



Pilot Farm

# Mts. Menkveld & Wijnbergen

Gorssel (NL)



## FARM STRATEGY:

*“Cost price minded growth towards 1.5 million kg milk”*

## FARM CHARACTERISTICS (2011):

soil type	sand/clay
grassland (ha)	48.3
maize (ha)	17.6
other fodder crops (ha)	1.2
arable crops (ha)	4.7
cows	152
young stock	123
young stock/10 cows	8.1
quota (kg)	1,291,714
milk production (kg/cow/yr)	9,011
intensity (kg milk/ha)	19,253
concentrate (kg/cow/yr)	2,119
milking parlour	rotary
stable	cubicles
particulars	nature agreements

## MILESTONES:

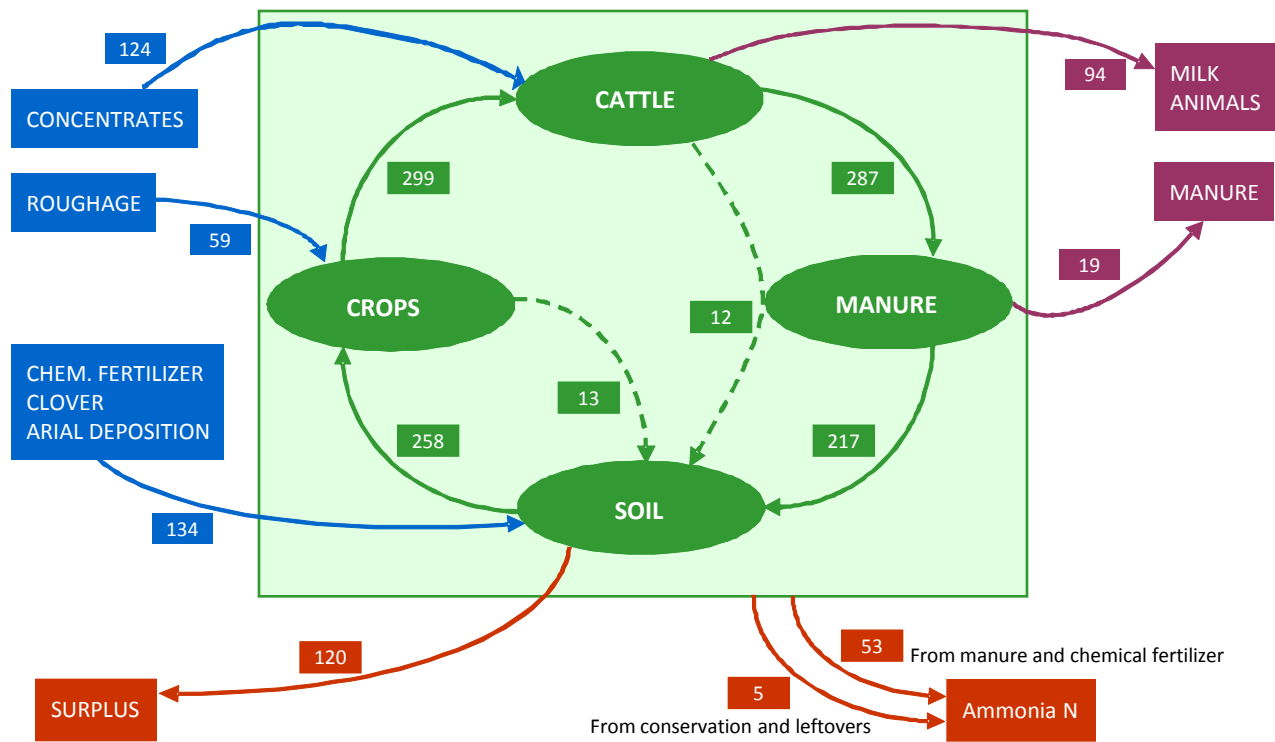
- 1992 – Start partnership
- 1999 – Deelnemer Koeien & Kansen
- 1999 – Milking carrousel finished
- 2008 – Adaptation and expansion stable finished



