails make up 2 % of the poultry production (MOLFD, 2012). While indigenous chicken are mainly found in rural areas, broilers and layers are kept in urban areas.

The commercial poultry sector is producing over one million chicks per week, 14 % being layers and the rest being broilers (Dr. Humpreys, Head Breeders Association, 2012). The features of the commercial market are a growing urban population and growing retail sector (fast food branches, supermarket branches and restaurants). The demand of commercial chicken (whole, half, parts, grilled and fried chicken) and eggs is high and growing.

Beef is the other main source of meat in Kenya. The beef sector contributes c.a. 10% to Kenya's GDP (Estimates from 2011). Production is mainly for the local market annual production is c.a. 588,985 metric tons p.a. of which 99% is sold locally and only 1% is for export. The beef sector is made up of camels, cattle, goats and sheep. The per capita consumption of beef is c.a. 19.25kg (2015 estimates) an increase from 15.25kg per capita in 2011. The beef market continues to grow steadily (registered 41% growth between 2006 and 2011) driven by increase in disposable incomes and better farming techniques compared to what traditional beef farming methods.

Urban areas account for the largest market as incomes in rural areas are significantly lower in comparison. Regulation in the sector is driving continued modernization of both farming and slaughtering. In general the sector is expected to continue growing steadily in the coming years, driven by increased urbanization, the growth of the middle class and improved access to regional markets.



AIPEX 2016 Nairobi

The African Poultry & livestock industry is ideally positioned to take advantage of the continent's Increasing middle class expenditure and projected population growth.

Narrowing down to Kenya, Agriculture contributes 25% of the GDP with poultry playing a major role, representing 30% of the agricultural contribution to GDP. Some poultry companies in Kenya have operations that qualified it to be classified as a Sector one farming system, with contract farming as part of their strategy. There is substantial number of day old chicks produced in Kenya 42% of which are exported to neighboring countries.

The Kenyan food-processing sector remains the largest component of the manufacturing industry, in terms of structure, economic contributions, and performance. Some of the largest Poultry Meat & Egg Producers in Africa include; Nigeria, South Africa, Egypt, Algeria, Morocco, Tunisia, Kenya, Libya, Burkina Faso, Zambia, Mozambique, Uganda, Ethiopia, Ghana, Sudan, Cote d'Ivoire, Tanzania, Zimbabwe.

Africa International Poultry & Livestock EXPO (AIPEX 2016) is positioned to become the signature show in the region. AIPEX 2016, will create major opportunities for International & Local companies to do business in Africa, arguably the most comprehensive Poultry & Livestock focused trade show across the region, with the support of African Governments, trade associations & Chambers of Commerce across Africa, taking place at Kenyatta International Convention Centre (KICC) Nairobi

Kenya, the largest venue of its kind in East & Central Africa from 25th to 27th May 2016.

AfriEXPOS in collaboration with key stakeholders in African Poultry, Livestock & meat sector will bring together Heads of Governments and prominent business leaders to share their views, provide latest updates on the Poultry, livestock & meat industry development, deliberate on pertinent issues and gaps faced and network closely to sustain the dynamism and strength of the Poultry, livestock & meat economy.

More importantly, the event is envisaged to intensify strategic collaborations in Africa's Agriculture and the meeting of minds is expected to inspire synergistic convergence amongst the critical sectors towards a lucrative and sustainable African Poultry & Livestock Industries. AIPEX 2016 will seek to explore and identify what it would take to make significant advances in understanding, integration and implementation of regional best practices in the Poultry, Livestock & Meat industry.





Participants





Participants





Paul van de Ven
Area Manager Africa

ISA Hendrix Genetics

ISA is the world's leading breeder of brown and white laying hens, which thrive in both traditional and alternative production systems and in different climatic conditions.

Our mission is to contribute to profitable and sustainable egg production by improving the economic life of laying hens. This involves breeding hens that lay more eggs for a longer period of time, without compromising on egg quality, daily feed intake or animal health. We own the largest gene pool of pedigreed pure lines in the world and collaborate closely with renowned academic and research institutes in numerous research projects in order to support our mission.

The progress we are witnessing every year in our breeding program and in production results obtained by egg producers, gives us great confidence that our breeding objective of 500 first quality eggs by 2020 is well within reach. Aside from breeding, we produce and supply parent stock to around 300 distributors around the world with whom we have built a strong business relationship over the years.

