

FARM VISIT - AGROCOOP IMEL'

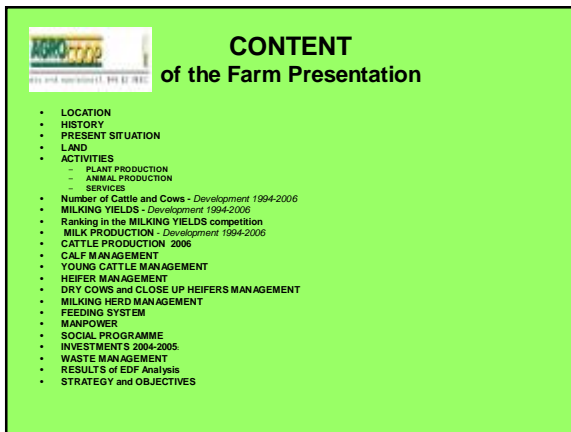


WELCOME
to AGROCOOP IMEL', a.s. (JsC.)

AGROCOOP IMEL', a.s.
Národní 52
340 01 IMEL'
SLOVAKIA
TEL: +421 35 788 0100
FAX: +421 35 788 0101
E-MAIL: AGROCOOP@AGROCOOP.SK

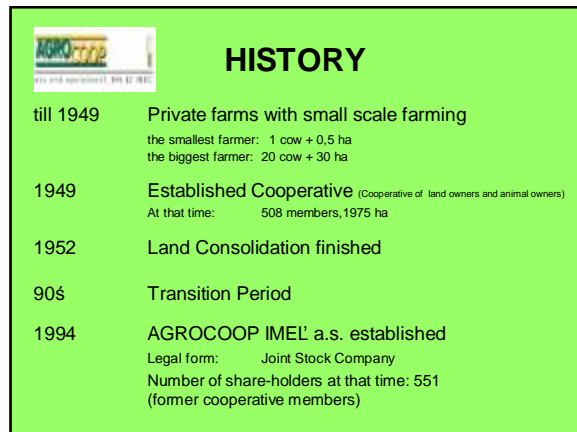


LOCATION



CONTENT
of the Farm Presentation

- LOCATION
- HISTORY
- PRESENT SITUATION
- LAND
- ACTIVITIES
 - PLANT PRODUCTION
 - ANIMAL PRODUCTION
 - SERVICES
- Number of Cattle and Cows - Development 1994-2006
- MILKING YIELDS - Development 1994-2006
- Ranking in the MILKING YIELDS competition
- MILK PRODUCTION - Development 1994-2006
- CATTLE PRODUCTION 2006
- CALF MANAGEMENT
- YOUNG CATTLE MANAGEMENT
- HEIFER MANAGEMENT
- DRY COWS and CLOSE UP HEIFERS MANAGEMENT
- MILKING HERD MANAGEMENT
- FEEDING SYSTEM
- MANPOWER
- SOCIAL PROGRAMME
- INVESTMENT'S 2004-2005
- WASTE MANAGEMENT
- RESULTS of EDF Analysis
- STRATEGY and OBJECTIVES



HISTORY

till 1949 Private farms with small scale farming
the smallest farmer: 1 cow + 0,5 ha
the biggest farmer: 20 cow + 30 ha

1949 Established Cooperative (Cooperative of land owners and animal owners)
At that time: 508 members, 1975 ha

1952 Land Consolidation finished

90s Transition Period

1994 AGROCOOP IMEL' a.s. established
Legal form: Joint Stock Company
Number of share-holders at that time: 551 (former cooperative members)



PRESENT SITUATION

- Ing. Alexander Pastorek, General Director



LAND

2084 ha agricultural land
(300 ha own, 1784 ha rented)

Out of it: 1957 ha arable land
127 ha grassland

ACTIVITIES

PLANT PRODUCTION

ANIMAL PRODUCTION

SERVICES

PLANT PRODUCTION

Crops:

wheat	550 ha
barley	50 ha
maize – corn	783 ha
potato:	200 ha
maize – silage	150 ha
alfa-alfa	224 ha
grassland	127 ha

ANIMAL PRODUCTION

Cattle Production: 1100 heads

Pig Production: 4200 heads, incl. 350 sows)

SERVICES

- Agricultural Services for other Companies:**
 - Cereals Drying
 - Cereals Harvesting
 - Fodder Harvesting
- Non-agricultural Services:**
 - International Lorry/Truck Transport

Number of Cattle and Cows

Development 1994-2006

Year	1994	2000	2005	2006
Number of cows	290	353	487	525
Number of cattle	828	969	1001	1100

MILKING YIELDS

Development 1994-2006

Year	1994	2000	2005	2006	
Milking Yield (kg/cow/year)	3333	6127	6960	7500	
Milking Yield (kg/cow/year)				7980	
Milking Yield (kg/cow/year)					9052
Milking Yield (kg/cow/year)					9755

