



Pilot farm
Mark & Marianne
Pijnenborg-Van Kempen
 Ysselsteyn (NL)



FARM STRATEGY:

- *Farm size with economical perspective for 1 FTE*
- *Farm management complying with legal and social standards and requirements*
- *Pleasant and healthy living and working environment for farmer as well as the animals*
- *Healthy and strong no-nonsense dairy cows*

FARM CHARACTERISTICS (2011):

soil type	sand (moist)
grassland (ha)	29
maize (ha)	12
cows	96.5
young stock	85
quota (kg)	871,009
milk production (kg FPCM/yr)	9,400
intensity (kg milk/ha)	25,336
concentrate use (kg/100 kg milk)	28.7
milking system	2x7 herring bone
Stable	108 cubicles
other particulars	siësta grazing

MILE STONES:

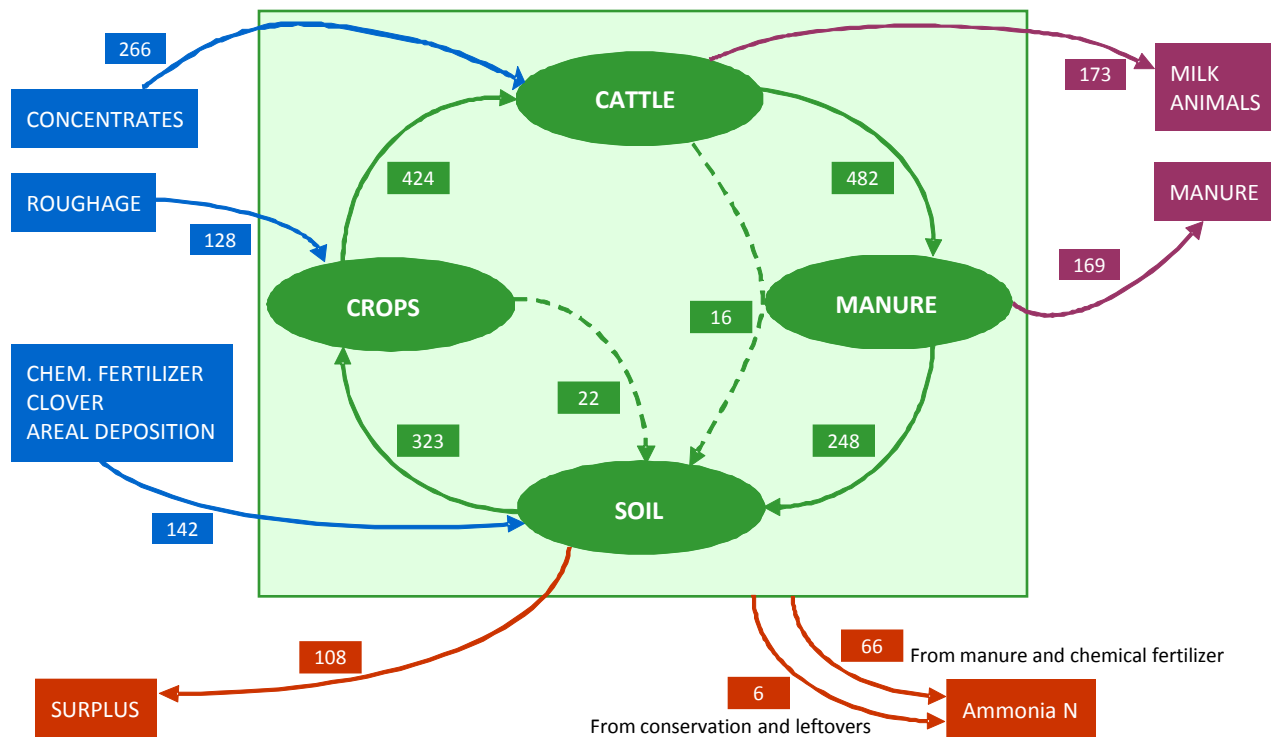
- 1999 – participant Cows & Opportunities
- 1999-present – purchasing quota
- 2000 – purchase 9.3 ha
- 2001 – extension stable cows
- 2005 – construction equipment shed
- 2011 – renovation stable calves



