AGRICULTURE CATALOG





A Mitchel Smolders, Executive Director

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⊕ www.dccp.ph

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Snapshot - Agri & Food in the Netherlands

Agriculture & food is one of the most important sectors for the Dutch-Philippine business community. Ranging from innovative products, technical know-how to food manufacturing and imports, the many facets of this sector are well represented by Dutch business active in the Philippines. This brochure will highlight not only what individual companies can offer, but also expertise of the country as a whole. As of late 2020, the sector is characterized by a large number of SMEs with over 70,000 companies registered to be active in the Dutch agriculture and food industries. A large majority of these has less than 50 employees. The provinces of North Brabant and Gelderland see the largest number of registered companies in the Netherlands, while the province of South Holland is especially well represented in floriculture.

The Netherlands has some of the best research institutes and universities for the sector specifically, combined with a strong emphasis on public-private partnership between science, industry and the government.

The tiny country that feeds the world

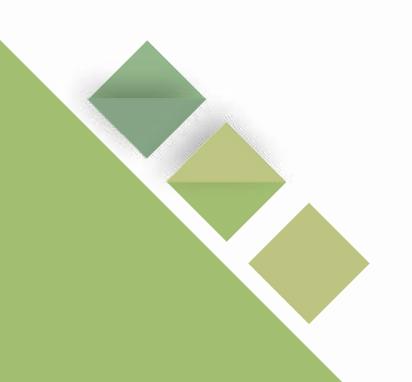
The Netherlands has made international headlines as being the second largest agricultural exporter globally, invoking the headlines of a "tiny nation that feeds the world". In 2021, Dutch exports of agricultural goods reached $\[\in \]$ 104.7 billion, an increase of 9.4% since 2020. Of this, $\[\in \]$ 75.7 billion existed of Dutch originating products, while $\[\in \]$ 29,0 billion was generated through re-exports.

Floriculture remains the product-category with the highest export-value for 2021 (\in 12 billion), followed by meat-products (\in 9.1 billion), dairy and eggs (\in 8.7 billion), vegetables (\in 7.2 billion) and fruits (\in 7.0 billion). Neighboring countries in the European Union remain the most important export destination for Dutch agricultural products: Germany, Belgium and France together account for half of the Dutch exports.

Exports of machinery, food-additives, green-house materials and fertilizers accounted for €10.6 billion.

Innovation and R&D

With its top-tier research facilities on agri and food, the Netherlands is a breeding ground for new technologies and innovation. Government incentives support the private sector in pursuing innovation, resulting in the Netherlands being a primary location for agri-startups to take root. Topics include alternative proteins, robotics in among others harvesting and milking, vertical farming, crop diversification, and circular economy.



Towards a sustainable future

The impacts of agriculture on the environment have become a point of concern for the Netherlands, and Dutch companies are rapidly developing alternative or mitigating measures to minimize environmental and pollution impacts. Government subsidies and knowledge support play an important role to drive the sector to reach these goals. Energy savings, organic farms, alternative or natural pesticides, sustainable and circular economy technology and practices, as well as biomass developments will all be crucial steps to attain a sustainable for Dutch agri and food industries.

Useful Links

The Netherlands Embassy in the Philippines

Philippine Netherlands Business Council

Netherlands Ministry of Agriculture, Nature and Food Quality

Topsector Agri & Food

Topsector Horticulture and Starting Materials (T&U)

Invest in Holland

CBS Statistics Netherlands

PBL Netherlands Environmental Assessment Agency

Environmental Data Compendium

<u>Agrimatie</u>

FNLI Federation of the Dutch Food Industry

Dutch Dairy Association

LTO Netherlands Agricultural and Horticultural Association

Fresh Produce Centre

NFO Dutch Fruit Growers Organization

AVAG - Greenhouse Technology Center

NEPLUVI - Association of Poultry Processors and Poultry Trade

VNV Dutch Meat Products Association

GMV Association of Agrifood Machinery Manufacturers

<u>Fedecom</u>

Greenport Holland

KAVB Koninklijke Algemene Vereniging voor Bloembollencultuur

Vereniging van Groothandelaren in Bloemkwekerijproducten

Glastuinbouw Nederland

Naktuinbouw





Alaska Milk Corporation



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Alaska Milk Corporation (AMC) was established in 1972 and registered as a corporation with the Philippine Securities and Exchange Commission in 1994. Its principal office is in Makati City, and the manufacturing plant is in San Pedro City, Laguna, Philippines.

