

From 40 to 1000 cows How and Why?



Cairnhead 1986



150 Ac/60 ha
Grass and cereals
40 cows, random calving!
200,000 L Quota
Dairy young stock
Family labour



Cairnhead 2014



500 Ac/200 ha

All grass

350 cows, spring calving

2,100,000 L production

160 dairy young stock

Labour 1+3



1986

Cairnhead

2014



Business Expansion - How and Why?

1986-1996

Lacking scale, slow growth

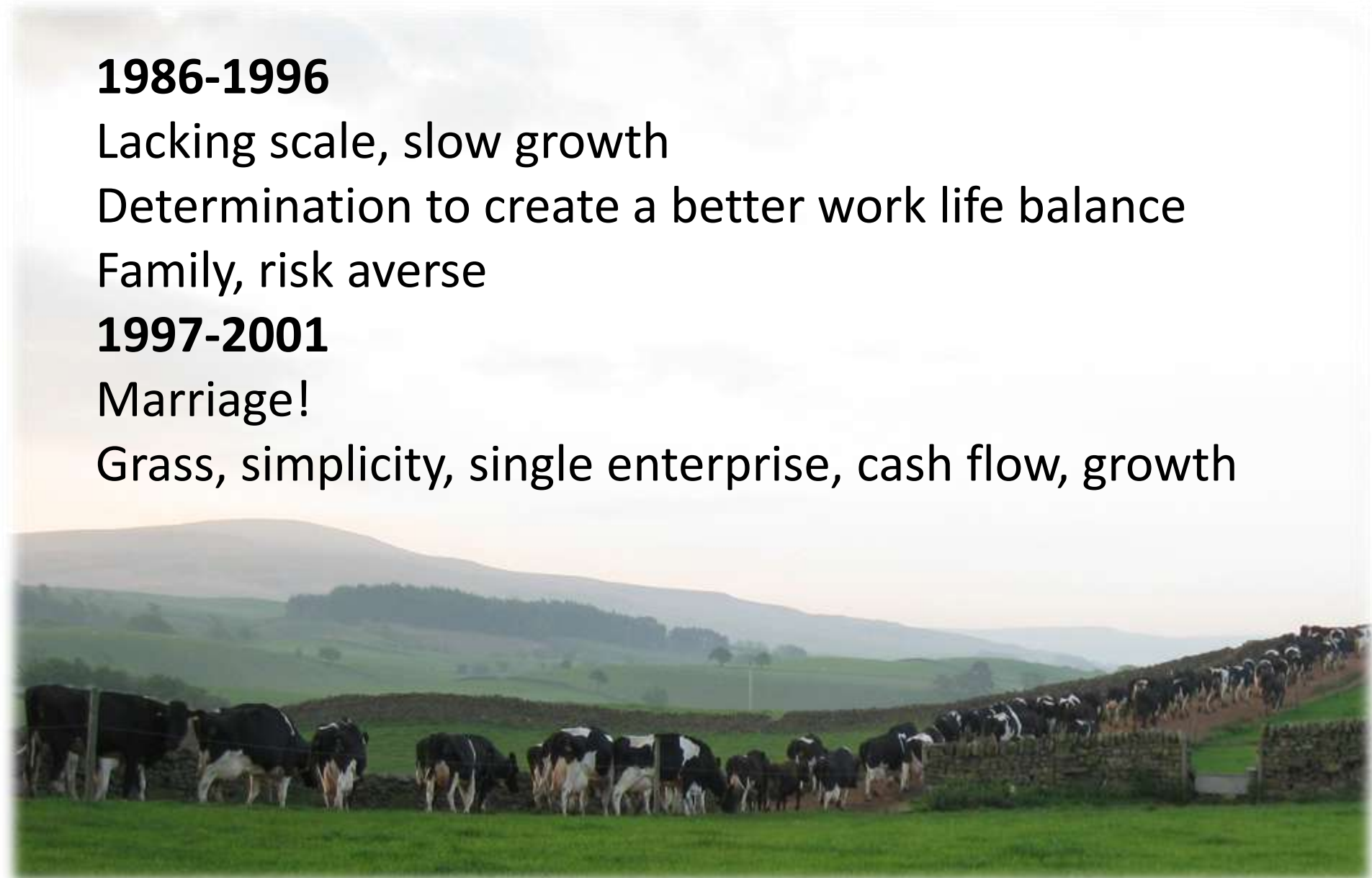
Determination to create a better work life balance

Family, risk averse

1997-2001

Marriage!

