



# The product world of Big Dutchman

Five business units – practical solutions times five







**Big Dutchman®**





# Thinking Big Feeding the world is our business

In the world of agriculture, it is difficult to overlook Big Dutchman. Farmers around the globe have been relying on us for more than 85 years. Using our practical and ground-breaking solutions, they are able to produce food economically, but also under environmentally-sound and welfare-friendly conditions.

Our experienced and resourceful team makes sure that we are technical pioneers in our industry. Because we always think outside the box and because we recognise and accept potential challenges, our extensive portfolio today includes not only equipment for modern pig and poultry



**Steffen Bersch**  
CEO Big Dutchman

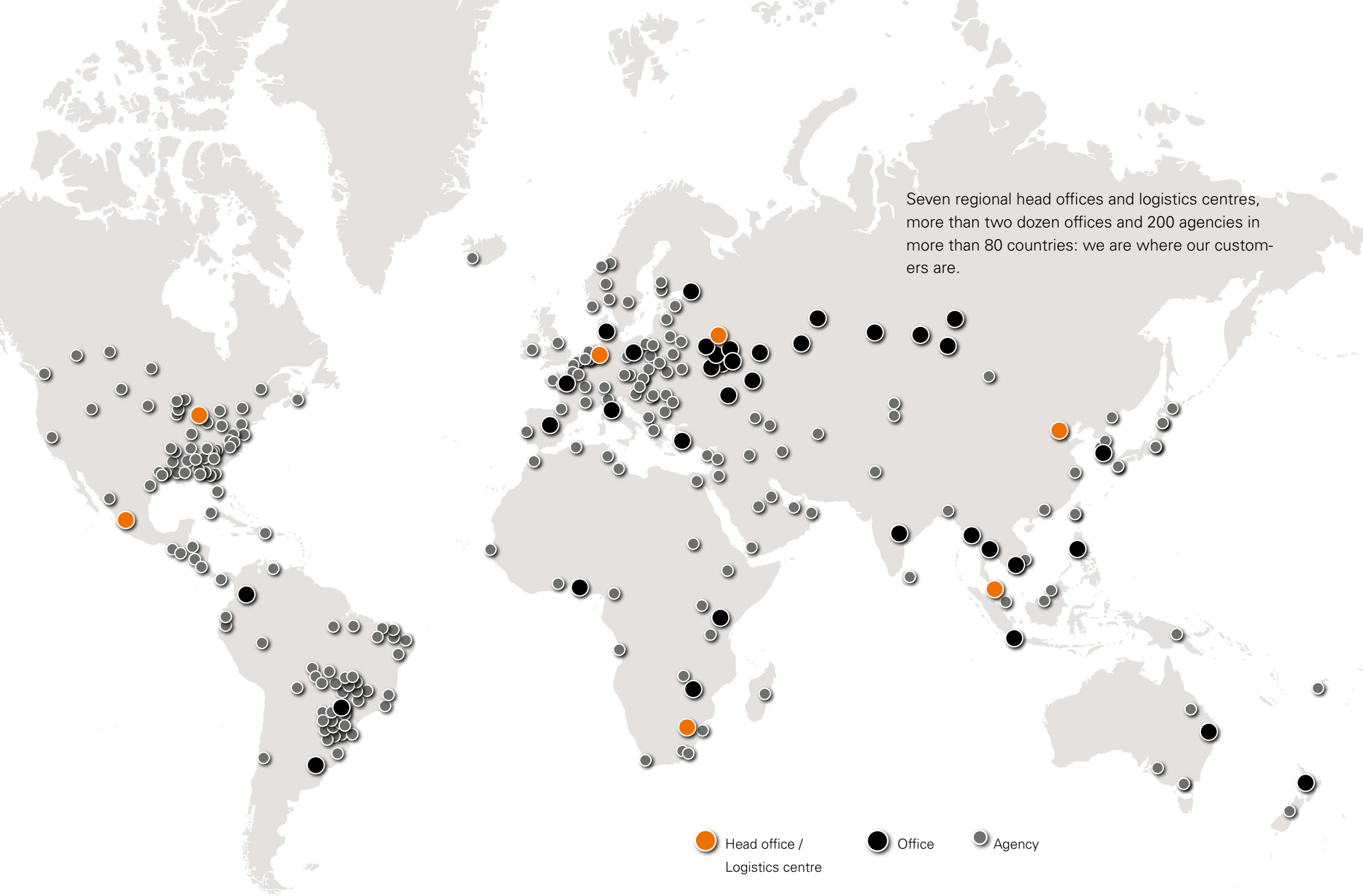
production, but also complete systems for insect farming and high-tech greenhouses.

