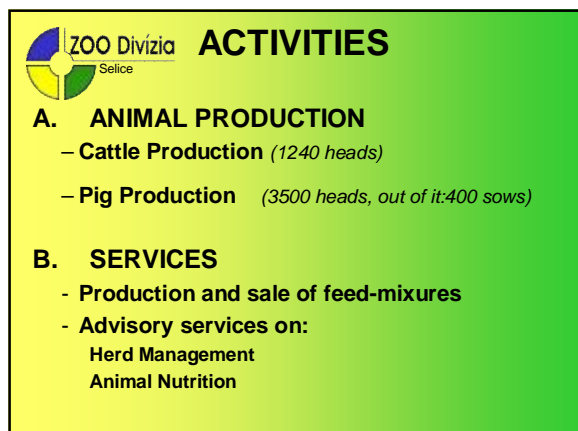
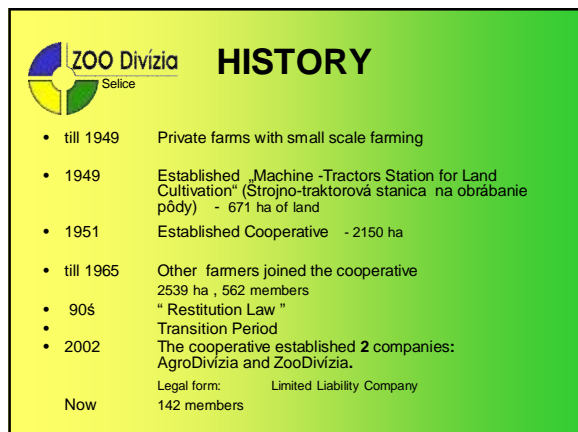
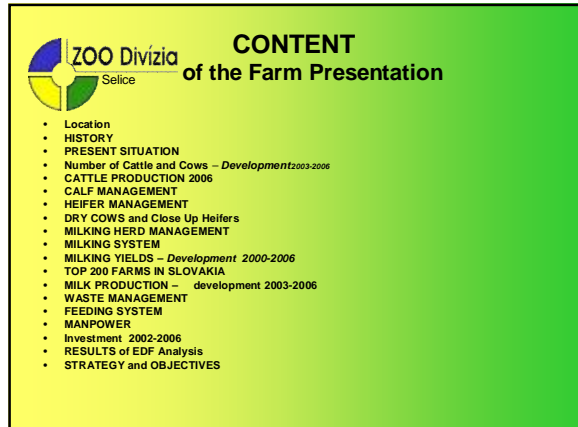
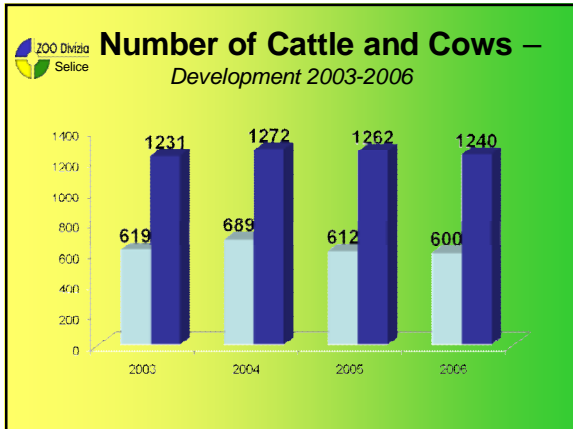


FARM VISIT - ZooDivízia SELICE



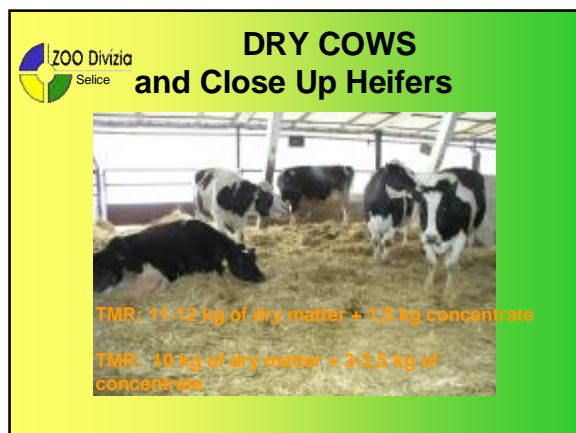
FARM VISIT - ZooDivízia SELICE



CATTLE PRODUCTION 2006

Criteria	Data/Information
Dairy Cows (heads)	600
Heifers (heads)	340
Calves and Young Cattle (heads)	300
Breed	Black Holstein
Housing System	Loose Housing on Deep Straw Bedding
Pasture	No
Milking Parlour (type)	FULLWOOD 2 x 24
Milking Times (times/day)	2

