Find out how your business can benefit from our expertise.

PUM Netherlands senior experts offers knowledge and expertise from 70 sectors of the economy. Our senior experts have at least 30 years professional experience in their field and share their knowledge on a voluntary base.

Agriculture & Horticulture

Arable Farming

The Dutch Agricultural University Wageningen has earned worldwide recognition as a foremost leader in the agricultural sciences. In collaboration with Wageningen University, seed providers, agrichemical manufacturers, plant breeding companies, and practiced growers, to cite but a few, work in concert to produce a wide array of crops. The famously flat landscape of the Netherlands with its fertile soils and stone-free fields, cultivated for generations by well-educated Dutch farmers, yields year-in, year-out, a vast array of cereals, potatoes, sugar beets, fodder maize and grasses, rarely matched in either output or quality anywhere in the world.

Dutch agricultural companies are competitive exporters of their goods, products and services and hence have garnered over time much experience in other countries, including experience in the managing of foreign plantations. The men and women of the Netherlands whose careers are rooted in the Dutch agriculture sector have valuable experience with a variety of growing condition, adaptive production methods, and a wide range of market circumstances. Many of these experienced people are now working as PUM experts, for you.

Since this sector is as big as it is varied it is of the greatest importance that you are as specific as you can be what the exact issue is that your enterprise wants advice for. For instance, when it comes to potatoes, give us details about the size of your enterprise and the sort of potatoes, for seed or consumption, whether you want advice for the processing of potatoes of you have issues with growing them.

Areas of Expertise

Production Processes
(from cultivation to harvesting)

- Maize
- Cereals
- Potatoes
- Oignons
- Sugarbeet
- Fodder plants
- Other crops

Management-&-Economics
buildings-&-machinery, harvest technologies and storage. Again here it is important to be as specific as possible in your request for an expert. Let us know what can of buildings or machinery you are referring to and what the specific issues you’re dealing with are. The same goes for harvest technologies and storage. State, for example whether you are an enterprise or a cooperation and what the quantities are that you are dealing with.

Ecological Farming
soil management-&-improvement, disease-&-pest control.
Ecological farming is a pioneering, practical development which aims to create globally sustainable land management systems, and encourages review of the importance of maintaining biodiversity in food production and farming end products.
IMPROVING SOIL FERTILITY
A company wanted to contract with local farmers to provide it with soya and sunflower seed for processing. PUM was asked to advise the farmers on ways to enrich their soils to the standard of fertility required to grow soybeans and sunflowers. The farmers in nearly thirty small villages adopted the PUM recommendations which included advice on how to maximise crop yields. The farmers had formerly been engaged exclusively in large cotton production which generated insufficient income and degraded the soil due to lack of crop rotation. The farmers are now growing a variety of crops and supplying, under contract, soya and sunflower seed to the processing company.

DRAINAGE ADVICE FOR AN AGRO-INDUSTRIAL COMPANY
An agro-industrial company was growing sugarcane on several parcels of land, some of which lay close to a river's edge. Once or twice a year the river would flood. The company had in place water pumps of insufficient power. The PUM expert recommended buying screw pumps used for flood control in the Netherlands and put the grower in contact with a Dutch company specialising in their manufacture.

MARKETING ADVICE FOR AN NGO
An agricultural NGO wanted to upscale its production. The aim was to found a crop growing-&-marketing centre not only for the NGO, itself, but also for the farmers in the area. PUM's task was to advise on how best to maximise yields for a variety of feed crops: maize, soya, cassava and cocoyam. The strategy was for the farmers to fatten their pigs with the feed and to then sell at fixed prices all surplus to the NGO which in turn could then profitably bring the surplus to market. The PUM expert drew up a business plan and now the farmers are making more money and enjoying a peace of mind brought by the guarantee that their excess yields will be absorbed by the NGO.

AREAS OF EXPERTISE (CONTINUED)
Organic farming relies heavily on the natural breakdown of organic matter, using techniques like green manure and composting, to replace nutrients taken from the soil by previous crops. This biological process, driven by microorganisms such as mycorrhiza, allows the natural production of nutrients in the soil throughout the growing season, and has been referred to as feeding the soil to feed the plant. Organic farming uses a variety of methods to improve soil fertility, including crop rotation, cover cropping, reduced tillage, and application of compost. By reducing tillage, soil is not inverted and exposed to air; less carbon is lost to the atmosphere resulting in more soil organic carbon. This has an added benefit of carbon sequestration which can reduce greenhouse gases and aid in reversing climate change.

MARKET ACCESS: TRANSPORT & LOGISTICS
Foods require a specific supply chain to keep the product fresh until ready for consumption. Ask our experts to share their knowledge on storage, transport and logistic strategies.

CUSTOMER EXAMPLES:
MANUFACTURING COMPOST
A company had been working for seven years to render an area of dessert arable, but making the soil fertile for planting was proving difficult. The time it was taking for applications of compost to do their magic was too drawn out. PUM was asked to send in a senior expert to assess the situation. After a thorough analysis, it was concluded that the compost's constituent compounds were ill-proportioned and that the compost heaps were too small. The PUM expert recommended reapportioning the compost ingredients and increasing the mass of subsequent compost applications. The company took the recommendations very seriously and is now profitably delivering quality products.

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