

World Wide Agricultural Development

General presentation and project references



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Introduction

- 1879-1959: Trade and plantations
- 1959-1975: Plantations
- 1975-1994: Consulting, management and agro-contracting
- 1994-present: Consulting, project management and management

Since 1994 member of the Koop group of companies



Fields of specialisation

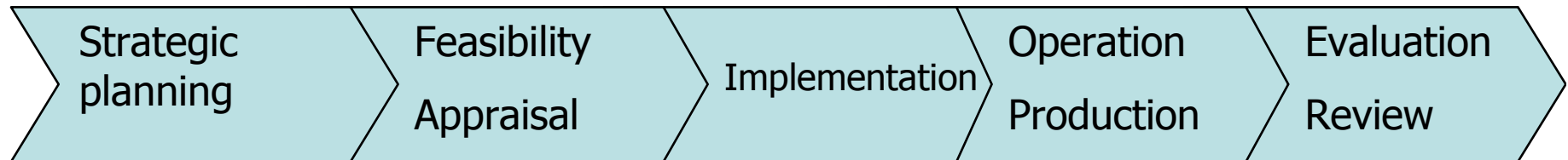
- Livestock production: dairy farming, intensive livestock production
- Irrigated and rain-fed plant production, including arable field crops, pastures, sugar cane and commodity tree crops (tea, oil palm)
- Land development
- Sourcing of raw materials for the agro/food industry: milk collection, contract farming, food safety, farm advisory and support services
- Agro/food processing: dairy, poultry, animal feed, tea sugar, oil palm, oil seeds, cereals
- Management information systems for integrated agro-industrial projects



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Services: Project cycle



- Sector study
- Market analysis
- Problem analysis
- Project identification
- Technical evaluation
- Pre-feasibility

- Basis for investment, financing decision
- Broad specifications of equipment, engineering
- Part of privatisation studies

- Project engineering
- Tender documents/ evaluation
- Supervision
- Project/ start-up management
- Procurement services
- Staff training
- Institutional technical assistance

- Production management
- Procurement services
- Operational support
- Project-related technical assistance

- Mid term project review
- Final project evaluation



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Clients and partners

- Major agro/food companies
- Private entities
- Government institutions
- Development agencies (World Bank, AfDB, AsDB, EU)
- Agencies to promote international business and international co-operation (EVD, AAAID, IFC)
- Member of the COWI Consortium for the execution of the Multiple Framework Contract for provision of short-term technical assistance to countries benefiting from EC external aid



Regional experience

- Activities in Eastern Europe, Russia, Azerbaijan, Middle East, Africa, South and South-East Asia
- Representatives in several countries
- Several projects executed in association with local consultancies and contractors



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Type of projects

- Farm advisory and support services (project-related and institutional)
- Farm projects (development and/or management of commercial farms)
- On-farm agro/food processing (dairy, poultry, feed)
- Industrial agro/food processing
- Integrated agro-industrial projects for plantation crops
- Land development projects
- Irrigation and drainage projects
- Veterinary programs



Azerbaijan: Shaki Agro integrated dairy farm

Establishment of a modern integrated dairy farm including:

- Free stall housing and milking parlour for 600 dairy cows
- Replacement herd rearing unit
- Cheese plant (Gouda cheese)
- Feed mill
- Agricultural mechanisation unit for roughage feed production

Client: Private

Value of services: EUR 900,000



Services: Project development and engineering, procurement, co-ordination and supervision of construction and installation works and technical assistance/training and start-up management



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Sudan: Renovation ventilation and cooling systems

Design, supply and installation of ventilation and cooling systems for 20 broiler houses and four breeder houses, including central computerised process controls.

Funding/Client: ACAPP/AAAID

Partners: Fancom, Munters Europe AB

Services:

- Procurement services
- Installation of ventilation/cooling systems through local contractor

Value of project: EUR 1,090,000

Follow-up: Project consultancy for expansion



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Sudan: Rehabilitation Vegetable oil mill (1st Phase)

- Rehabilitation of soap plant, oil filling lines and buildings
- Preparation of tender documents and evaluation of bids for refinery

Client: Arab-Sudanese Vegetable Oil Company

Services:

- Preparation of tender documents and evaluation of bids
- Supervision on installation, rehabilitation and construction works

Follow-up: Consulting engineering for construction of a new 60t/day oil refinery and winterisation plant (2nd phase)



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Ethiopia: MIS for an integrated sugar company

Analysing requirements for a modern computerised management information system, designing the system globally and preparing the automation plan.