In 2012, AMC was acquired by Royal FrieslandCampina (RFC), a Dutch multinational dairy cooperative based in Amersfoort, Netherlands.

RFC is considered one of the world's largest dairy cooperatives, composed of 15,703 member-dairy farmers in the Netherlands, Germany, and Belgium. RFC supplies consumer products, such as milk, yogurt, and cheese; infant nutrition and desserts; products for the professional market, such as cream and butter products; and ingredients and semi-finished products for producers of infant nutrition, the food industry, and the pharmaceutical sector. RFC has branches in 32 countries and exports to more than 100 countries worldwide.

AMC is a company driven by the purpose of nourishing Filipino Dreams- providing accessible and affordable nutrition to every Filipino family. From a glass of milk to nurture every child and the child-at-heart to preparing hearty home-cooked family meals to distribute nutritious dairy and dairy-based products in the market by aspiring and established entrepreneurs.

AMC's line of business is primarily the manufacturing and distribution of evaporated milk, condensed milk, culinary cream, evaporated creamer, powdered milk, ready-to-drink milk, and non-dairy creamer.

For 50 years, AMC has been committed to providing affordable nutrition to every Filipino and contributing to nation-building by offering families and children a wide range of delicious, high-quality dairy and dairy-based products. We have been bringing nutrition to every Filipino across all stages and occasions of their lives. Moreover, AMC faces the challenge of pursuing efforts to help improve the quality and volume of locally-sourced milk and drive milk consumption in the country.

Royal FrieslandCampina (RFC) and Dairy Development

On 09 March 2012, Alaska Milk became a part and subsidiary of Royal Friesland-Campina after establishing itself as the leading milk company in the Philippines. Royal FrieslandCampina, or RFC, is a Dutch multinational dairy cooperative based in Amersfoort, Netherlands. It is considered one of the world's largest dairy cooperatives, with over 18,000 member dairy farmers in 34 countries.

To better the lives of farmers, RFC established the Dairy Development Program or DDP. Through the DDP, RFC provides training courses and forms partnerships to share knowledge. By doing so, the company supports farmers in improving the quality of their milk, making their farms more sustainable, and gaining access to the market. In the process, RFC simultaneously contributes to the sustainable development goals of the United Nations.

RFC's member dairy farmers have rapidly modernized their farms over the past few decades and have adapted their methods around sustainable farming. In this way, RFC contributes to food security, more sustainable milk production, and raising the living standards of the dairy farmers from whom they collect milk. With 15,703 member dairy farmers operating some 10,564 dairy farms all over the Netherlands, Belgium, and Germany, RFC has been able to produce 9,745 million kilograms of milk from its member dairy farmers.





Through DDP, RFC has already reached more than 250,000 farmers worldwide. As of 2021, more than 70,385 local dairy farmers participated in training programs in Nigeria, Vietnam, Thailand, Malaysia, Indonesia, Pakistan, and Romania. This has provided more than 50,000 local farmers a market by buying their milk. At present, the Philippines is added to the list of countries where RFC supports the local dairy chain with dairy development activities.







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Agriterra is an international, not-for-profit agri-agency. With strong roots in the Dutch agri and food top sector and network in the Netherlands and abroad. It professionalizes farmers' coopeatives and organizations in developing countries.

At Agriterra Philippines, we make cooperatives bankable and create real farmer-led businesses. We improve extension services to members and enhance farmer-government dialogues.

A champion for women, youth, and climate change. We work at the nexus between agriculture, social inclusion, and climate action. Our belief is that agriculture must produce food for a growing population and secure decent income for farmers, including women and youth, while adapting to climate change.