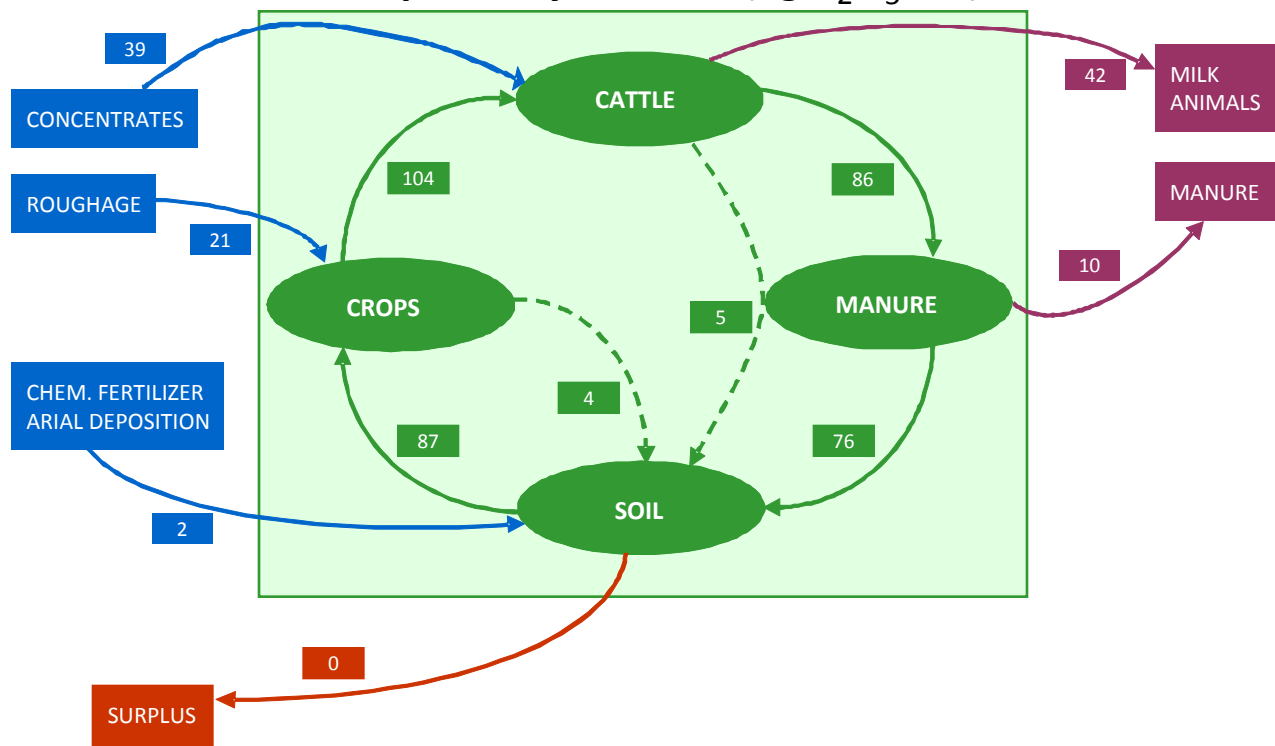
# Fertilization 2011

	Slurry	Chemical fertilizer	
(per ha)	m <sup>3</sup>	kg N	kg P <sub>2</sub> O <sub>5</sub>
Grass	84	130	-
Maize	46	26	-

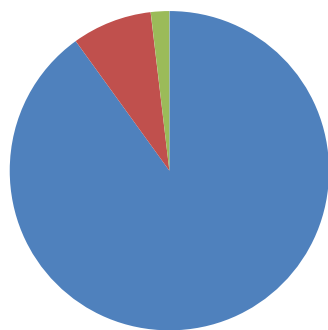
## Nitrogen cycle 2011 (kg N/ha)



