



PROJECT PROFILE



Tangshan Fonterra San Lu Dairy Farm Ltd

A joint venture between Milfos and NDA Shanghai has seen the installation of one of the largest milking facilities in China for global dairy giant Fonterra.

The official name of the project is the Tangshan Fonterra San Lu Dairy Farm Ltd. Tangshan is the location and San Lu is the Chinese dairy company in which Fonterra has a 43 per cent stake. The farm is 15 per cent owned by San Lu which also has a strong distribution network established across China which Fonterra has access to.

The key driver behind the project is China's inability to source enough high-quality milk and the rapidly growing demand for it in Fonterra products such as Anmum, a powdered milk for pregnant women, and Anlene, a premium powdered milk brand.

Fresh milk is also an emerging market. The Chinese government runs a milk-in-schools project, the hotel and expat demand is expanding rapidly, as is consumer awareness of the health benefits of fresh milk.



Farm Stats

Farm Owner: Tangshan Fonterra San Lu Dairy Farm Ltd

Size: 35 hectares

Location: Tangshan, China

Number of Cows: 3000

Farming Type: Total Mixed Ration

System Design referred to in this Profile

	Ref	Page
• iXPRESSIA		6.12
• iNTELARM		7.4.17
• iPULSE		8.12
• iCOOL		9.3



A recent Rabobank report estimated that from 2001 to 2005, dairy consumption in China rose by about 30 per cent a year. There are predictions of growth rates of at least 15 per cent annually for the next few years.

The 3000 cows on the property are all New Zealand Friesians which were shipped to China in-calf. The Tangshan farm uses New Zealand technology and management systems, but it looks nothing like a New Zealand farm. Buildings cover 15ha of the 35ha site. The climate ranging from -25°C to 35°C plus dictates that the animals spend much of their time indoors.

The 3000 cows are milked twice a day through two 40 unit iXPRESSIA milking systems with iNTELARMS. The system operates for 18 hours a day with downtime reserved for cleaning and periodic maintenance.



Milfos and NDA undertook the installation of the milking, stalling, yard pipe work and gates along with water, cooling and the milk storage facility. A full time manager was assigned to the project and spent a number of months working alongside local contractors to put together the project together and ensure design integrity was kept.