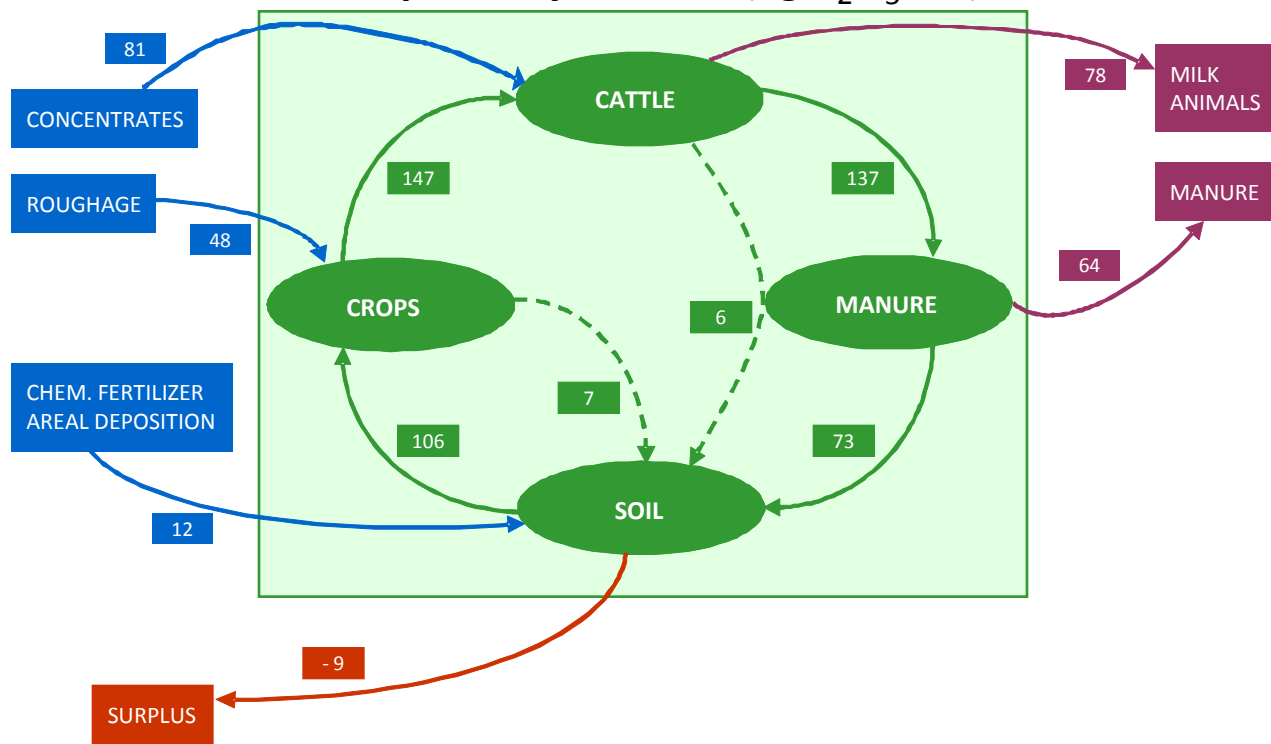
Fertilization 2011

	slurry	chemical fertilizer	
(per ha)	m ³	kg N	kg P ₂ O ₅
grass	56	112	12
maize	45	21	-

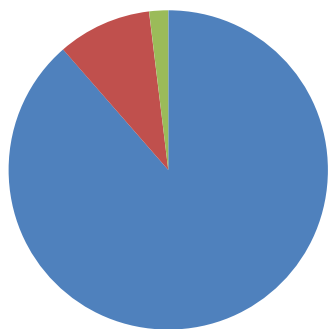
Nitrogen cycle 2011 (kg N/ha)



Phosphate cycle 2011 (kg P₂O₅/ha)



Farm economics (2010)