## Phosphate cycle 2011 (kg P<sub>2</sub>O<sub>5</sub>/ha)



## Farm economics (2011)



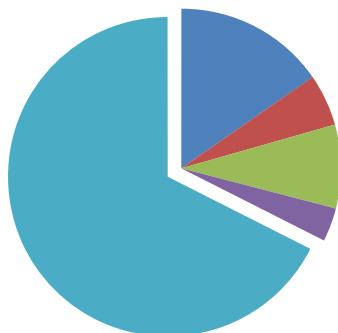
### YIELDS

- milk
- animals
- other

€/100 kg milk	
YIELDS	
milk	41.8
animals	3.8
other	0.9
	<b>46.5</b>

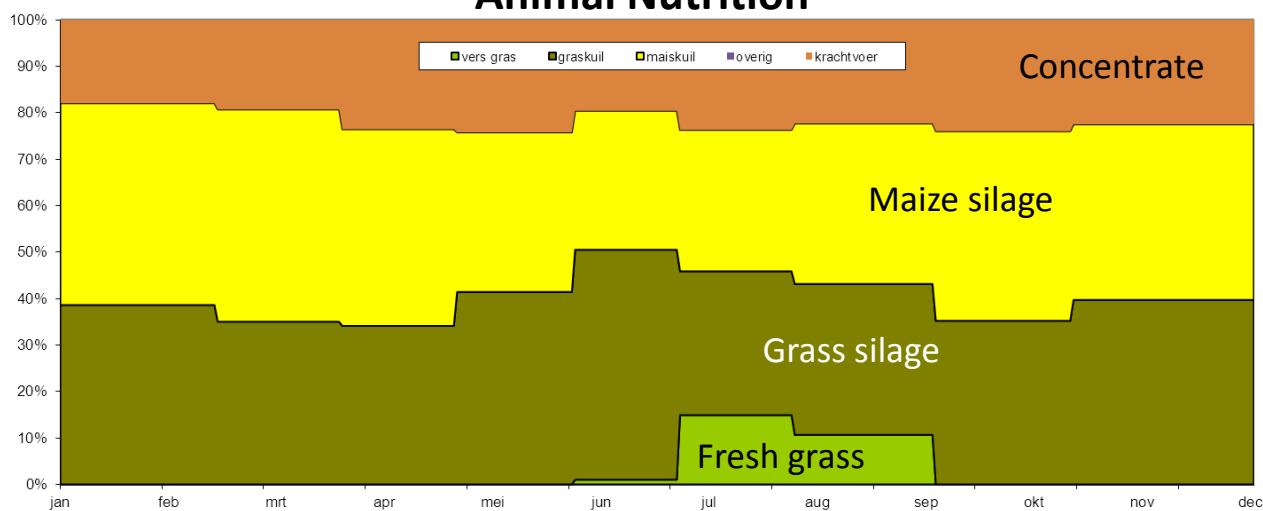
### COSTS

- concentrate
- roughage
- animal costs
- crop costs



COSTS	
concentrate	7.1
roughage	2.4
other fodders	0.5
breeding	0.8
animal health	1.6
other animal costs	1.1
fertilization	0.9
other crop costs	0.7
	<b>15.1</b>
<b>GROSS BALANCE</b>	<b>31.4</b>

## Animal Nutrition



## Improvement projects

ECONOMY • *Controlling cost price*



LABOUR

ENVIRONMENT

- *Fitting in external labour*
- *Easing daily labour peaks (milking/feeding)*

- *With high crop yields work towards equalised fertilization*

## Steps

Period	Action	Improvement
2011	More efficient feeding of young stock	reduced methane/ammonia emissions per head = more milk produced on the same land area
2011	Fitting in external labour	eased daily labour peaks

*“Business (farm) development is a continuous process.”*



*“Increase nitrogen efficiency by embedding straw and low quality grass from nature land.”*

*“Fitting low quality grass from nature land into our farm management increases our gross balance.”*



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.koeienenkansen.nl](http://www.koeienenkansen.nl) (in Dutch).

Investing in Opportunities



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



INTERREG IVB

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