

Producing Milk Solids at Low Cost

By Brian Goodenough

Eling Farm

- 2500 acres tenanted land
- 950 on secure Agric. holdings act
- Rest mixture of FBT and summer grazing
- Includes Elm Farm
- Organic
- Dairy
- Beef
- Sheep
- Range of forage
- Cereals for whole crop
- Four full time employees

The Dairy



- Built in 2001
- Dairy master 20:40
- Made parlour 24:48 and added feed passage in 2006
- Currently 365 cows
- Do we need anything else?

The Cow



- Started as predominantly British Friesian
- Started using some Jersey semen 2005
- For last four years all LIC
- Own bulls

The System

- Once a day
- Calve February 7th
- Dry mid December
- Bull calves
- Heifers
- Sucklers
- Heifer sales

The Milk Contract

- Alvis Brothers – Lye Cross Cheese/Sainsbury
- Milk solids
- Organic premium
- Cell counts
- Seasonality
- Working together

Dry Climate

- Sand and gravel
- Rainfall 2011 -20.44 inches
- Out wintering
- Lack of grass
- Lucerne
- Shortage of winter feed
- Business impact

The Wake-up Call

- Are you growing less grass because it is too dry or is that an excuse!
- We are not dairy farmers we are primarily forage growers and happen to keep dairy cows!

What We Did Not Know

- What are we managing for?
- How much grass do we grow?
- What quality is our forage?
- What is the right forage?

The Solution

- Soil measurement *Albrecht/Reams*
- Grass measurement *Plate meter/Kingswood*
- Grass quality *Brix reading/fresh analysis*
- Milk quality *NMR*

Milking Diet

- Grass leys
- Forage rye
- Kale
- Lucerne



Dry Diet

- Deferred grazing
- Kale
- Turnips
- Whole crop/Lucerne
- Silage



For every answer there are more questions!

- Water
- Crops
- Number of groups
- Staff

The Targets

- Cow numbers
- Cow area
- Cash flow
- Succession

..... and finally

Would we rather see this...



..... or this





To give them a sustainable future the choice for US is clear!

The end