Client: Finchaa Sugar Factory

Services include installation of a demo MIS specifically developed by HVA International for the sugar industry

Follow-up: development and implementation of the MIS daughter company Agromation



Finchaa's EDP Manager



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Russia: Support to farm advisory services provider

Supporting Russian company in providing farm advisory services to their customer's dairy farms and processing plants.

Client: Mustang Ingredients

Services: Technical evaluations of farms and processing plants and development of productivity improvement strategies in the field of

- Livestock production and animal husbandry
- Fodder crop production
- Dairy processing



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Vietnam: Dairy development project

Development and management of milk collection scheme and associated demo farm and heifer import scheme.

- 36 collection points and 3 chilling centres
- 70 t milk collected per day from more than 2,000 farmers

Client: Dutch Lady Vietnam

Services: project management, technical assistance and training

Follow-up: Feasibility study for large scale dairy farm to increase milk supply



Demonstration farm



Milk collection point



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Bahrain: Hydroponics green house project

Feasibility study for the establishment of the first modern green house project in Bahrain based on two scenarios with net productive areas of 45 ha and 95 ha respectively.

Client: Kuwait Finance House

Services:

- Market analysis
- Selection of crops (sweet pepper, roses, others)
- Technology assessment for year-round and winter production
- Basic engineering and estimates of investments, operation and maintenance cost and revenues

Follow-up: Project is under discussion and execution awaiting allocation of suitable site.



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Saudi Arabia: Al Khozam

Development and management of dairy farm and processing plant production guarantee of at least 3,700 litre milk per day.

- Production of milk, yoghurt, cheese, butter

Client: private

Services:

- General/operational management
- Procurement services
- Turn-key realisation of expansion of farm and dairy plant (2002)

Project established by HVA in previous contracts



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Indonesia: Lembang milk collection

Support to KPSBU, a dairy co-operative of some 3,200 smallholder dairy farmers

- Up-grade milk collection facilities
- Improving milk quality through better work practices and quality-based milk payment system.

Funding/Client: EVD/Friesche Vlag Indonesia

Services:

- Project identification base on field survey
- Engineering of milk collection points, chilling centre, waste water treatment
- Procurement
- Technical assistance and training



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Al Hayar Farm Community Project – Abu Dhabi

Strategic planning and design of a resettlement project for Bedouin farms at Al Hayar (camels, goats, sheep)

Client: PRP Architects International /
Environment Agency Abu Dhabi

Services:

- Livestock survey
- Develop range of farm types to be established and define physical requirements
- Conceptual engineering of associated facilities (milk collection, meat processing, livestock market, manure/waste handling)
- Define and quantify input and outputs
- Gross margin analysis



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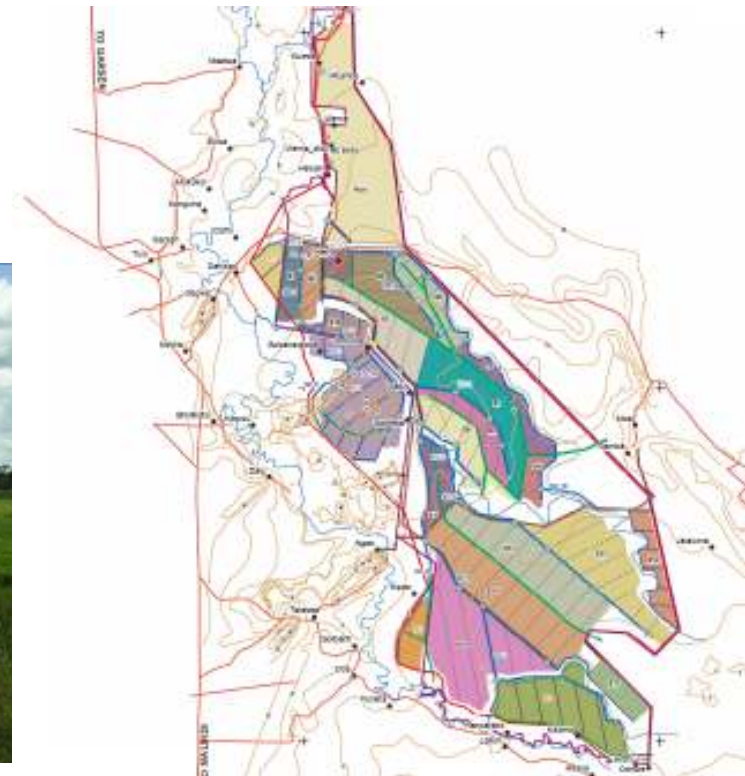
Kenya: Tana Delta Integrated Sugar Project