Grass, simplicity, single enterprise, cash flow, growth



Business Expansion - How and Why?

2001-2007

Vision, planning, goals, belief, knowledge and networking

Consolidation, frustration!

2007-2011

Herd growth, neighbours herd and neighbouring farm
NFU, Nuffield Scholarship



Dolphenby 2011



Dolphenby



Dolphenby Farming Partners



50/50 Partnership

273 ha, all grass

5km cow tracks

New water system + troughs

50 paddocks

550 Spring calving cows, 300 young stock

40/80 herringbone parlour

408 cubicles installed

1.5 million gallon slurry store

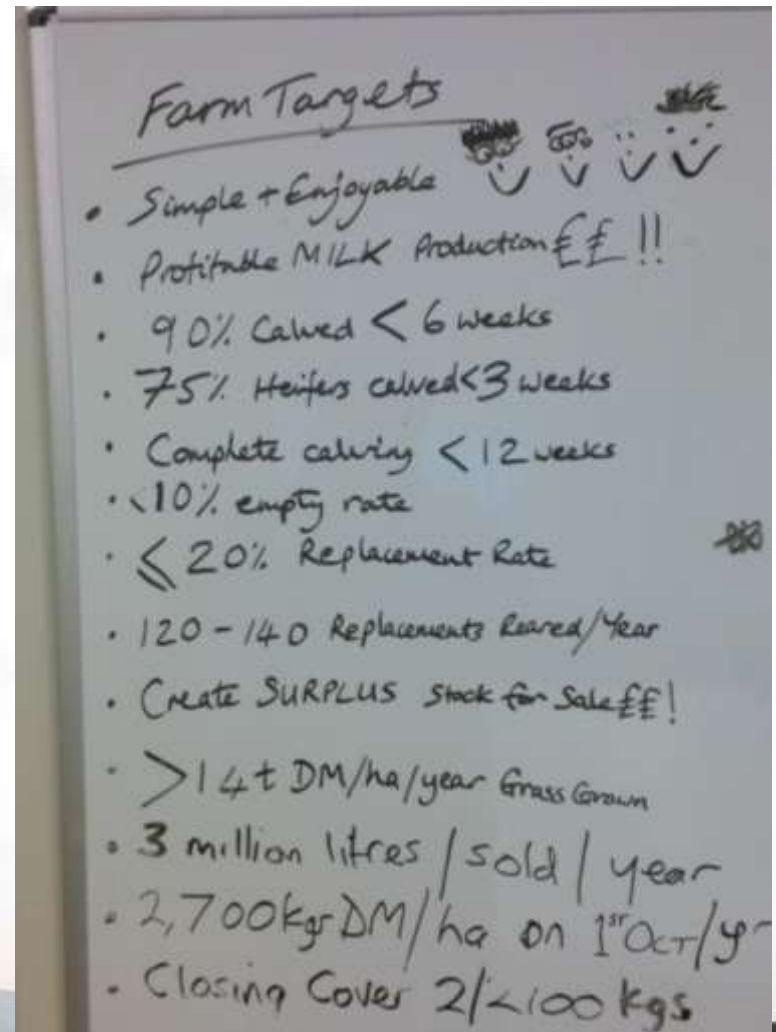
4 full time staff

15 yrs tenancy



Targets

- Simple and enjoyable
- Profitable milk production £££
- 90% calved < 6 weeks
- 75% heifers calved in 3 weeks
- 12 week calving
- <10% empty rate
- <20% replacement rate
- 120 – 140 replacements reared
- Surplus stock for sale
- > 14 tonnes DM/ha grass grown
- 3 million litres milk sold





And the Future?

Attract and retain top people, essential

Continue to grow

Evaluate all opportunities....where ever they are!

Property development

Continue to have choice every day but most of all...

Enjoy life





**New Zealand
Dec 2012**

Once your day to day activities are linked to your purpose this becomes an incredible driving force towards what you really want out of life.

Thank you for listening

Email: jackierobert@cumrew.freeseve.co.uk

Mob: 0777 6477802

Twitter: @robertcraignfu

