



**Pilot farm name:** Pajuharju

**Pilot farm location:** Leppävirta, North Savo, Finland

**Name of farmer:** Heikki Havukainen, Anni, Henna ja Kari Tiitinen

### The herd

- **97 cows & 54 heifers**
- **Breeds:** Holstein and Ayrshire
- **Age at calving:** 25.5 months
- **Milking** two times a day, herringbone parlour
- **Milk to dairies:** 933 500 kg
  - 10 000 kg ECM/cow/year
  - Milk fat%: 4.26
  - Milk protein%: 3.46

### The farm

- **Arable area 110 h** of which **80 ha on grass**
- **Grass is established** with barley or mixture of wheat and peas  
→ harvested as **whole crop silage** and used as feed for young stock
- **3 grass silage cuts** per year typically
  - Silage stored mainly in horizontal silos
- **Separate feeding**, 5 concentrate feeders
- **Workforce:** 3 family workers

### Innovations

- **Long cooperation history with contractors and silage harvesting**
  - Silage made by contractor's forage wagon
  - Saves farmer's time
  - No need to invest in own machinery, which saves costs
- Cows have a **free access to pasture** during summer
  - Positive effects on claw health and reproduction
- **Dry cows in their own separate building**
  - Uninsulated bedded pack barn gives good conditions for cows in transition period
  - More space and possibilities for grouping in the dairy barn
- **Reserve potassium analysis** from soil guides potassium fertilization
  - Proper fertilization response brings economical benefits

### Areas of interest:

Resource efficiency  
Socio-economics  
Animal care