BlueCap Hydro B.V. (BCH) is the owner of the proprietary developed Hydro Generator (real small: diameter 1.40 meter), a hydro-powered compact turbine and generator for energy harvesting at locations with low water height difference and flow, which can be used in canals, pipelines, and rivers. The Hydro Generator can be installed in small weirs, dams, or barrages, without the need of large civil adaptions or works. Unique is that the Hydro Generator is shaftless, meaning no shaft and bearings in the center, so living species can pass through the center of the water opening. The Hydro Generator possess a unique set of USPs.



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Control Union Philippines supports farmers, processors, and traders to access local and international markets and facilitate trade through the means of sustainable certifications, commodity inspections, laboratory services, and collateral management solutions. We provide these services in the agricultural sector, aquaculture, fisheries, forestry, social compliance, textile, and other related industries. We are your one-stop shop for all your inspection and certification needs.

Control Union Philippines is part of the Peterson and Control Union Group, established in 1920 in the Netherlands. To this day, Peterson and Control Union continues to be family-owned and operates in 70+ countries employing over 5,000 people globally.



Carlota A. De Gula-Iremedio

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https://www.developmentoftrade.com/

Development of Trade (DOT) aims to bridge the cross border business ambitions of clients and partners in agriculture by providing market entry assessments and facilitation in the Philippines. This Anno 2022, we would like to do that in a regenerative way and aspire to leave people and place in a better way than when we found them.

DOT intends to establish a mutual beneficial partnership between the parties and work process based. We believe that way we can realize regenerative cross border businesses. People engaged with DOT share the belief that with professionalism, adventure, openness, fun, creativity, sharing, respect, integrity and clarity, we develop a foundation for regenerative international partnerships.

As a Trusted Partner of the Dutch Chamber of Commerce Philippines, we look forward to discuss how we can design together with you.



Amr. Aresnio Braga-II

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https://www.dsm.com/corporate/home.html

DSM is a global purpose-led, science-based company specializing in Nutrition, Health & Sustainable Living. Our purpose is to create brighter lives for all. We achieve it by using all the scientific and innovation power at our disposal to tackle some of the world's greatest challenges - creating value for customers, shareholders, our people, and society-at-large.

Every day the people in our business groups are developing and delivering new scientific solutions in nutrition, health and sustainable living - that benefit people across the planet and the planet itself. DSM's business groups are clustered in coherent product and market combinations; Nutrition, Materials and Innovation Center.

EagleSensing

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https://www.eaglesensing.com/
https://www.opusinsights.nl/

Eaglesensing collects and processes images from satellites, manned aircraft and drones to analyze sizable tracts of land.

Farmers and plantation owners can see several layers of information, such as Orthomosaic, Digital Terrain Models, water logging, contour lines, plant health, disease detection, tree counts and planting densities.

Clients can also collect the required images themselves, and simply up load for analytics. Results are subsequently presented on our platform. Growers SaaS technology receive use our to actionable information management for precision agriculture, thereby improving the allocation of resources.

Through APIs integration with Farm management systems and supply chain platforms like Opus Insights is optional.

Agri lenders are able to improve their due diligence practices by verifying project feasibility, biological asset valuation, and subsequent progress monitoring.



East-West Seed introduced market-oriented plant breeding in Southeast Asia in 1982. Smallholder farmers, who ensure 85% of the world's food production, are the company's main clients. When Dutch seedsman Simon N. Groot and Filipino seed trader Benito M. Domingo founded the company in Lipa City, Batangas, Philippines, they set out to improve the income of smallholder farmers in the tropics through high-quality vegetable seeds.

East-West Seed is also actively involved in farmer training and extension to equip farmers with knowledge and skills in profitable and sustainable vegetable production.

In 2016, East-West Seed was ranked #1 in the "Global Index for Vegetable Seed Companies" and "Regional Index for Eastern Africa" by Access to Seeds Index (ATSI), a part of the World Benchmarking Alliance. The company maintained its #1 ranking in the 2019 Global and South and Southeast Asia Indices. ATSI measures the efforts of global seed companies in enhancing smallholder farmers' productivity.

In recognition of his efforts in bringing vegetables to the forefront of the fight to improve global nutrition and health through his company, Simon Groot was awarded the World Food Prize in 2019. East-West Seed was also ranked at number 28 in Fortune's 2020 "Change the World" list of global companies that are "doing well by doing good".