Feasibility study for development of 20,000 ha of land for irrigated sugar cane production and construction of an initially 6,000 tcd sugar factory

Client: Mumias Sugar Company/Tana and Athi Rivers Development Authority

Services:

- Natural resource surveys and factory site selection
- Land development plan and farm lay-out
- Farm and harvest mechanisation plan
- Basic engineering of factory
- Financial and economic analysis



Lebanon: Feasibility study milk collection and processing

- Identification of integrated dairy project based on expansion of processing capacity by some 40t/day for production of traditional Lebanese cheese and processed cheese in JV with existing dairy company
- Feasibility study for the project, including new cheese processing unit, milk collection scheme, feed mill, optimisation production from own farm.

Funding/Client: AAAID

Partners: Comptoir Agricole du Levant

Services: Analysis of the dairy and related sub-sectors (animal feed, agriculture), basic engineering, developing marketing strategy, financial evaluation.



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Nigeria: Rehabilitation and expansion of the Savannah Sugar project

- Rehabilitation of a 4,000 tcd sugar factory
- rehabilitation of a gravity irrigated land (5,500 ha) and development of an additional 1,300 ha irrigated area
- Improvement of field mechanisation, harvesting and transport systems and agricultural practices

Client: African Development Bank



Georgia: Irrigation and drainage community development project

Technical assistance and training for the establishment and operation of Amelioration Associations (farmers organisations that carry-out in-field irrigation and drainage development).

Funding: World Bank

Services: Technical assistance (3 missions) in the field of

- Legal structure of AA's
- Training needs assessment, development of training courses



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Georgia: Dairy farming and processing development

- Dairy sector study
- Rehabilitation of co-operative dairy farm (cattle housing, pastures, silage storage)
- Installation of small soya processing/feed mill unit
- Supply farm equipment
- Supply of Holstein Friesian dairy cows
- Establishing medium scale on-farm dairy plant
- Establishing 4 milk collection points
- Introduction modern farm management

Funding: EVD, Agency for International Business and Co-operation, The Netherlands

Services: Development suitable production systems, training, procurement services, promotion Dutch dairy farming and processing technology



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Kenya: Development smallholder tea sector

Justification for expansion of smallholder tea processing capacity

Client: IFC

Services:

- Tea market analysis (world and Kenyan)
- Develop marketing strategy to take advantage of opportunities (high quality, low production cost)
- Prepare expansion and quality improvement strategy



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Sudan: Feasibility study for Taha El Roubi agricultural project

Feasibility study for development and exploitation of an area of 40,000 ha to be irrigated from the White Nile.

Client: Newtech Industrial & Engineering Company (main contractor)

Services:

- World sugar market analysis
- Develop sugar cane planting and production program and field lay-out
- Field lay-out and in-field irrigation systems
- Determine factory capacity and cane supply schedule
- Technology selection and basic engineering of sugar factor
- Estimate investments for farm equipment and factory
- Estimate operating costs



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Surinam: Patamacca and Victoria Oil palm projects

Establishment and management of oil palm estates covering a total area of almost 8,000 ha.

Client: Surinam/Netherlands Government

Services:

- Surveys, road construction, forest clearing and land preparation
- Establishment of oil palm nurseries and plantations
- Technical assistance on plantation and palm oil mill operation
- Applied research into manual forest clearing (to conserve the fertile topsoil, avoid compaction and to make forest clearing less seasonal), integration of charcoal production with forest clearing and control of specific oil palm pests and diseases



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Oil palm established in selectively cleared forest



Charcoal production integrated with forest clearing

Other projects

- Recent assignments executed under the EC Multiple Framework Contract in food safety (Jordan), dairy marketing (Kosovo), irrigation/drainage (Georgia) and management of agricultural research (Botswana/SADC)
- Consulting services on Agricultural extension and farm Management (Azerbaijan, WB-funded, completed in 2000)
- Adapting Russian beef and dairy farming to restructuring (Tacis-funded, completed in 2001, executed in association with Agrer and AfCon)
- Pan African Rinderpest Campaign-PARC (Uganda, EU-funded, completed in 2000)



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