Our hens are available on the market under the brand names Isa, Babcock, Shaver, Hisex, Bovans and Dekalb.

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**Pas Reform
Hatchery Technologies**



Michaël Kampschöer
Sales Director



Adriaen Sligcher
Senior Account
Manager

Pas Reform Hatchery Technologies

Pas Reform is an international company that has specialized in the development of innovative hatchery technologies for the poultry sector since 1919. The company has earned its position as one of the world's leading hatchery technology suppliers, through decades of research into the biological and physiological aspects of embryo development. This, combined with a thorough understanding of all aspects of the poultry production chain and a dedicated focus on the future, has produced market-leading Smart™ incubation technologies, hatchery automation and climate control systems.

In 2010, Pas Reform acquired LAN, a specialist in custom-made handling and transport solutions and since 2012, after trialling Microban antibacterial technology extensively in the hatchery sector since 2009, Pas Reform signed an exclusive Agreement for sole use of Microban in all hatchery applications worldwide.

With headquarters and a state-of-the-art global distribution centre in The Netherlands, a joint venture in Brazil and The United States of America, sales offices in Malaysia and Indonesia, and a worldwide network of partners and agents, Pas Reform's international team works in more than 100 countries, fully supported by the research and training facilities of Pas Reform Academy.

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Ruud Berkers
Area Sales Manager

Marel Stork Poultry Processing

With the largest installed base worldwide Marel Stork Poultry Processing is a leading global supplier of poultry processing equipment, integrated systems and service support. Having a strong focus on innovative technologies and service, we provide inline solutions for each process stage and every capacity level.

The wide product range includes live bird supply, stunning, killing, scalding, de-feathering, evisceration, giblet harvesting, chilling, quality grading, cut-up and deboning. Marel Stork Poultry Processing also provides marinating and portioning, further processing, weighing, grading and batching, weigh price labeling, production control software and several service contracts.

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Kristof Deprez
General Manager



Inge van der Wolf
Commercial Director

TransNational Agri Projects B.V.

Transnational Agri Projects B.V. probably has the largest stock of used and rebuilt equipment for the slaughter industry in the world. The product range comprises:

- Complete slaughter lines and individual equipment for chicken and turkey.
- Complete slaughter lines and other slaughter equipment for cattle, sheep and goats.
- Edible by-products cleaning equipment.
- Waste water treatment units
- Rendering equipment and/or complete plants.

Since about twenty years, Transnational Agri Projects B.V. sells high-quality second hand and new equipment for the slaughter industry all over the world. The machines we sell are traced and purchased in Western Europe. After technical inspection of the equipment on quality and wear, we decide to buy or not. Once the equipment is bought, these are professionally dismantled by our qualified technicians and stored in our warehouse in the Netherlands. The equipment is originally from world-known European manufacturers like Stork, Meyn, Linco, Haarslev, Krupp, Nijhuis, La Parmentière, Marel and so many more.

Our clients can be found all over the world, from Europe to South Africa, from Southern America over the Middle East to the Far East. Transnational Agri Projects B.V. believes that with our high quality equipment, our services and know-how, we can make a major contribution to the success and fast development of your business.

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Inge van der Wolf
Commercial Director



Dave Zoetemelk
Area Sales Manager

Celtic Cooling

Celtic Cooling is a worldwide supplier and installation company for cold rooms, freezers and refrigeration equipment. The company's head-office is located in Nieuw-Vennep, close to Amsterdam Schiphol Airport in The Netherlands. Celtic Cooling is specialist in tailor made and custom designed refrigeration solutions. Our engineers will design the best and most efficient way of cooling, freezing or holding your products at the required temperatures. With the knowledge of the latest technologies, we have an environment safe and energy efficient refrigeration solution for almost every situation.

Within Africa, Celtic Cooling has installed over 1.300 cold rooms and freezers the past 20 years. Our products can be found in more than 20 African countries. The office in Kenya is covering the East-African region and we have commissioned projects in Tanzania, Uganda and Rwanda as well.

In Kenya alone we have constructed over 400 cold rooms and freezers. Our technicians with fully equipped service vehicles are available 24/7 for repairs and services. All required spare parts can be found at our warehouse along Old North Airport road, Embakasi, Nairobi.