As a family business, we think long-term: we take action for future generations.

Sincerely yours,



Seven regional head offices and logistics centres, more than two dozen offices and 200 agencies in more than 80 countries: we are where our customers are.



- Head office / Logistics centre
- Office
- Agency



## Good for hen, egg and farmer

### State-of-the-art equipment for egg production



With the world's first automatic poultry feeding system, the founders of Big Dutchman replaced century-old practices of feeding laying hens with a much more economic method and technology. The feed chain's material and design proved to be timeless, which is why the innovation is still used in many modern poultry houses today.

We have spent countless hours perfecting all technology used for poultry production. Today, we can offer comprehensive solutions for any type of management. Our state-of-the-art climate and air cleaning systems ensure that we can solve any issue, under difficult geographic conditions and while complying with highest emissions requirements.

We strive to optimise every detail of our egg production systems together with our customers. Many of our research activities and innovations have already received awards.

Our developments always focus on bird health and profitability. We began working on aviaries more than 35 years ago. Our Natura product line is the leading system for barn and free range egg production – not only in Europe – and meets the requirements for organic production. In other markets, Natura is tomorrow's growth driver.



Stephanie Meiners-Funke, egg producer from Germany, relies on the modular Natura aviary system from Big Dutchman.



Kipster project, Netherlands

## A laying hen's dream

The Kipster project focuses on animal welfare. The hens have plenty of space for scratching and dust bathing. On a hen run that is protected from the weather and equipped with different types of enrichment, the birds can exhibit their natural behaviour.



Aviary systems



Pullet rearing



Drinking systems



Feed chain



House management



Climate systems



Lighting systems



Residue treatment



Feed storage and feed transport



Egg collection



Power supply



## Unrivalled know-how

# Clever solutions for poultry growing around the world



Broilers, turkeys or ducks: farmers all over the world use systems from Big Dutchman to produce high-quality poultry meat. Production of this first-class food with its high biological value is on the rise worldwide. With a very low fat content, poultry meat perfectly meets consumer demands for low-calorie and easily digestible protein.

Our technology helps farmers to produce meat irrespective of the regional situation, ensuring that poultry meat remains comparatively low in price – a minor miracle. Because to keep

a farm profitable in the long term, all system components (for example feed and water supply, climate control and air cleaning) must work together perfectly and fit the requirements on site. Our experienced experts know what farmers need to be successful, and advise them from the planning stages until the first birds are moved in. The result is a unique poultry house with a bespoke design, that is often the only one of its kind, globally.



Stefan Raming-Freesen, broiler producer from Germany, saves energy with the Earny 2 heat exchanger from Big Dutchman.



Bollingerfehr broiler farm, Germany

### At the equator just like in Siberia

We believe in sustainable and environmentally beneficial technologies such as photovoltaics, heat recovery and efficient air cleaning. At the same time, we ensure profitable production around the globe, regardless of the climate, the socio-economic conditions and the local infrastructure.



