



Pilot farm

Frank & Ilona Post
Nieuweroord (NL)

**FARM OBJECTIVES:***"Cash flow of € 120.000"**"65 hours working week"**"Low emissions"***FARM STRATEGY:***"Total financing below one euro per kg milk"**"Labor efficiency from 150 upto 300 kg milk per hour"**"Precise feeding and fertilising"***FARM CHARACTERISTICS (2011/2012):**

soil type	sand
grassland (ha)	45.9
maize (ha)	0.0
other forage crops (ha)	0.0
arable crops (ha)	0.0
cows	111
young stock	105
young stock/10 cows	9.5
quota (kg)	973,500
milk production (kg/cow/yr)	9,680
intensity (kg milk/ha)	23,460
concentrate use (kg/100 kg milk)	23.8
milking parlour	2 x 11
stable	cubicles

MILESTONES:

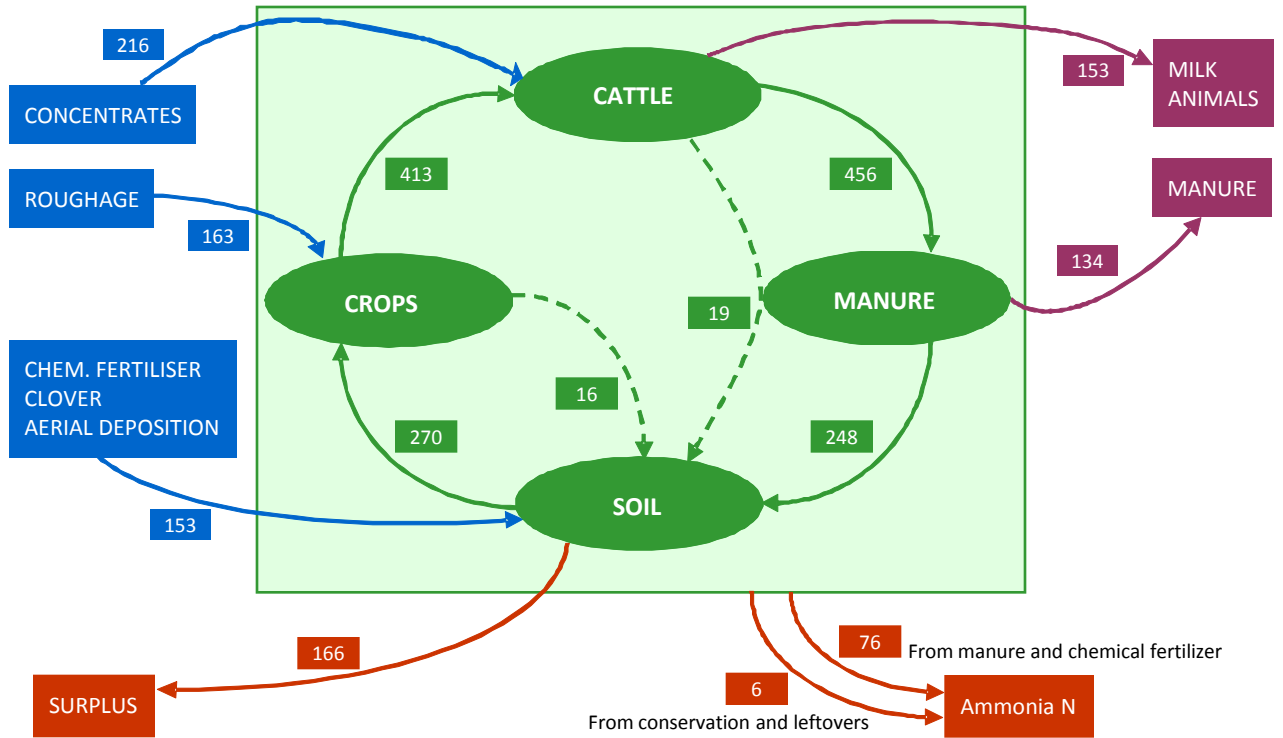
1970	15 dairy cows , 250 pigs and 7.000 broilers
1996	Purchase Nieuweroord (32 ha)
2000	+ 300.000 kg milk 70 dairy cows
2004	+ 550.000 kg milk 120 dairy cows
2006	Takeover of the farm
2008	+ 0,5 ha and new barn
2011	+ 4,5 ha