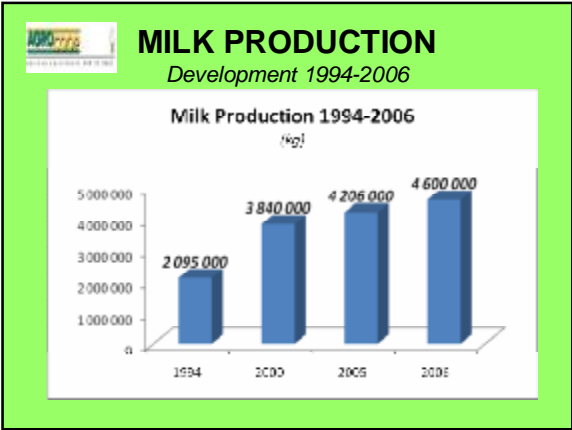
FARM VISIT - AGROCOOP IMEL'

Ranking in the MILKING YIELDS Competition

TOP 200 FARMS IN SLOVAKIA Rank: 11.
TOP 100 HOLSTEIN COWS

Rank	Sire	Lactation	Milk kg	Fat %	Prot. %
33	CHASIN-RAINBOWS SHAZAN	4	14 287	3,74	2,73

• **Regional Competition on Milking Yield:**
 21 farms with the total production of more than 42 mil. kg
 2004 2. rank
 2005 1. rank
 2006 1. rank

CATTLE PRODUCTION 2006

CRITERIA	DATA/INFORMATION
Dairy Cows (heads)	525
Heifers (heads)	270
Calves and Young Cattle (heads)	305
Breed	Black Holstein
Housing System	Loose Housing in Cubicles with rubber matraces
Pasture	No
Milking Parlour (type)	2x16 FARMTEC (Rybin)
Milking Times (times/day)	2

CATTLE PRODUCTION 2006

CRITERIA	DATA/INFORMATION
Milking Yields	9755 (kg/cow/year)
Milking Cow Record	14 287 (kg/cow/year)
Milk Sale	4,206 mil. kg
Milk Quota	5,5 mil. kg
Age at the first calving	26 months
Time between 2 calvings	421 days
Average age of dairy cows	5 years
Culling rate dairy cows	41 %
Calf Mortality	1,8 %



HEIFER MANAGEMENT

TMR till 1 month before calving

- 11 kg alfa-alfa senage
- 5 kg maize-silage
- 1 kg straw
- 1 kg hay
- 1 kg concentrate



TMR during 1 month before calving


- 8 kg alfa-alfa senage
- 8 kg maize-silage
- 1 kg straw
- 1 kg hay
- 3,5 kg concentrate
- 1,5 kg brewery malt
- 1,5 kg maize protein
- 250 g acetol



DRY COWS and Close Up Heifers MANAGEMENT

TMR from the drying-up till 3 weeks before calving:

- 8 kg alfa-alfa senage
- 3 kg maize-silage
- 2 kg hay
- 2 kg straw
- 0,8 kg concentrate
- 0,8 kg brewery malt
- 0,8 kg maize protein



MILKING HERD MANAGEMENT



TMR:

24 kg maize silage	5 kg brewery malt
6 kg alfa-alfa senage	5 kg maize protein
1 kg hay senage	7 kg premix (DOP)
1 kg straw	0,6 kg Melavit

FEEDING SYSTEM



MANPOWER

- **Staff 16 persons**
Composition
 - 1 zoo-technician
 - 1 assistant + hoof treatment
 - 6 cattle keepers
 - 5 milkmen
 - 3 calf keepers
- Contract-base:
 - 1 veterinary doctor
 - 1 Inseminator
- **Labour Productivity:** 136 kg milk /hour

Social Programme for Employees

Different benefits:

- cheap lunches (0,5 EUR/lunch)
- relax stay in SPA for 1 week/year
- financial benefits:
 - 25 years working for the company
 - 50-th, 60-th birthday
 - retirement...

FARM VISIT - AGROCOOP IMEL'

INVESTMENTS
2004-2005



2 BARNs FOR MILKING COWs + Milking Parlour

INVESTMENTS
2004-2005



Purchase of Milking Parlour Technology
Total Investment - 1,75 mil. EUR

WASTE MANAGEMENT



RESULTS of EDF Analysis

Total of returns	35,39 €
Milk sales	26,13 €
Cattle sales Change in livestock	2,68 €
Direct payments	0,00 €
Other returns	6,59 €
Total costs	37,83 €
Vet and medicine costs	0,58 €
Other direct costs animal production	8,27 €
Purchased feed	12,69 €
Personnel expenses	3,58 €
Maintenance of machinery	0,14 €
Fuel and energy	1,01 €
Depreciation of machinery	3,60 €
Opportunity costs for machinery capital	0,36 €
Depreciation of buildings and rent	1,97 €
Opportunity costs for buildings	2,40 €
Land rents	0,26 €
Opportunity costs for own land	0,60 €
Overhead costs	2,32 €
All opportunity costs	3,35 €
Family farm profit	0,32 €
Entrepreneurs profit	-2,44 €

STRATEGY and OBJECTIVES

- increase of the dairy cows number for 700 heads till 2010
- increase of the milking yields for 10 000 kg/cow/year
- keeping-up the reconstruction
- keeping the cleanness of the farm environment
- building the fodder storages

AGROCOOP
slovenská družstvosť, 946 02 IMEL'

Thanks for Your Attention

Address:
AGROCOOP IMEL', a.s.
Hlavná 54
946 52
IMEL'
Slovakia

Tel: +421 35 768 6106
Fax: +421 35 768 6161
e-mail: agrocoop@slovanet.sk