



FARM STRATEGY:

“A no nonsense, target oriented management with good efficiency of all basic elements like Labour, Nutrition and Manure!! ”

FARM CHARACTERISTICS:

soil type	peat
grassland (ha)	44.5
maize (ha)	0.0
other fodder crops (ha)	0.0
arable crops (ha)	0.0
cows	130
young stock	0
young stock/10 cows	0,4
quota (kg)	967,216
milk production (kg/cow/yr)	8,145
intensity (kg milk/ha)	22000
concentrate use (kg/100 kg milk)	1,996
milking parlour	2x8 60° fishbone
stable	165 cubicles
particulars	no young stock

MILESTONES:

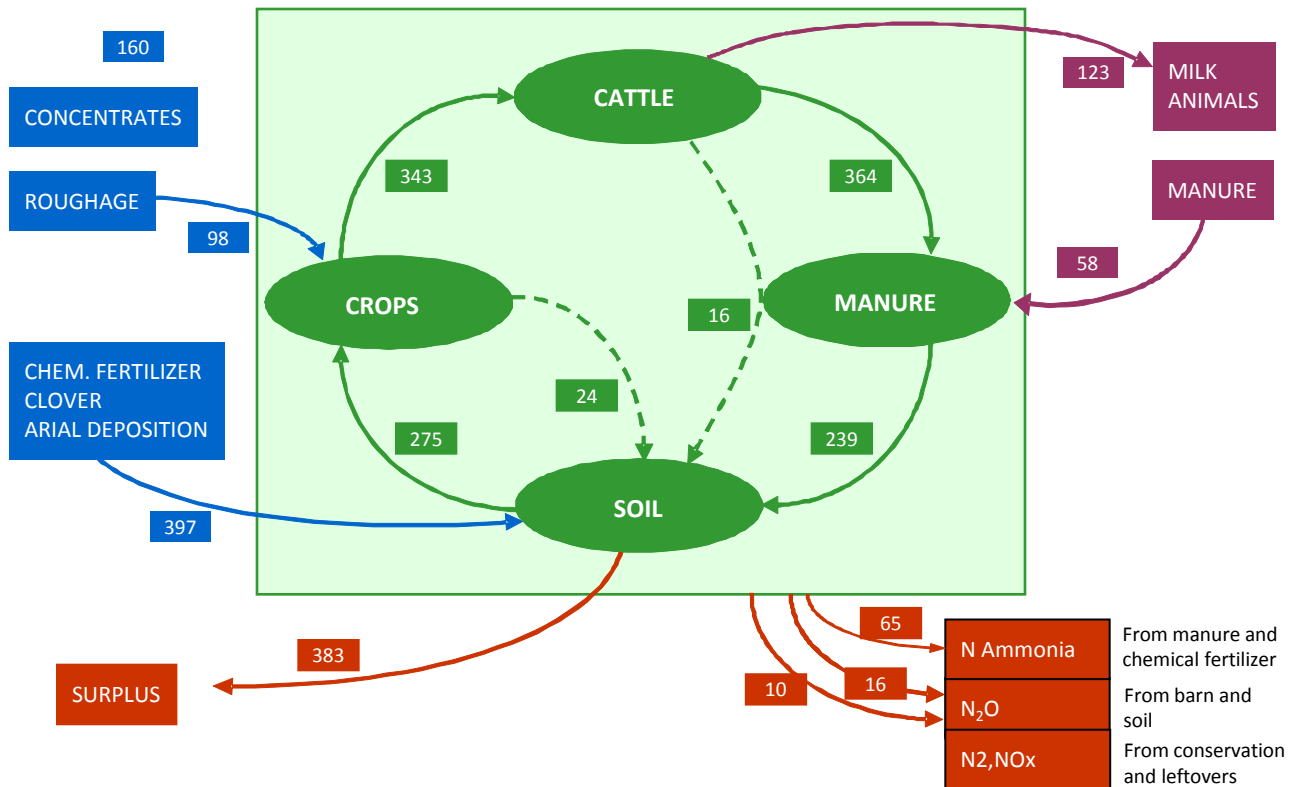
- Since 200 years at the same location
- up to and including '70 's also fattening pigs
- Starting from the superlevy (quotum) till nowadays quadrupling of milk production
- 1999 take over the farm from parents
- 2010 – participant Cows & Opportunities



