

ZLTO

**(Southern Organisation for
Agriculture and Horticulture)**

**Antoon Vermeer, chairman
REP, october 25**

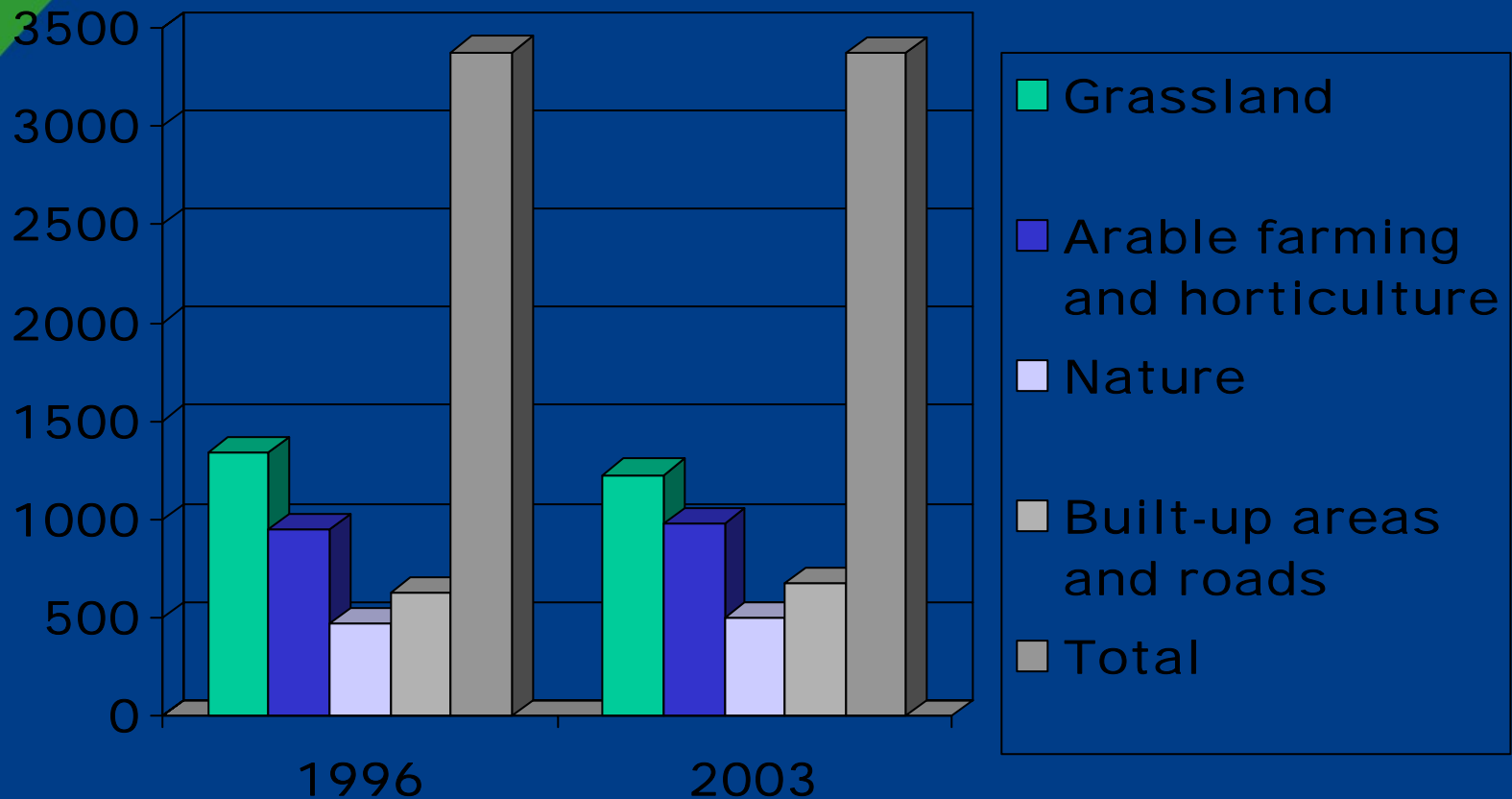
Content of my presentation

- **Relevance of agriculture in The Netherlands and in Noord-Brabant**
- **ZLTO organisation**
- **Vision on CAP 2013**
- **Some final conclusions**

The Agricultural complex in the Netherlands (2004)

Gross Value added	40 billion Euros 9.3%
Export	50 billion Euros 18%
Employment	651.000 Persons 10.1%

Land use in the Netherlands (x 1.000 ha)