We can differentiate our projects from small size cold rooms at butcheries or supermarkets to large scale turn-key slaughterhouses for poultry or red meat.

Don't hesitate to contact us for more information.

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Vincent Veelbehr
Regional Sales

Foodmate

Foodmate is a leading poultry processing equipment manufacturer based in the Netherlands. Founded by industry experts in October 2006, the company quickly expanded its worldwide distribution into North and South America with the launch of Foodmate US, in 2010 and Foodmate Brasil in 2015. Foodmate has since become the committed and reliable partner of major poultry processing companies worldwide.

Our team of dedicated professionals is backed by decades of poultry industry knowledge and experience resulting in the engineering, development and implementation of highly innovative designs geared to our clients' ever-changing needs. While cut-up and deboning systems remain the company's main focus, Foodmate's product line spans a wide range of processing equipment designed for live bird handling, killing and de-feathering, eviscerating, chilling, weighing and grading systems, and more.

In addition to equipment manufacturing, Foodmate provides an extensive variety of spare parts and equipment service. Driven by research, paired with unmatched knowledge and decades of experience. Foodmate's mission is to innovate, automate and bring cost-effective solutions to the industry.

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Eric Mooiweer
Owner

EBIT +

EBIT+ develops management software for poultry farmers, marketed under the brand name "i grow chicken". Designed for mobile first, it provides all functionality a professional farmer requires to improve: reduce mortality, improve feed conversion (FCR) and increase yield. The app provides built-in analysis through various reports, operational and financial, to help you understand the health of your business and pointing out possible opportunities for improvement. The app guides farmers in the more efficient running of their chicken business. Suitable for broilers as well as layers. All breeds are supported, high performance and local breeds alike. The default language is English, while other languages can be made available upon request.

Affordable, easy to use, works on smart-phones, tablets and desktop, functionality is continuously being added to provide ever more insight into the business. igrowchicken, Poultry Management Software, enabling a healthier, more profitable, poultry business.

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Bashir Omar
Area Sales Manager

Van Aarsen International

Van Aarsen is developer, manufacturer and supplier of state of the art machines and complete feed mill solutions for the production of compound feed and premixes worldwide.

The better the animal feed, the better the food on the table! It's as simple as that. We take our crucial role in the 'agro-feed' chain seriously, helping you to achieve optimal solutions. Our innovative machines and complete feed mill solutions are designed and constructed to increase production and lower operational costs; with minimum energy consumption and maximum benefit to feed safety and ease of operation. Since 1949. World wide.

Van Aarsen thinks and acts with you from initial idea to final completion. Our way of doing business is focusing on your objectives. We want to know how you do your business. We take the time to understand all the subtleties underlying the different aspects of your feed mill or premix plant. Dozens of projects all over the world are the convincing evidence that we know how to offer the certainty of an investment that provides maximum added value.

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Ron de Zwarte
Regional Sales Director

Jansen Poultry Equipment

Jansen Poultry Equipment was founded in 1986 by Mr A. H. Jansen for development and production of the first automatic laying nests. With his knowledge of technology and poultry, Mr Jansen succeeded in developing the most sought-after laying nest. Today the company offers a wide range of poultry systems and has grown to become a flourishing international company with its headquarters located in the Netherlands.

The base of all product developments starts with combined knowledge of technology and poultry. Optimal production results are inextricably tied to the behavior, habits and health of the animals. We believe that creating maximized production results starts with healthy animals and efficient and quality housing equipment.

Innovation is the result of experience and product development. Every farm all over the world has unique conditions and each housing system is adapted to get the best results for the investor. A team of skilled engineers take care of the engineering, drawings, installation and service for all the poultry housing orders. The ideas and solutions of everyday job find their way to our designers of new products. Our knowledge, experience, perseverance and a clear view on product development result into innovative products. Jansen Poultry Equipment offers solutions for: Breeders, Layers, Brialers & Reduction of emission.

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Peter van de Poll
Sales&Export Manager

Gasolec

Gasolec B.V. is a worldwide active manufacturer of Gas Fired Infra Red heaters and (monochromatic) light systems for the intensive live stock industry.

Production is in Holland and Gasolec has a sister company in Tulsa USA. With its over 60 years experience it has a lot of experience of supplying complete heating or lighting systems.

Key values are: We are there because of and for our customers, Realistic price quality product relation , Good knowledge and experience especially in the Poultry and Pig market, High standard after sales services.