BFN Fusion



PureLine | Animal welfare solutions



Drinking systems



Turkey production



Duck production



Nests



House management



Climate systems



Lighting systems



Power supply



Feed storage and feed transport



## Sustainable and still efficient

### Modern pig production from simple to complex



A fully-equipped pig house is a high-tech product. Our cloud-based software platform BFN Fusion controls and manages all computers, controllers and sensors centrally. The customer can use smartphone or tablet to manage individual houses just as easily as entire farm complexes, optimising their performance with the help of Big Data, even across multiple locations.

Smart pig production is now a reality, but less high-tech methods of production control remain viable options. We offer simple technology for sow management, piglet rearing and pig

finishing that has proved itself over many years, especially in less developed regions. All elements of these systems are well thought-out and can be combined in a variety of ways.

Our extensive range of welfare products helps farmers all over the world to keep an eye on the well-being of their animals. With our practical solutions, pig farmers can promote the health and welfare of their herd, protect the environment and still be successful.





## From very small to very large

When it comes to welfare-friendly pig production, Big Dutchman customers around the world benefit from our individual solutions. The scope of our services includes equipping small farms as well as fully-integrated farm complexes – from the first concept right through to commissioning.





Sow management



Air cleaning



PureLine | Animal welfare solutions



Liquid feeding



Pig finishing



Feed storage and feed transport



Piglet rearing



House management



Milling and mixing systems



## High tech for fruit, vegetables, and more

### Turnkey greenhouse construction for optimal production conditions

Increasingly extreme climate events jeopardise the cultivation of fruit, vegetables, leafy greens and flowers. One solution for securing production in the long term are glass greenhouses. Together with our partner Ammerlaan, we design and deliver complete high-tech production facilities, from greenhouse construction to climate control and screening installations, including systems for irrigation and lighting as well as electrical installations – all around the globe.

For turnkey projects between two and twenty hectares, we can provide different modular systems that are characterised by

efficient cultural practices and that are proven to be economically viable. Customised structures specifically designed to meet our customers' needs can also be supplied.

The Ammerlaan and Cogas Climate Control experts will advise farmers from the start and help every customer find the ideal solution for profitable as well as sustainable production. Detailed and well-thought-out concepts, energy- and water-saving technologies and the exclusive use of high-quality components are the foundation for future success.



Marcel Dings from Brookberries  
Groep (Netherlands):  
a happy Ammerlaan  
customer of 16 years.



Turnkey greenhouse construction



Ammerlaan has over 75 years of experience in the construction of greenhouses for fruit, vegetables, leafy greens and flowers. With a covered area of more than 100 hectares per year, the Dutch company is one of the industry's largest full-service providers.



Cogas Climate Control is a professional partner for technical installations when constructing modern greenhouses. Customised solutions are planned and installed based on extensive knowledge and years of experience, using large in-house capacities.



Screening



Assembly of greenhouses



Water management



Internal transport and logistics



Cooling and ventilation



Heating



Heat recovery



# The future of protein production

## Complete solutions for insect farming from A to Z



Insects offer a new added-value option for the nutrition and health of humans and animals thanks to their enormous potential for protein production. For example, one kilogramme of black soldier fly eggs turns into 5,000 kilogrammes of ready-to-harvest larvae within just twelve to fourteen days. This vertical type of farming also requires less land than soybean cultivation.

We have now founded Better Insect Solutions, an independent company to manage and develop the insect farming knowledge we have within the Big Dutchman group. Our experts create viable concepts for complete insect farms, including rearing, growing and

processing, plus clever solutions for farmers who want to establish insect farming as an additional source of income.

Better Insect Solutions provides thought-out solutions, from building construction to crates and climate systems, air cleaning and heat recovery, feeding systems, logistics, frass handling and larvae processing. The basis for successful insect farming is robust and cost-efficient equipment that has proven its worth in livestock production over many years.



Carsten Lind Pedersen,  
CEO of Enorm Biofactory A/S  
in Denmark, trusts  
BIS technology.





Enorm Biofactory, Denmark



Better Insect Solutions is the concept and solution hub for insect farming within the Big Dutchman group, comprising the companies Big Dutchman, INNO+ and SKOV.