Milking Yields	8 741 (kg/cow/year)
Milking Cow Record	14 287 (kg/cow/year)
Milk Sale	5,07 mil. kg
Milk Quota	4,7 mil. kg
Age at the first calving	25 months
Time between 2 calvings	425 days
Average age of dairy cows	4,8 years
Culling rate dairy cows	38 %
Calf Mortality	3,8 %



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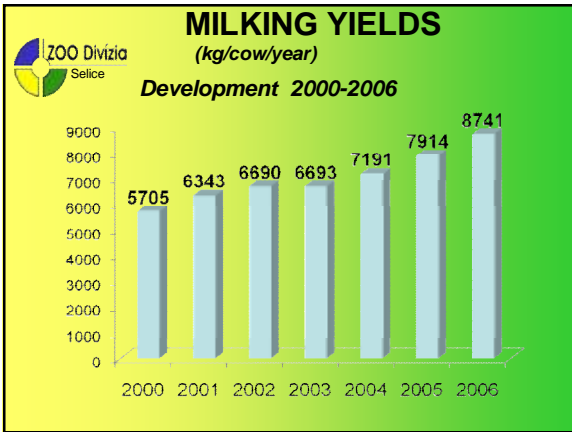
MILKING HERD MANAGEMENT

Housing System

Outdoor Facilities
Hilly Ruins & FENCES ("Stadion")

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MILKING SYSTEM



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TOP 200 FARMS IN SLOVAKIA

Rank: 55.
Average Milking Yields: 2006 8741 kg/cow/year

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MILK PRODUCTION – development 2003-2006

	2003	2004	2005	2006	est.2007
Milk Production (kg)	3 991 192	5 081 530	5 082 985	4654608	5 076278

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FEEDING SYSTEM

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MANPOWER

6 milk-maids
 2 milking assistants
 3 calving assistants
 3 workers-technicians
 1 maintenance - technician
 + Managers:
 2 zoo-technicians
 1 book-keeping +admin.
 1 inseminator + reproduction technician
 0,5 nutrition expert

- Services: veterinarian


Labour Productivity: 92,4 kg milk /hour



INVESTMENT 2002-2006


1 mil. EUR

- Reconstruction of milking parlour – building + new technology
- Purchase of machines
- Waste management



RESULTS of EDF Analysis

Total of returns	30,98 €
Milk sales	24,78 €
Cattle sales Change in livestock	-4,01 €
Direct payments	0,00 €
Other returns	2,21 €
Total costs	26,57 €
Animal purchases	1,32 €
Vet and medicine costs	0,36 €
Insemination and embryo transfer	0,38 €
Other direct costs animal production	1,14 €
Purchased feed	12,50 €
Other direct cost	0,41 €
Personnel expenses	3,74 €
Contractor and machinery leasing	0,26 €
Maintenance of machinery	0,14 €
Fuel and energy	2,07 €
Depreciation of machinery	1,67 €
Opportunity costs for machinery capital	0,19 €
Maintenance of buildings	0,02 €
Depreciation of buildings and rent	1,80 €
Opportunity costs for buildings	0,42 €
Overhead costs	0,17 €
All opportunity costs	1,37 €
Family farm profit	5,79 €
Entrepreneurs profit	4,42 €



STRATEGY and OBJECTIVES

- Building manure storages
- Reconstruction of barns for 3-8 month calves
- Increase labour productivity
- Increase number of cows for 700 heads till 2010
- Increase milking yields for 10 000 kg/cow/year
- Increase production for 7 mil. till 2010
- Improvement of economic results in dairy unit.



Thanks for Your Attention

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