East-West Seed is currently one of the ten largest vegetable seed companies in the world, with a leading position in most Southeast Asian countries and rapidly expanding in India, Africa, and South America.

East-West Seed, headquartered in Thailand, is a fast-growing, multicultural organization with around 3,500 employees worldwide. It has 18 R&D establishments in eight countries and exports to over 70 countries. In the Philippines, East-West Seed has three R&D establishments in Batangas and Bukidnon, and its main office is located in San Rafael, Bulacan.

GO GROW: Combining high-quality seeds and knowledge to help new vegetable growers

Rice and field crops currently constitute the majority of crops that are being cultivated in the Philippines.

With Go Grow, East West Seed aims to make it easier for anyone to start growing vegetables and stimulate the increased production of vegetables and mixed cultivation of crops, which are important for food security, nutrition and also ecosystem preservation.

Go Grow is the first vegetable seed product in the market that includes a card with specific instructions on cultivation and a QR code that links farmers to GrowHow. Growhow features more than 300 guides on vegetable farming, available in 14 languages and dialects such as English, Filipino, and Bisaya. All guides can be viewed and downloaded for free.

Cultivating more vegetables can also help smallholder farmers grow and diversify their income, and reduce their exposure to climate risks such as drought, as vegetables typically require less water to grow.

Nutrishield+: Seed Technology and Innovation

In line with its unwavering commitment to serve farmers, East-West Seed also recently added Nutrishield+ to its its bitter gourd, sweet corn, and waxy corn varieties. With Nutrishield+, actives that provide protection and nutrition to the growing seedlings are loaded onto seed surface as a film coat. The nutrient present in these actives gives early boost to the growing seedlings.

This technology provides improved seed visibility & appeal, early protection against pests (e.g. fungi, insects) up to first 2-3 weeks of plant growth, and improved seedling vigor and plant growth.

Nutrishield+ will be expanded to more crops in East-West Seed's portfolio in the coming months.







Recognizing that farmers need access to quality seeds and knowledge on how to grow crops, East-West Seed has been supporting intensive farmer training programs since 2000, as a core part of its business model. To ensure that pre-commercial activities are best geared towards benefiting smallholder farmers, East-West Seed created a non-profit initiative, the East-West Seed Knowledge Transfer (EWS-KT), dedicated to increasing the income of smallholder vegetable farmers by sharing the knowledge and skills needed to improve their productivity. EWS-KT organizes practical training sessions and support field demonstrations showcasing profitable and sustainable production practices.

EWS-KT focuses its pre-commercial activities in less developed areas where farmers typically struggle with low and poor quality yields - and where the company has a long term vision to grow new markets.

EWS-KT works hand-in-hand with farming communities to showcase profitable and sustainable farm practices. The team utilizes peer-led field demonstrations as a hub to provide intensive training-through all the key stages of the crop cycle- over several seasons.

East-WestSeedKnowledgeTransferworkswithfarming communitiesinCambodia,India,Indonesia,Philippines, Myanmar, Nigeria, Tanzania, Uganda and Bangladesh.

In the Philippines, EWS-KT, together with various partners, has helped build the capacity of more than 100,000 farmers in sustainable farming practices such as natural farming and Good Agricultural Practices (GAP). These projects have provided income opportunities for farmers while reducing unsafe pest control practices and increasing the production of safe-to-eat vegetables in local communities.





Enza Zaden Philippines

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Enza Zaden Philippines, Inc. is a corporation with 100% foreign equity, intending to operate a domestic market enterprise. Primary purpose is to import, export, sell on wholesale, distribute, for profit or otherwise, various types of vegetable seeds, and to conduct research and development, production and/or multiplication of vegetable seeds.





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Heineken Philippines, Inc. was established as arm of the Dutch globally-renowned the local Heineken International B.V. Composed brewer. young and Heineken of a vibrant team, Philippines manages the sales and marketing of the Heineken brands in country.

IN SEN innovative sensors for canmaking

CONTACT INFORMATION

△ Nina Munoz, Business Development Executive

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https://www.innosen.com/

Innosen develops and manufactures sensors and quality assurance systems for the metal packaging industry. With over 20 years of expertise, Innosen enables canmakers around the world to minimize downtime and maximize production efficiency.

