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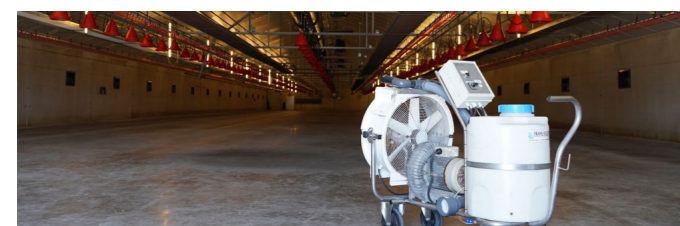
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ENGELEN BROTHERS GO FOR THE BEST HATCHING EGGS IN THE WORLD

Working with parties that also want to win'

Brothers Jeroen and Twan Engelen operate a rearing and breeding farm in Someren in North Brabant, in the Southern part of the Netherlands, and export hatching eggs. In doing so, they aim high. 'What we do is formula one,' says Twan. 'We sell the best products in the world and to do so we want work with parties that have the same ambitions.'



The history of the family business in Someren, Brabant, dates back to 1962. Twan and Jeroen are now the third generation. The business started as Vermeerderingsbedrijf Engelen (breeding farm) led by grandfather Toon and grandmother Nel. To this, their successors Toos and Noud added Opfokbedrijf Engelen.

Since 2006, the brothers have played an active role. First they take over the rearing company, followed four years later by the breeding company and another four years later they start Angel Eggs, an exporter of hatching eggs. In between (in 2012), Engelen Energy sees the light of day.

All activities are spread across five locations in the village located close to the Limburg border. 'We sell

proteins and energy, two things all people need,' Twan says at the office of Angel Eggs, which accounts for the export of some 160 million hatching eggs every year. 'With our products, we are at the basis of healthy food for some 10-12 million people by now.'

Sustainable, healthy and qualitative

Besides sustainability and (the best) quality, health is a common thread running through the company's operations. One of the sustainable developments is the establishment of Engelen Energy, which generates energy for our own use - think of the machinery - and for third parties.

The two other criteria go hand in hand: healthy chicks leads to healthy hens and roosters, as well as good-quality eggs. The selected day-old chicks that are bought go to the own breeding farm after 20 weeks. There they then stay until 62 weeks.

All according to the ambitions of the duo, who choose the Angel Eggs pay-off 'the start of a healthy chick' for good reason. 'When it comes to health, we are leading the way in the Netherlands anyway. Because we export our hatching eggs, I have had the opportunity to see a lot of the world and therefore also to see that in many places things are not or much less well organised. In fact, I dare to call our country the world leader in this specific area.'

Powerfogger

Being a frontrunner is what the brothers also strive for with their businesses. 'What we do is Formula 1. If you compete in that, you want to win,' Twan sums up their ambitions. 'And so we are committed to producing the best hatching eggs in the world.' To stay ahead, development is crucial. 'You cause your own competition if you stand still,' says Engelen.

'If we keep evolving, we will therefore stay ahead.' To ensure this, we collaborate with parties that have the same ambitions as the pair. One such company is Veugen Technology in Nederweert. 'They started as a rearing company, added hygiene solutions to that and therefore know what they are talking about.' There is sustainability in that area too, as the partnership

has been ongoing since 1990. 'In that year, we bought a Pulsfog from them to disinfect ourselves and for better hygiene. At that time, the company had been active with this industry for about two years.

Meanwhile, through them, we also have truck disinfection on the truck, a coldfogger to disinfect the hatching eggs, a Turbofogger, Marayama backpack sprayers and several Powerfoggers.'

The latest addition is the **Powerfogger 60D**, which is hard at work at the time of this visit (and therefore cannot be pictured). 'We are very happy with it. But if we weren't, we would never have lasted this long together.'



Knowledge and expertise

According to Engelen, sustainable cooperation is also about 'keeping each other on their toes'. 'Jeroen and I are very actively looking for suppliers, but only for suppliers who can add something to the realisation of our ambitions and business operations.'

Veugen Technology is such a party for them. 'Because they also want to lead the way with their products. They do that by delivering custom-made products. We share that ambition and therefore we understand each other. That's important.' However, the brothers are also critical buyers, according to Engelen. 'I dare to look at others, but on the other hand I blindly rely on their expertise in the field of hygiene solutions for our business. The exclusivity of their equipment makes it difficult to compare. Then it is important to trust each other's knowledge and expertise.'



PHOTO SERIES: TWO FARMS ON ONE PROPERTY “WHAT YOU CAN DO YOURSELF MAKES YOU LESS DEPENDENT”

Although growing up among chickens and roosters, it was not a foregone conclusion for Jan van Gils that he would take over his parents' poultry farm.

He chose to study electrical mechanics and then started his own company in it. From his parents' farm, he has since been running an installation company for barn ventilation and barn lighting for cows (not for poultry). Besides his knowledge of poultry; dairy cattle were no stranger to Jan either. As a small child, he walked among the cows at home in the yard, until his parents made the switch from mammals to poultry seventy-five years ago. Jan's parents started with a barn with 10,000 mother birds.

Electro mechanics may have been Jan's interest, but farm life was never out of sight. At Van Gils' home, the three children were expected to help out, Jan recalls. After school, the Van Gils brothers and their sister were in the barn. Over the years, the number of chickens steadily increased and even doubled to 40,000 when a second barn was built in 2013.

Jan: "The new barn was delivered fully automated. Looking ahead, we chose to extend and modernise the old barn. At the time, it was already clear that I would take over the poultry farm. The installation company had grown bigger. With more colleagues on assembly, I am now in the office a lot for planning and

administration. This is easy to combine with the work on the poultry farm, especially now that the poultryhouses are fully automated."

The expansion to two barns and 40,000 mother birds affected the planning of the poultry farm. Jan: "Vacancy time is too short. We often have to disinfect on Sundays so that DGZ can take samples on Mondays. There is no external company willing to disinfect structurally on Sundays. So we started looking for a decent device that would allow us to disinfect our stables ourselves. Also to be independent of an external company and to be able to schedule disinfection without worries."

Jan wants a solution that will last at least 10 years. His first purchase turned out to be a cat in the bag and quickly broke down. He continued his search and then ended up at Veugen Technology in Nederweert. Jan: "At Veugen they supply customised disinfection equipment, which is important to us. Also, my brother has a poultry farm and we wanted to use the device on both farms." The Powerfogger 100 with duo head has been modified for the Van Gils brothers in a few areas. For example, the fogging device can be easily transported with a forklift truck.

"Our stables are 85 metres in length, but the Powerfogger can transport the fine mist up to 140 metres. Maybe too oversized, but this was a conscious decision. You don't know what the future holds. Maybe we will extend our stables or take over a 120-metre stall and then our equipment will already be suitable for that," Jan says, always looking to the future.

When using the Powerfogger, the entire barn is fogged within 2 to 3 hours. So Van Gils can easily disinfect both his stables within a day. He has now been using the device for 10 years. Recently, Veugen Technology carried out maintenance on the Powerfogger. Appearing parts have been replaced. Jan: "The fogger looks very good. There is nothing wrong with it. Now that some parts have been replaced, the fogging device can last at least 9 to 10 years again." And after that, when the fogger is really written off? "Then I will immediately buy another one back," Jan concludes.



MORE INFORMATION

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