Province Noord-Brabant

500.000 hectares

260.000 hectares agriculture

130.000 hectares nature areas

2.4 million inhabitants

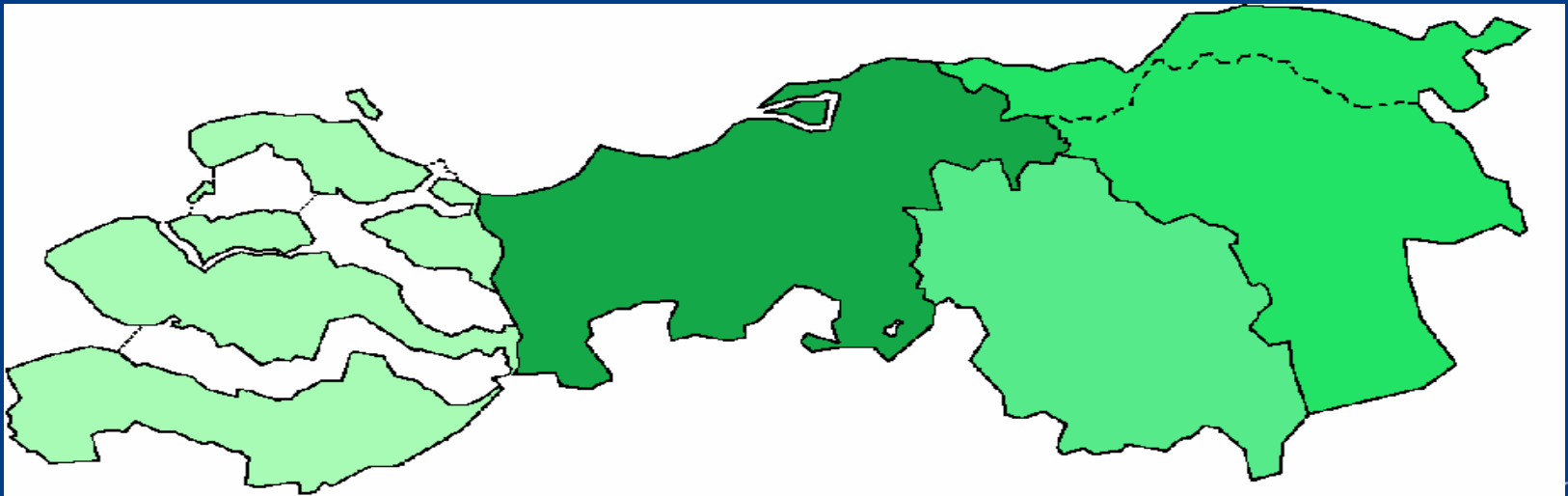
GNP 54 billion euros

Agricultural developments in Noord-Brabant

	1990	1996	2004
Farms	22.000	19.000	15.000
Hectares	274.000	266.000	260.000
Cattle	961.000	657.000	643.000
Pigs	6.0M	5.0M	4.8M
Poultry	30M	28M	24M

ZLTO Organisation

- Over 100 years in practise
- 18,000 members, with 10,000 business owners
- In Noord-Brabant, Zeeland and Zuid-Gelderland
- 60 local branches



Mission

ZLTO supports its members in their efforts to obtain a solid position in the market and in society.

Basic principles

- Meeting the consumer's wishes = market-oriented business approach
- Co-operating with other agricultural entrepreneurs and parties in the chain
- Socially sound entrepreneurship, respecting the environment and society.
- Pleasure and passion for the trade

In practise, a few examples

- **200 professional staff (Advocacy, Projects and Tailor-made advice)**
- **Offices in Goes and Tilburg**
- **Participating in different businesses, e.g. VION, Rubia (big and small)**
- **Lots of contacts with policy makers in EU, The Hague, Den Bosch and at a local level**
- **Contacts with NGO's in the region**

CAP 2013, four objectives

- **sufficient, safe and varied food;**
- **a living country side;**
- **a sustainable production by the agricultural sector;**
- **a competitive agriculture and horticulture.**

Future European agricultural and rural policy, should:

- **Increasing the competitiveness of agriculture and horticulture**
- **Reward Landscape management**
- **Reward ‘green’ and ‘blue’ services**
- **Reward agricultural activities with meet society’s needs in specific regions**

Conclusion

- **In the fast changing world there is a need for a good balance between global developments and regional needs.**
- **Farmers and growers play an essential role in regional development.**
- **After 2013 a CAP is needed with sufficient funding, and is a big challenge for different organisations.**
- **New coalitions between different regions and parties can play a positive role. REP can be a vehicle in this perspective.**