All our metal packaging sensors revolve around fit, fast, and failure-free detectors to develop globally effective solutions. We live by these three main concepts to avoid downtime, protect machinery, and prevent customer complaints. We provide effective and long-lasting solutions to give a good return of investment and add value to your business.



Simon Bakker

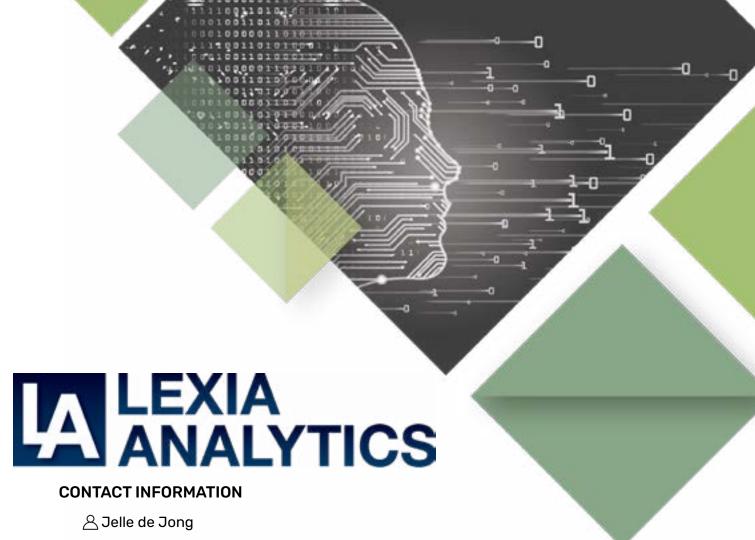
kennemer

619 3577

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Kennemer Foods International, Inc. is a Philippine agribusiness company specializing in the sustainable growing, sourcing and trading of high-quality agricultural crops such as fermented cacao beans sourced from smallholder farmers. Our products and programs encompass the complete agricultural value-chain from planting materials, training, agri-technology to market. We are committed to developing rural communities by promoting market transparency, providing fair value pricing for produce, boosting farmer productivity and implementing sustainable farming practices.

International



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https://www.lexia-analytics.com/

Lexia Analytics' core product is LexiaStudio, a Trade Promotion Management (TPM) and Trade Promotions Optimization (TPO) platform. LexiaStudio is a web-based solution that covers the full cycle from budgeting to promotional planning, evaluation, approval, execution, claim settlement and accounting. It seamlessly integrates with ERP and DMS systems to provide an end-to-end TPM solution. Our focus is on markets and clients with a significant indirect and fragmented customer base, often managed through a mix of distributors and direct distribution.

On the back of our deep understanding of trade spend, we provide consulting services ranging from promotional analytics to trading term transformations and S&OP optimisation.





Perfetti Van Melle

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Perfetti Van Melle (PVM) is one of the world's largest manufacturers and distributors of confectionery and chewing gum.

Our iconic brands like Mentos, Chupa Chups and Fruitella are enjoyed in over 150 countries and in the Philippines since 1983.



Pilipinas Shell Foundation, Inc.

PARA SA BAYANI

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Pilipinas Shell Foundation, Inc. (PSFI) was established on August 19, 1982 as the social arm of Shell companies in the Philippines. We aspire to spear-head fit-for-purpose projects that responds not only to the needs of Shells worksites and host communities, but to the rest of the country. Currently, PSFI works with numerous groups in various locations around the Philippines, with specialized focus in communities in: Batangas, Rizal, Palawan, Tacloban, Tagbilaran, Camarines Sur and Cagayan de Oro. Our programs on Livelihood, Education, Health and Safety, Environment, Energy, and Nutrition and Food Security all aim to directly contribute to the UN SDGs.

Guided by its vision, PSFI aims to build the capacities of the most vulnerable sectors of the Philippine society by closely working together with its partners, stakeholders and the Shell companies in contributing to the country's sustainable development. At all times, the organization upholds the Shell core values of honesty, integrity, and respect for people.



Signify

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https://www.lighting.philips.com.ph/home

Signify is the world leader in lighting. We produce high-quality energy efficient lighting products, systems, and services with a clear purpose to unlock the extraordinary potential of light for brighter lives and a better world.