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Export Director

Geerlofs Refrigeration

Geerlofs Refrigeration supplies turn key cold stores and freezer stores for fresh produce world wide. They work in market segments like horticulture (flower and flower bulbs) agriculture (vegetables, fruits and potatoes) and food processing (meat, fish, vegetables and fruits).

They build cold stores at farms, processing areas for the food industry and perishable centres at airports and for road transport companies. They design and build tissue culture laboratories and growth rooms. They have done so over the past 80 years and with an enthusiastic team of 150 people based all over the world.

Geerlofs Refrigeration has vast experience in all kinds of refrigerant systems: central or decentral; direct cooling or indirect; working with natural refrigerants like ammonia, propane and/or CO2 as well as environmentally friendly HFC refrigerants. Having knowledge about fresh produce and working with their own software engineers helps them to supply you a system which is best for your business, is user friendly and sustainable.

As a national and international organization with locations in The Netherlands, Kenya, Ethiopia, China, Russia and Singapore and with agents and customers in many other countries Geerlofs engineers and supervisors work together with you to build a turn key solution. Competitive initial costs and more importantly low operational cost are part of their goals. With high up time, low energy usage and predictable service & maintenance cost you are well looked after at Geerlofs Refrigeration.

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Peter Alberts
Director of Operations

Induct BV

Induct installs innovative HVAC installations which create an optimal climate for your production facilities. Induct is specialized in turning ordinary facility's in to a cleanroom environment to produce food products and beverages.

Induct is also specialized in laboratories and cleanrooms. Together with you we design the most efficient and sustainable installations to meet your specifications.

Their goal is to maximize your process and reducing your energy bill. Induct can provide a turnkey solution for all the process and climate challenges you might have. Because Induct is also capable to provide the construction, walls and ceiling for the controlled environment we can manage your complete project.

Induct can design and install everything from A to Z, including engineering, fabrication, implementation and maintenance.

The Africa Network has been created as a business community for the African private sector, offering the necessary tools for engaging in partnerships with European partners and the Dutch private sector.

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Olaf van Steenis
Area Manager

Impex

Since its establishment in 1971, Impex Barneveld BV has evolved from a pioneer to a leading global supplier of drinking systems and accessories for the poultry and pig farming. To maintain this leading global position and to remain close to the needs - now and in the future - Impex is constantly innovating its products and services, with quality, ease of use and efficiency as the most important aspects.

The long experience and thorough knowledge in product development ensures that the signals from the market are translated into a very complete range. This product development and production take place in our own factory.

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Henry Versteeg
Account manager

Verbeek Hatchery Holland

Verbeek Hatchery Holland works from the centre of the Dutch poultry farming community. Verbeek supplies hatching eggs, chicks and pullets to poultry farmers in the Netherlands and abroad.

The company offices are in Lunteren. Verbeek's modern hatchery is in the polder at Zeewolde. Verbeek was founded trader business in 1963. 50 years on, Verbeek is a subsidiary of AgruniekRijnvallei, Wageningen (feed cooperative) and market leader in the international supply of hatching eggs, chicks and pullets.

As an independent partner to the poultry farmer, Verbeek stays close to its poultry roots. After all, their business revolves around your wishes as the customer. Verbeek works hard to meet your aim for top results. Verbeek's choice of hen breeds is based on the best genetic potential. And so they have chosen Novogen. We would like to share all available management know-how we have accumulated at Verbeek, whenever you feel it to be within your policy, of course.

Impassioned Verbeek teams work together with poultry farmers on sustainable veterinary and business management. The emphasis will always be on animal health, laws and legislation, food safety and hygiene, as implemented throughout the Verbeek organisation (NEN ISO 9001 certified).

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Ruud van der Voort
Area Sales Manager

Mavitec

Mavitec Group, based in The Netherlands, is a process technology company active in the animal by-product processing, food recycling and gasification industry. We provide complex process solutions in a simple and effective way, customized to the needs of our clients!

Four key points that Mavitec offers to their clients?

- Turnkey solutions
- 24/7 service department
- Spare parts of which 90% in stock
- Lowest processing costs per ton

Rendering

Our Batch and Continuous animal by-product rendering solutions can provide companies with the best nutrient values in the market of Meat and bone meal, Whole meal, Feather meal, Blood meal and Fats.

