

IAK AGRAR CONSULTING GMBH
Selected References – Germany

Ref no	Project title		Specialised advisory services for cattle breeding and dairy farming enterprises					
Name of legal entity	Country	Overall project value (EUR)	Proportion carried out by legal entity (%)	No of staff provided	Name of client	Origin of funding	Dates (start/end)	Name of consortium members, if any
IAK AGRAR CONSULTING GMBH	Germany	320,000 per annum	100	4 in-house experts	Privat enterprises	Privat enterprises	12/1998 – ongoing	
Detailed description of project						Type of services provided		
<p>This special consulting of IAK focuses on needs of cattle breeding and dairy farms (with milk and/or meat production). It includes:</p> <p>Animal health</p> <ul style="list-style-type: none"> - Herd structure - Lactation performance - Fertility and reproduction - General health status and prophylaxis <p>Breeding and breeding management:</p> <ul style="list-style-type: none"> - Use of computer based herd management and animal documentation - Insemination organisation - Bull selection <p>Keeping technologies and feeding:</p> <ul style="list-style-type: none"> - Analysis of keeping conditions and methods of milk production - Controlling of stable conditions - Feeding and ration formulation <p>Investment planning:</p> <ul style="list-style-type: none"> - Plans for necessary investment and reconstruction measures - Assessment and controlling of profitability and efficiency of investments - Offer management for tenders - Consulting on subsidies acquisition and financing <p>Forage production and grassland farming:</p> <ul style="list-style-type: none"> - Consulting on forage cropping (incl. cost analysis) - Consulting on silage-making - Consulting on grassland farming <p>Controlling:</p> <ul style="list-style-type: none"> - Absorption costing analysis - Monthly based performance review - Controlling in marketing, purchasing and sales analysis - Quality management <p>Milk quota management:</p> <ul style="list-style-type: none"> - Support to farmers in purchasing and sale of milk quota on official quota markets 						<ul style="list-style-type: none"> - Classification of cattle breeding in the overall concept of the farm - Weak-point analysis in the firm/stable and establishing of a monthly profit control - Elaboration of proposals for organising a profitable production process - Exchange of experience between farmers and scientific/research institutions - Training and further qualification for staff members. <p>IAK leads the Working Group “Effective milk production”, which consists of 17 dairy farms from Saxony, Thuringia and Saxony-Anhalt, cooperating and exchanging experience in:</p> <ul style="list-style-type: none"> - Professional operational economic evaluation of all activities in dairy farming, based on financial and substantive ratio analysis - Comparability of own operational results to the results of other dairy farms; as operation evaluations are carried out on the basis of a standardized data recording - Reliable and effective problem solving approaches with the help of organised company consultations - Qualifying and setting internal price standards for forage and young cattle raising. 		