Signify proudly markets the best lighting brands in the world such as Philips, Wiz, Interact, Color Kinetics, Once, and more. Our offers comprise of:

- Professional lighting products, such as lamps and luminaires.
- Professional systems such as our Interact software suite
- Professional services including design, consultancy and maintenance, management, and lifecycle services.
- Consumer products comprising lamps and luminaires.
- Consumer smart home lighting systems through our Philips Hue and Wiz portfolios.

Our professional lighting products and systems can be used in different segments-- Road, Street and Tunnels, City, Office, Industry, Retail, Hospitality, Landmarks, Sports, Agriculture, Solar, Entertainment

Signify's lighting products, systems and services enable the Filipino people to enjoy a unique quality of light and makes lives safer and comfortable; businesses and cities more energy efficient, productive and liveable.

Sustainability is at the core of everything we do. This extends to our operations as Signify became the first lighting company to achieve carbon neutrality.

Our lights, when connected, bring data to devices, apps and people – redefining what light can do and how you use it. Today, our innovations, such as LiFi – internet connectivity through light – and UV-C, solar and horticultural lighting, contribute to a safer, smarter, more sustainable world.



Innovative farming technologies mean that plants can now be grown in indoor environments without sunlight. This cultivation process, known as vertical farming or city farming, is ideal for propagating young plants, cultivating full crops and growing healthier, pesticide-free crops. It maximizes production to light multiple layers of crops, achieving a higher yield with a smaller footprint. With our extensive lighting knowhow and plant expertise, Philips horticulture offers vertical farmers advice to successfully grow crops with LEDs.



Poultry Lighting

ONCE is Signify's poultry lighting brand. In ONCE, we go beyond traditional LEDs by making it our mission to unlock the potential of light for healthier and more productive animals. Our light recipes combine the latest LED technology with scientific research to create ideal conditions for the health and well-being of your poultry.





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SvG Philippines, a subsidiary of ED&F Man, has been active in the local sugar industry since its incorporation in June 1997. Molasses trading for the domestic market has been our main activity and we service the local fermentation and animal feed industries. SvG is also active in the import market for the ED&F Man molasses coming into Philippines.

In 2020 SvG Phils., Inc, became the new exclusive Philippine distributor of the Dutch seeds company Rijk Zwaan Zaadteelt en Zaadhandel B.V., a Dutch vegetable breeding and seed production company. With a market share of 9%, Rijk Zwaan is the number four vegetable breeding company worldwide. (www.rijkzwaan.com)

Seeds assortments include lettuce, tomato, pepper, melon, cucumber and other leafy vegetables.



Triple20

CONTACT INFORMATION

A Paul Smits

https://www.triple20.biz/

Triple20 brings agricultural innovations to the field.

With our network of international technology providers and knowledge institutes we pave the way for technologies that improve the social, environmental and financial sustainability of fresh produce chains in South-East Asia.

We are inspired by the World Economic Forum's New Vision for Agriculture which sets the target to increase agricultural production by 20% while decreasing emissions by 20% and reducing rural property by 20% every decade.



Unilever

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The almost-century old company in the Philippines has manufactured and distributed well-loved household brands such as Dove, Knorr, Surf, and many more, placing us in a position of both opportunity and responsibility to influence change for the society and the environment.

The company has forged a culture of Malasakit (genuine concern for others) and strongly champions Diversity and Inclusion. Unilever actively engages its employees to Win with Purpose and firmly believes that when products meet social needs and help people live sustainably, brands become more relevant to consumers.

Unilever brands operate in five Business Groups: Beauty & Wellbeing, Personal Care, Home Care, Nutrition and Icecream.



A Ralph Becker, CEO/ Founder

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https://www.eaturbangreens.com/

An idea born in 2016, Urban Greens is an urban farm, running on hydroponic tech to produce fresh greens. Ralph and his company continue to solve for sustainable city farming to feed urban homes and F&B businesses, and to make non-agri cities sufficient in times of calamity. Their process ensures cleaner, fresher, smarter-grown greens in a transformed 700sqm warehouse—the country's FIRST mid-sized indoor vertical farm, with plans to scale—all at a fraction of the energy consumed by other vertical farms.