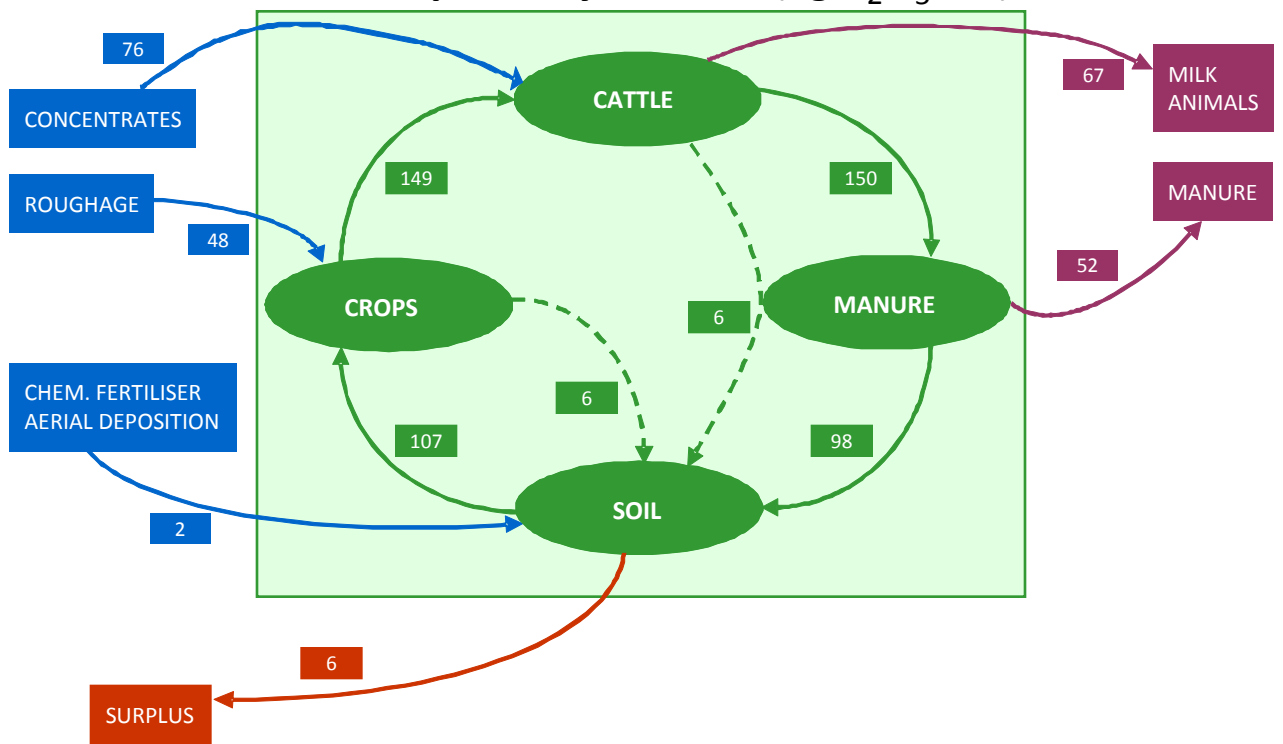
Fertilisation 2011

(per ha)	slurry	chemical fertiliser	
	m ³	kg N	kg P ₂ O ₅
grass	71	123	-
maize	40	27	-

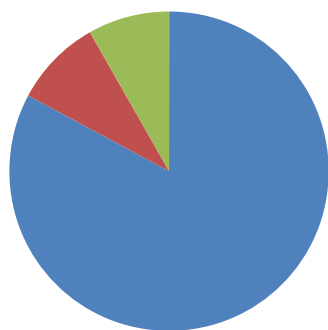
Nitrogen cycle 2011 (kg N/ha)



Phosphate cycle 2011 (kg P₂O₅/ha)



Farm economics (2010)



