



HANS CHRISTIAN NISSEN

6th Generation Farmer



Few personal details

- Born in 1955
- Agriculture education in Denmark
- 2 years working as farm manager in Denmark
- From 1980 farmer on own farm

How it started

- Grandgrandfather had 250 ha in 1860, but on a very light soil in the middle of Denmark. Grandfather got married, his wife was from the eastcoast, so he had to sell the farm and then bought a farm of 100 ha with better soil, to have a happy family life.
- My father took over the farm in 1930. He had 80 ha and 40 cows, 20 ha stayed by grandfather...
- I bought the farm from my father in 1980... same 80 ha and 40 cows...
- Sold fathers farm in 1987... and have bought new one with 112 ha... but without cows! And better soil.
- 1989 new era started after Berlin border has been destroyed!
- 2 years farming on rented farm in East Germany.... 1992-1998 searching for a new farm place in Poland... 1999 was looking for some place in Canada...
- and in 2000 decided to visit Lithuania

WAY TO LITHUANIA

Leaving farm in Denmark, with some equipment and started farming in Lithuania (on September 2000 year)



FIRST YEAR IN LITHUANIA

First 700 ha preparation for first crop



PREPARATION FOR FIRST CROP



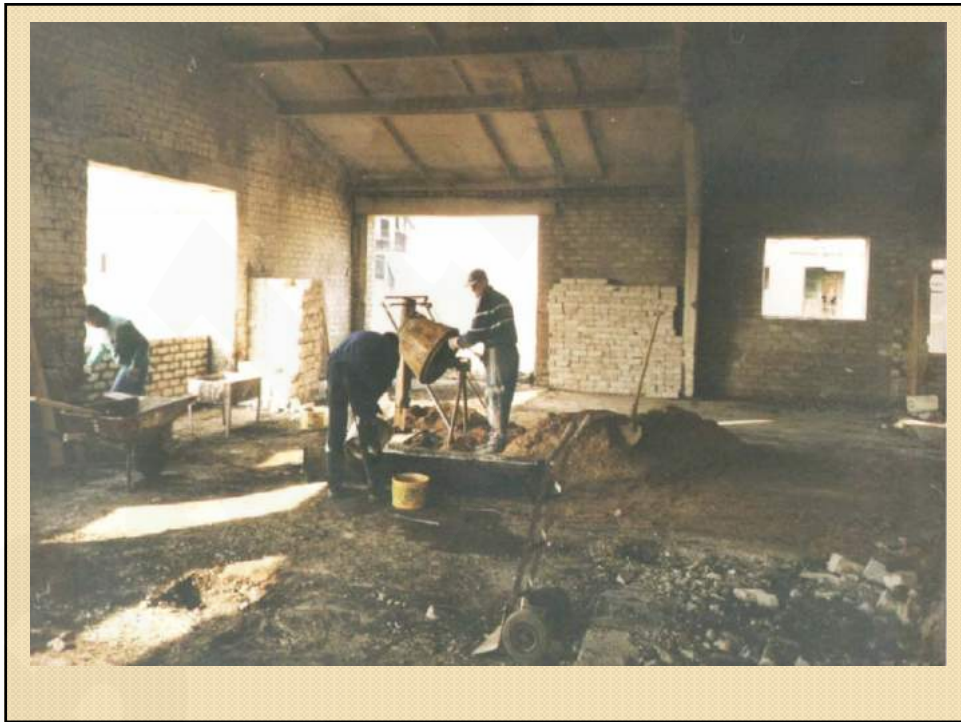
PREPARATION FOR FIRST CROP



April 2001 bought buildings.







FIRST YEARS WERE NOT EASY

First crop was 3,6 mt/ha Barley and 1,5 mt/ha rapeseeds



FIRST YEARS WERE NOT EASY



MY NEIGHBOURS WERE ALSO WORKING HARD!



FIRST YEARS WERE NOT EASY

But slowly improving!!!!



FIRST YEARS WERE NOT EASY

But slowly improving!!!!



Within seven years

- Started with 700 ha as one farm, Uab Nissen Farm
 - abt 3,6 t/ha barley
 - 2500 mt grain storage
- In 2007 Nissen farm was on 1700 ha. Then in April 2007 bought an old bendrove ZUK Baltas Lasas.
- 420 cows with 4800 L milk per cow and 75 drinking workers.
 - 6 t/ha wheat and 3,9 t/ha rapeseeds
 - 10000 mt grain storage

Today's situation

- 2 farms with about 4000 ha land (~ half is own land)
 - Wheat about 1700 ha, yield 6,5/7,0 t/ha
 - Rapeseeds 1150 ha, yield 3,9/4,0 t/ha
 - Beans 250 ha
 - Maize 400 ha
 - Other spring cereals 180 ha
 - Grassland 300 ha
- 670 cows, about 8800 ltr per cow annually
- About 24000 mt grain storage capacity
- 83 employees

Machinery

- 6 caterpillar type and 8 wheels tractors
- 2 drilling machines 8 m
- 2 fertiliser sprayers
- 4 sprayers (2 own wheel) with 36 m
- 5 harvesting combines
- 2 excavators and 1 bulldozer
- 2 trucks for grain transporting
- Silo preparation machinery (harvester)
- All machines (except harvesters, 4 tractors and 2 sprayers) are second hand

Working staff

- 83 employees in total
- 25 is working on milk production
- 2 agronomists/farm managers
- 3 bookkeeping/accounting
- 2 land rent/supervision
- 2 times supervisor comes from Germany (crop adviser)
- All work we are doing by ourselves!!!

NISSEN FARM TODAY



NISSEN FARM TODAY

Main Nissen farm UAB buildings



NISSEN FARM TODAY

Grain Storage at UAB Nissen Farm , intake/outtake 200 mt/hour, storage capacity 12000 T.



ZUK Baltas Lasas TODAY

Grain Storage at Baltas Lasas UAB, building 1 new extra this year, total capacity 12000 T, in or out 200 T per hour.



Zuk Baltas Lasas TODAY

Milk production



Zuk Baltas Lasas TODAY

Machinery



Zuk Baltas Lasas TODAY

Short stop before the Maize harvest will start



NISSEN FARM TODAY

Spraying manure fertilisers, 3800 HA of land is getting the slurry, getting 60000 T of slurry from biogas factory.



1ST SUCH ACCIDENT IN LITHUANIA WITH LEXION580

Harvester driver was not from Lithuania... maybe this was a reason...



Grain selling strategy

- Do not sell before not harvested (quality risk), making sampling/analysis during the harvest.
- If to sell before harvest, sell just feed wheat.
- Prefer to sell in portions but if price/calculation is ok, it can be all in one go!
- Sometimes reading agrimarket reports and asking brokers opinion.
- Not the last half EUR is most important!
- Most important is to be sure to get your money!
- 99 % selling flat price.

Thank you for attention!