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https://www.aarsen.com/

Authorized Exclusive Representative of Van Aarsen International B.V. and is responsible for the Sale, Installation and After Sales Service of its Feedmill Equipment in the Philippines.

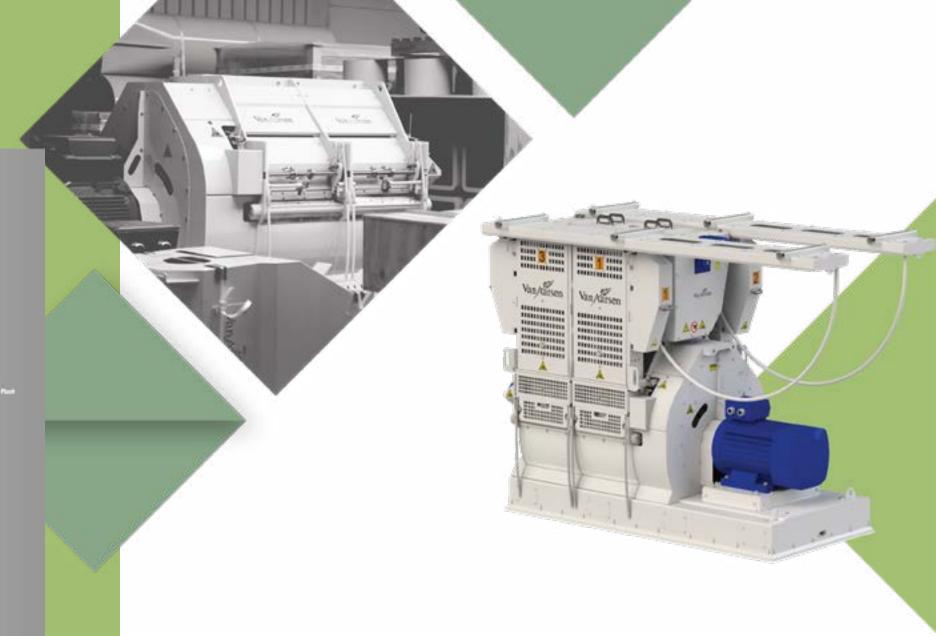
Van Aarsen Pacific, Inc. made active in the Philippines since 1998, but the presence of Van Aarsen Feedmill Equipment started with its first Turn-Key Feedmill Plant in 1980 and still producing feeds till to date.

At present VAP, Inc. has delivered 21 Turn- Key Feedmill Projects and still working for more. We also supplied and installed individual machines or equipment other than the whole projects to clients with existing Feedmill plants.

In addition, we also supply spares and wearing parts to existing clients and offer service visits to evaluate and improve existing production outputs and recommend solutions for better production output. We also cater expansion project and upgrading of existing Feedmill, as we continue to provide innovative process technonogies towards our existing and prospect clients.

Van Aarsen International B.V. is based in the Netherlands and here is a brief description of the company.









Van der Knaap Group is a Dutch family company that produces high-quality products and services in the field of growing and rooting media for professional horticulture worldwide. We strive for a situation in which every grower has access to sustainable cultivation solutions so that (soft) fruit, flowers and vegetables can be grown in a safe and environmentally friendly way.

One of the main raw materials for our substrates, coco coir, is produced at our own production facilities in India, Sri Lanka and Dominican Republic. The production will also be expanded to the Philippines.

The almost-century old company in the Philippines has manufactured and distributed well-loved household brands such as Dove, Knorr, Surf, and many more, placing us in a position of both opportunity and responsibility to influence change for the society and the environment.

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Founded in 1900 and still headquartered in Zierikzee (The Netherlands), Zeelandia has become a global player in the bakery ingredients business. Today, 3,200 employees worldwide are dedicated to develop products tailored to local tastes and needs – with operations in over 30 countries and sales in about 100 countries.

Zeelandia Philippines is partner of choice for many bakeries and food producers, because it's focus on quality and consistency. Zeelandia explores the world of bakery and helps finding inventive ways to create bakery success, inspiring customers and with ingredients and better ways to bake, manage and sell.

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