YIELDS

- milk
- animals
- other

€/100 kg milk

YIELDS

milk	38.1
animals	4.1
other	3.8
Total	46.0

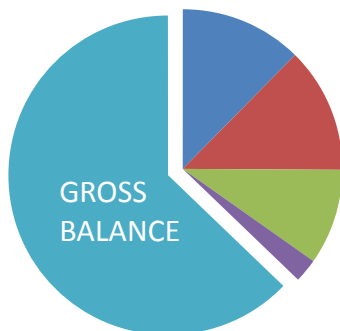
COSTS

concentrate	5.7
roughage	5.9
other fodders	0.6
breeding	1.1
animal health	1.7
other animal costs	1.1
fertilization	0.8
other crop costs	0.3
Total	17.1

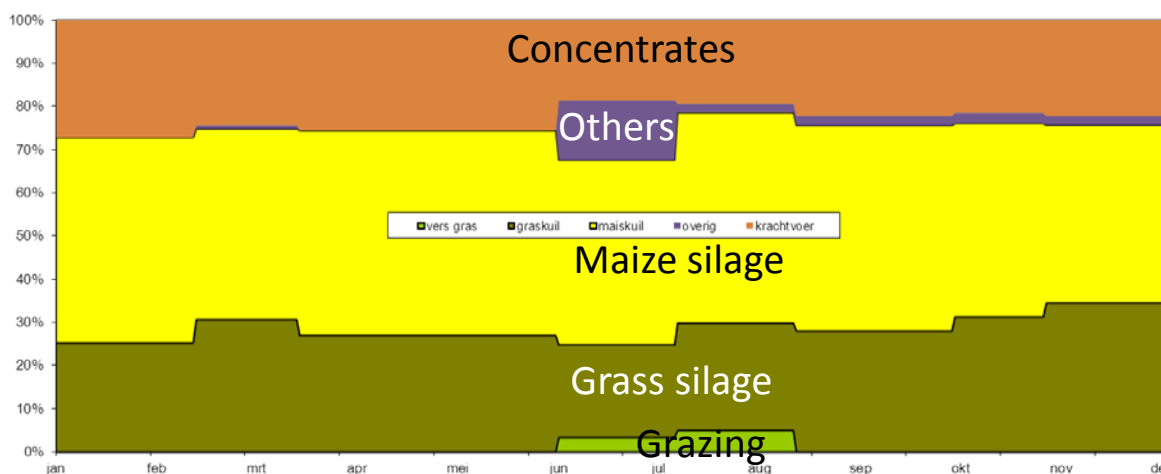
GROSS BALANCE 28.9

COSTS

- concentrate
- roughage
- animal costs
- crop costs



Animal Nutrition



Improvement projects

ECONOMY

- Increasing farm scale
- Reducing debts
- Optimising technical results

LABOR

- 300 working hours per 1,000 kg milk
- Working week of (max.) 65 hours

ENVIRONMENT

- Precise feeding and fertilising
- Increasing animals lifetime production



Steps

Period	Action	Improvement
2011	Increase feed efficiency by dynamic feeding	more milk per kg dry matter
2011	Increase lifetime production by improvements in stable	bedding comfort, indoor climate and floor
2011	Glucogene feeding for more 'fast' energy	reduced methane emission

“For several years we have cross bred with Fleckvieh, Montebiarde en Swedish reds. They are fine animals but more adjusted to extensive farming. Only if we are confined to limited milk production I will keep doing this.”



“Precise feeding is very important. However, high feed efficiency is more important than high production. It is foolish to produce 0.8 kg milk from 1 kg dry matter if 1.5 kg milk is also possible. This saves thousands of euros at farm level.”

“We have enough sweet water in the area. To increase grass yields I’m looking for a way to get this water to the plants at the right time. To me irrigation is too expensive and not sustainable. Together with the water board we are looking into the alternative of reversed drainage.”



DAIRYMAN is a European project involving 7 countries of the North West of Europe. 10 regions and 14 partners. The aim of Dairyman is to strengthen rural communities in these regions where dairy farming is a main economic activity and a vital form of land use.

DAIRYMAN pilot farmers are also members of the Dutch project Cows & Opportunities. In this project 16 dairy famers. KTC De Marke. Wageningen UR and advisory services cooperate. On request of the ministry of Agriculture and the Dairy Board the project field-tests, 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).

DAIRYMAN pilot farms are a platform for communication and exchange where other farmers can gather information and advice.

Investing in Opportunities

This project has received European Regional Development Funding through INTERREG IV B.

INTERREG IVB