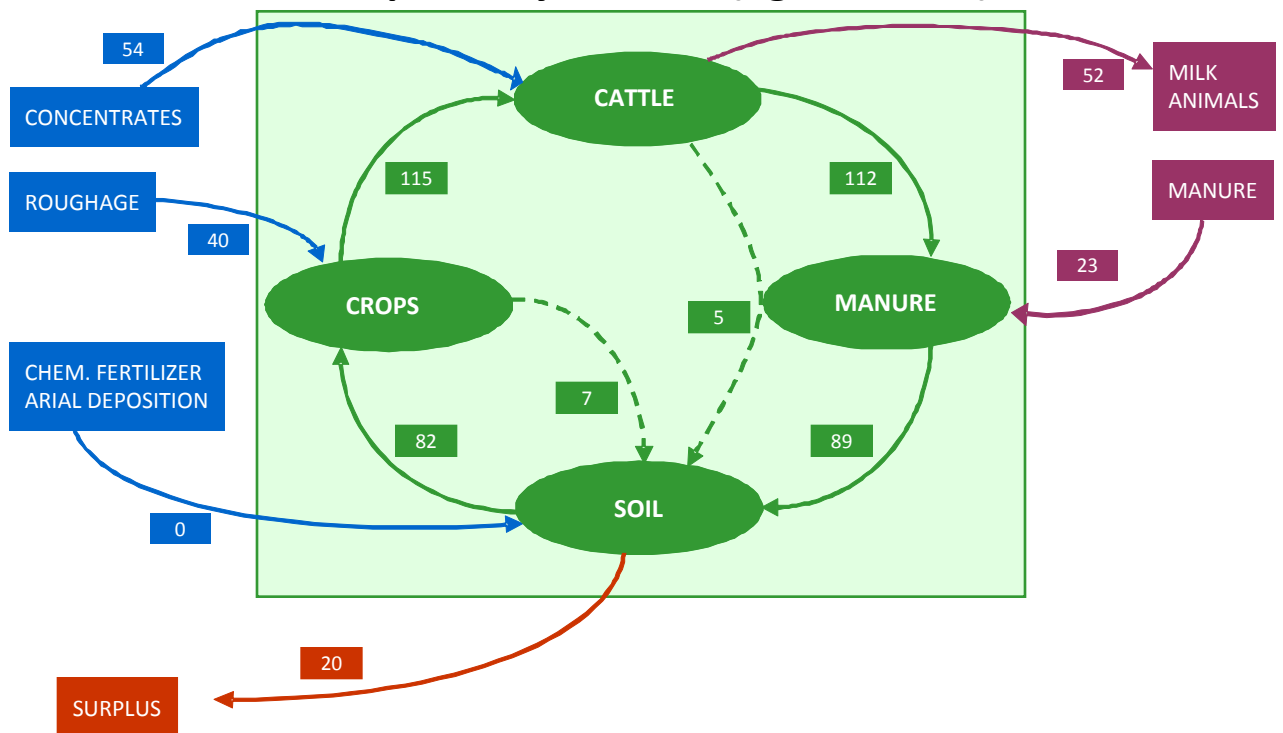
Fertilization 2013

(per ha)	Grassland			Maize		
	m ³	kg N	kg P ₂ O ₅	m ³	kg N	kg P ₂ O ₅
Slurry	57	240	88	0	0	0
Chemical fertil.	-	135	0	0	0	0
Manure (graz.)	-	50	7	-	-	-
TOTAL		424	94		0	0

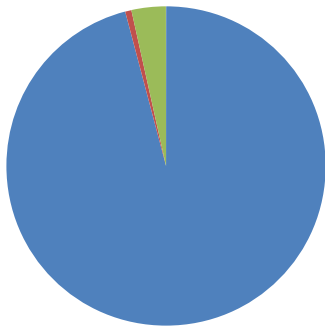
Nitrogen cycle 2013 (kg N/ha)



Phosphate cycle 2013 (kg P₂O₅/ha)



Farm economics (2012)



YIELDS

- milk
- animal
- others

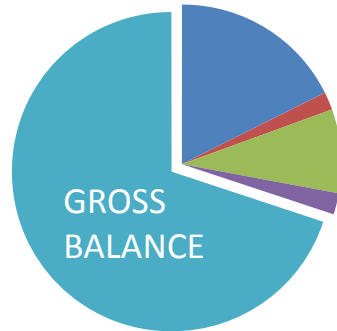
€/100 kg milk

YIELDS

milk	37.9
animal	0.3
other	1.4
	39.6

COSTS

- concentrate
- roughage
- Animal costs
- Crop costs



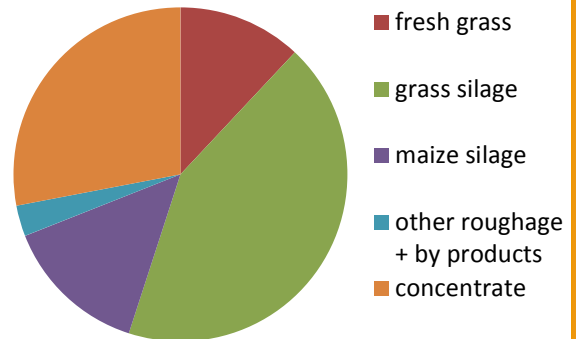
COSTS

concentrate	7.0
roughage	0.7
other fodders	0.9
breeding	0.3
animal health	0.9
other animal costs	1.2
fertilization	0.8
other crop costs	0.0
	11.9
GROSS BALANCE	27.7

Animal Nutrition

Ration characteristics complete herd

VEM (energy)-content ration (g/kg dm)	931
RE-content total ration (g/kg dm)	159
P content (g/kg dm)	3.7
kg concentrate / 100 kg milk (incl. young)	28
Nitrogen efficiency complete herd (%)	25
Phosphate efficiency complete herd (%)	32
kg FPCM / kg dm feed intake	1.18



Improvement projects

ECONOMY

Only do things that yields more money; a sustainable production means to us trying to achieve high lifetime milk yield performance at low cost

LABOUR

Focus on labour efficiency by short leashes and focus on the most important tasks

ENVIRONMENT

Dealing efficiently with feeding and manure

STEPS

Period	Action	Improvement
2011	More room for manure on the farm	less fertilizer use/less CO ₂
2008	almost no young stock	more space to place manure / lower cost

“Conscious dealing with minerals and to keep the manure on own business as much as possible”



“Outsource big jobs to the contractor and focus yourself on the core tasks”

“Efficient feeding is important and we try to utilize the own feed and our own land as good as possible”.



Pilot farmers are also members of the Dutch project Cows & Opportunities. In this project 16 dairy farmers, KTC De Marke, Wageningen UR and advisory services cooperate. On request of the ministry of Agriculture and the Dairy Board the project evaluates and improves the effectiveness and feasibility of the (proposed) environmental legislation in farm practice and supports the Dutch dairy sector with its implementation. Cows & Opportunities works at a future for neat dairy farmers. The results are found at: www.koeienkansen.nl (in Dutch).