INNO+ develops sustainable and efficient technologies for air cleaning and energy recovery that create optimal climate conditions in livestock buildings worldwide. These technologies also reduce the effect of livestock farming on the environment.



SKOV has been developing and selling climate solutions for pig and poultry houses since 1966. With its pioneering systems, the company has earned an excellent reputation and is one of the world market leaders in the industry today.



Building planning and construction



Feeding systems



Insect growing



Climate systems

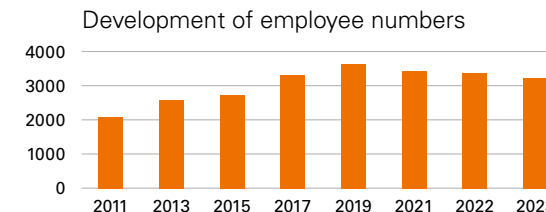
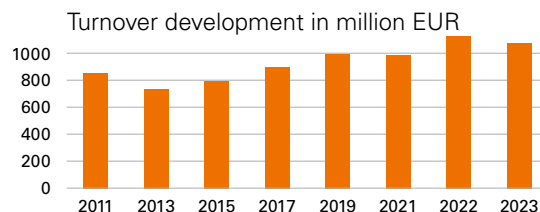


Air cleaning and heat recovery



Automation and logistics

Successful since 1938:  
150 countries worldwide.  
3,200 employees.  
EUR 1.1 bn turnover.



### 1938

Brothers Jack and Dick DeWitt start the company "Automatic Poultry Feeder Co." in the USA. Big Dutchman is just a product name at this time.

### 1958

The company embarks on expansion to Europe and Josef Meerpohl, a poultry farmer from Calveslage, becomes a Big Dutchman sales agent.

### 1963

Josef Meerpohl sells his business to Big Dutchman, but remains the appointed executive director of the new subsidiary in Calveslage.

### 1968

Big Dutchman co-founders Jack and Dick DeWitt sell the company to US Industries, a business conglomerate quoted on the stock exchange. Big

Dutchman launches the first liquid feeding system for pigs.

### 1972

The DeWitt brothers retire from Big Dutchman.

### 1980

A hostile take-over enables British Hanson Trust to become owner of US Industries and thus also owner of Big Dutchman.

### 1983

Big Dutchman introduces manure belt ventilation for cage systems.

### 1985

Following a management buyout, Josef Meerpohl becomes the owner of Big Dutchman. Calveslage is now the international head office.

### 1987

Big Dutchman launches the first Natura aviary system for laying hens in Switzerland.

### 1992

The holding company Big Dutchman Aktiengesellschaft is founded.

### 2010

Big Dutchman presents the revolutionary farm management system "BigFarmNet".

### 2012

The visionary concept study "Pig Production 2030" visualises the future of modern pig production by allowing free movement for all pigs.

### 2015

The organisational structure is revised for a more targeted sales approach,

creating the three separate business units Egg, Poultry and Pig.

### 2017

The new test centre is inaugurated in Calveslage.

### 2020

Better Insect Solutions is founded.

### 2022

The turnover crosses the threshold of EUR 1 billion for the first time. Big Dutchman becomes a shareholder of the Dutch Ammerlaan group.

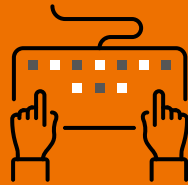
### 2023

Big Dutchman turns 85.

# Our services at a glance



Analysis and consulting



Building planning



Financing



Project management



Logistics



Equipment installation, including tools



Contract awarding and commissioning



Staff training



Farm management



Maintenance and service



Associated infrastructure such as roads, etc.



Feed mills and residue treatment



Power supply



Systems for storage, cooling and processing



Secure and long-term spare parts storage



**Big Dutchman.**

[www.bigdutchman.com](http://www.bigdutchman.com)