Green Energy (Food depacking)

Our focus is specifically on the recycling of food and food co-products. Our system depack and separate the organic from the in-organic fraction. Examples of these co-products can be organic household waste, shop returns from supermarkets, Fats from snackbars, restaurant leftovers, agricultural waste etc..

Gasification

We developed a complete solution to gasify organic streams (i.a. including Litter/manure) into hot air with high energy content and a highly valuable soil improver, called ECOCHAR. This hot air stream could be used to generate steam, electricity, hot water and user for pre-drying.

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Contact Person:

Ruud van der Voort
Area Sales Manager



Groups

Group 1: Layers and feed	
ISA	Paul van de Ven
Pas Reform	Michael Kampschöer
Van Aarsen	Bashir Omar
JPE	Ron de Zwarte
Gasolec	Peter van de Poll
Impex	Olaf van Steenis
Verbeek	Henry Versteeg
Trans National Agri Projects	Inge van der Wolf

Groep 2: Broilers, processing	
Celtic Cooling	Dave Zoetemelk
EBIT+	Eric Mooiweer
Foodmate	Vincent Veelbehr
Geerlofs	John Tsoutsanis
Induct BV	Peter Alberts
Marel Stork	Ruud Berkers
Mavitec	Ruud van der Voort
Pas Reform	Adriaen Sligcher
TransNational Agri Projects	Kristof Deprez



Programme Layers, breeding and feed

Day/ Time	Activity	Description	Location
Day 1	Sunday, May 22nd	Kick-off and briefing	
09:00 - 18:00	Arrival	Arrival of all participants to Nairobi Kenya and checking in to the hotel.	Nairobi
19:00 - 21:00	Welcome dinner and Briefing	Briefing meeting at the hotel to all mission participants.	Nairobi
Day 2	Monday, May 23rd	Seminar and matchmaking session	
09.00 - 12.30	Seminar	Welcome by the host Rabobank, the Dutch Embassy Nairobi, agricultural attaché Bert Rikken and the mission leader Paul van de Ven. Speech by the Second Lady of Kenya Mrs Ruto Presentation by the Ministry of Agriculture Presentation by Mrs Wairimu Kariuki of the Kenya Poultry farmers Association and Association of Kenya feed manufacturers (AKEFEMA) and Kenya Poultry Breeders Association Presentation by Kenya Meat Commission (KMC) Q & A Dutch companies introduce themselves and give brief information as an introduction into the matchmaking session.	Westlands - Nairobi
12.30 - 13.30	Lunch	With all seminar participants.	
13.30 - 16.30	Match Making	One to one meetings between the Dutch companies and the Kenyan and or other regional companies. We will invite companies from the region.	
18.30 - 21.00	Dinner	Mission dinner with embassy officials.	Nairobi
Day 3	Tuesday, May 24th	Company and farm visits	
08.00 - 10.00	Visit to Kenchic	Visiting the broiler farm and Hatchery of Kenchic in Athi River. Get tour of facilities and presentation from Local manager.	Athi River
11.00 - 12.30	Visit to Sigma	Sigma Feed factory/ Isinya Feeds and day-old-chicks	Athi River
13.15 - 14.15	Lunch	Lunch	Athi River
15.00 - 16.30	Visit to Muguku	Visiting the layer and broiler farm of Daniel Muguku	Nairobi
17.00 - 19.00	AIPEX registration and set up of stands	Registration and setting up of the stands at the expo venue KICC.	Nairobi



Day/ Time	Activity	Description	Location
19.00 – 21.00	Dinner	Dinner with team.	Nairobi
Day 4	Wednesday, May 25th	AIPEX Expo and one to one meetings	
09.00 – 09.30	Travel to Venue	Departure from hotel and travel to expo venue	Nairobi
10.00 – 12.30	AIPEX	Official Opening of the AIPEX show	Nairobi
12.30 – 13.00	Lunch	For mission team.	Nairobi
14.00 – 15.00	Seminars	Presentation of Netherlands BV at various seminars at the conference.	Nairobi
15.00 – 17.30	AIPEX	Match making and one to one meetings at the Holland pavilion within the Expo.	Nairobi
Day 5	Thursday, May 26th	AIPEX expo visit	
09.00 – 12.30	AIPEX	Travel to and participation in the AIPEX expo.	Nairobi
12.30 – 13.00	Lunch	With the mission team.	Nairobi
13.00 – 15.00	AIPEX	At the Holland Pavilion	Nairobi
15.00 – 17.00	Visit Unga Group	Visit to feed manufacturer Unga Group or/and layer farm	Nairobi
19.00 – 21.00	Dinner	Mission closing dinner at Carnivore restaurant with the mission team.	Nairobi
Day 6	Friday, May 27th	Personal meetings and departure for the Netherlands	
09.00 – 00.00	Personal meetings and departure.	Any private meetings can be held scheduled for this date at the expo venue, KICC participants can also leave for the Netherlands on this day with the day or evening flight back.	Nairobi
Or:			
10.00 – 12.00	Company visit	Brade Gate Poultry solutions (integration)	Nyeri