YIELDS

- milk
- animals
- other

€/100 kg milk

YIELDS

milk	36.8
animals	3.9
other	0.8
Total	41.5

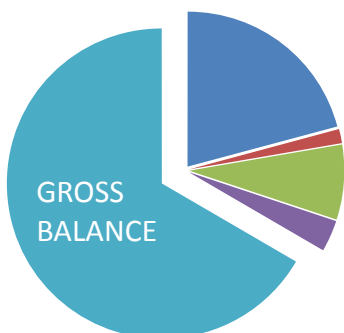
COSTS

concentrate	8.6
roughage	0.6
other fodders	0.3
breeding	1.0
animal health	0.9
other animal costs	1.0
fertilization	0.6
other crop costs	0.7
Total	13.9

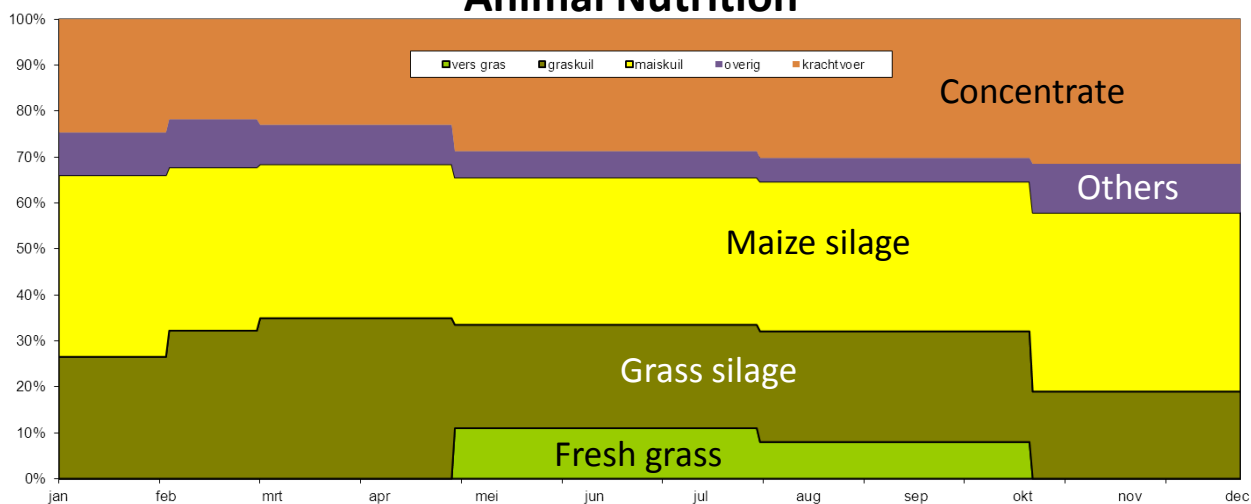
GROSS BALANCE 27.6

COSTS

- concentrate
- roughage
- animal costs
- crop costs



Animal Nutrition



Improvement projects

ECONOMY

- *Optimizing cost price*
- *Sustainable dairy herd*



LABOUR

- *Setting up a healthy workplace in which the work can be done by one person*

ENVIRONMENT

- *Comply with the legal standards*
- *Optimal use of available N and P*

Steps

Period	Action	Improvement
2011	Increase age cows, less young stock	reduction methane (CH ₄) emission
2011	highly digestible and high value feed	reduction methane (CH ₄) emission
2011	Replace chemical fertilizer with Fertraat	reduction purchase chemical fertilizer
2011	Purchase solar panels	reduction CO ₂ emission from energy

"Grazing cows? It pays off!"

"I have a strong herd. For sure, that has to do with the grazing of our cattle."



"Self produced roughage of good quality and percise feeding are important."

"Cow, farmer and environment all profit from a good feed efficiency."



"Good grassland management is half the job done."

"It makes me feel good when I see my feed storage filled with sufficient grass silage for the next winter."



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

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 (in Dutch).

Investing in Opportunities



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



INTERREG IVB