



GAEC de Bois
Pouilly les Nonains (42)
Rhône Alps region
France
2017

The herd

- **80 dairy Livestock Units (LU)**
- **50 dairy cows**, and 20 dairy heifers
- **Breed: Holstein**
- 34 % replacement rate
- **Age at first calving:** 26 – 28 months
- **475,000 kg of ECM milk produced**
 - 20% sold
 - 4.06% fat and 3.34% true protein
 - < 200,000 cell counts per ml
- 9,250 kg ECM/cow/year (milk yield)
- **Stocking rate:** 1.1 LU per ha FA
- 60 cubicles with straw bedding
- **Milking parlour:** 2x5, level access
- **Milking:** One hour, twice per day

The farm

Workforce: Four partners + four salaried workers

Milk process on farm / Direct Sale:

400,000 litres processed

Sales: Farm shop + sales outlets

250 pigs are fattened and processed

110 ha Ag. Area, 75 ha Forage area (FA)

Drying plain

Forage system: Maize + Grass

(25 ha maize silage, 30 ha temporary grasslands + 20 ha permanent grasslands)

- Grazing < 0.15 ha per cow
- **100% forage self sufficiency**

Innovations

- Due to the close vicinity of a big city and the low agricultural potential of the area they looked for an increased added value for both milk and meat. 90% of the **products are processed and sold in the farmshop:** milk, cheese, deli, pork and beef meat
- Farmers are almost **self-sufficient in forage and concentrates** (maize, cover crops, grazing, grain and peas mixtures, cereals). Only GMO-free rapeseed cake is purchased
- **Efficiency and labour organisation:**
 - A responsibility area is defined for each partner (breeding, milk processing, meat processing, management)
 - Salaried workers are in charge of processing and selling, with a profit-sharing payment system
 - Working time: below 50 hours per week
Weekends: 1 out of 2 is off

Areas of interest/Aspirations

Socio-economic resilience, Resource efficiency

- *Improvement of the farm self sufficiency*
- *Diversification of the range of farm products (dairy - pork and beef)*
- *Strengthening of the team management*
- *Maintenance of a good balance between working time and profit*