Programme Broilers, Processing and Meat

Day/ Time	Activity	Description	Location
Day 1	Sunday, May 22nd	Kick-off and briefing	
09:00 - 18:00	Arrival	Arrival of all participants to Nairobi Kenya and checking in to the hotel.	Nairobi
19:00 - 21:00	Welcome dinner and Briefing	Briefing meeting at the hotel to all mission participants.	Nairobi
Day 2	Monday, May 23rd	Seminar and matchmaking session	
09.00 - 12.30	Seminar	Welcome by the host Rabobank, the Dutch Embassy Nairobi, agricultural attaché Bert Rikken and the mission leader Paul van de Ven. Speech by the Second Lady of Kenya Mrs Ruto Presentation by Ministry of Agriculture Presentation by Mrs Wairimu Kariuki of the Kenya Poultry farmers Association Presentation by Kenya Meat Commission (KMC) Q & A Dutch companies introduce themselves and give brief information as an introduction into the matchmaking session.	Westlands - Nairobi
12.30 - 13.30	Lunch	With all seminar participants.	
14.00 - 16.30	Match Making	One to one meetings between the Dutch companies and the Kenyan and or other regional companies. We will invite companies from the region.	
18.30 - 21.00	Dinner	Mission dinner with embassy officials.	Nairobi
Day 3	Tuesday, May 24th	Company and farm visits	
08.00 - 10.00	Visit to Kenchic factory	Visit the slaughter house of Kenchic. Get tour of facilities and presentation from Local manager.	Tigoni
11.15 - 12.45	Visit to Muguku	Visiting the layer and broiler farm of Daniel Muguku	Nairobi
13.00 - 13.30	Lunch	Lunch	Nairobi
14.30 - 16.30	Meet and visit to KMC	Meeting the management and team of KMC (Kenya Meat Commission) and visit the slaughter house.	Athi River
18.00 - 19.00	AIPEX registration and set up of stands	Registration and setting up of the stands at the expo venue KICC.	Nairobi
19.00 - 21.00	Dinner	Dinner with team.	Nairobi



Day/ Time	Activity	Description	Location
Day 4	Wednesday, May 25th	AIPEX Expo and one to one meetings	
09.00 – 09.30	Travel to Venue	Departure from hotel and travel to expo venue	Nairobi
10.00 – 12.30	AIPEX	Official Opening of the AIPEX show	Nairobi
12.30 – 13.00	Lunch	For mission team.	Nairobi
14.00 – 15.00	Seminars	Presentation of Netherlands BV at various seminars at the conference.	Nairobi
15.00 – 17.30	AIPEX	Match making and one to one meetings at the Holland pavilion within the Expo.	Nairobi
Day 5	Thursday, May 26th	AIPEX expo visit	
09.00 – 12.30	AIPEX	Travel to and participation in the AIPEX expo	Nairobi
12.30 – 13.00	Lunch	With the mission team	Nairobi
13.00 – 15.00	AIPEX	At the Holland Pavilion	Nairobi
15.00 – 17.00	Visit	Visit to Quality Meat Packers	Nairobi
19.00 – 21.00	Dinner	Mission closing dinner at restaurant with the mission team.	Nairobi
Day 6	Friday, May 27th	Personal meetings and departure for the Netherlands	
09.00 – 00.00	Personal meetings and departure.	Any private meetings can be held scheduled for this date at the expo venue, KICC participants can also leave for the Netherlands on this day with the day or evening flight back.	Nairobi
Or:			
10.00 – 12.00	Company visit	Brade Gate Poultry solutions (integration)	Nyeri



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