



**Regional workshop on goat breeding within the Hungarian-Romanian European  
Regional cross-border conference under the auspices of the International Goat  
Association  
8-11 April 2014  
Debrecen, Hungary / Oradea, Romania**

## **Technical tour on 07 April**

### **FUCHS-MILK LTD**

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The Fuchs-Milk Ltd is a Hungarian company has been operating at Valkó since 2004, led and owned by Mr. Imre Fuchs. The main activities of the firm are keeping and breeding dairy cow and dairy goats as well as milk processing.

The owner of the company was born to a traditional hunting house where two-three dairy cows were always kept in the back yard barns offering fresh milk for the family and their guests. Later on as adult man he kept dairy cows and the milk produced was sold for the dairy at Vácszentlászló in order to get some additional money. The time when the dairy was closed he was having 10 cows and producing 200 litres of milk per day. As there was not any other possibility to sell his raw milk his attention turned to the direct selling and this initiated him to start to move on that road which arrived to the present company. Some 15 years ago his consumers wanted to get goat milk products as well as the cow milk ones, some 15 years ago besides the cow milk products, so, the goat keeping and milk production has also started on the farm.

Now, there are 200 heads of dairy cows (black Holstein-Friesian) and 500 heads of dairy goat does (Alpine, Saanen, Hungarian native, and their crosses) producing in the company. These herd sizes will be kept in the future as they think as optimal for the company and their consumers, but the level of individual milk production should be increased by using selection and introducing some new genetic source.

In 2013, they produced 150 000 litres of goat milk and their target is to reach the 300 000 litres annually beside to modify the seasonal milking to all year around milk production.

There are 4 labours looking after the goats. According to the results of their calculations they could reach the 15% profit rate on the present production level.

Unfortunately, the Ltd has not got any arable and grazing land, so, they have to buy all the feeds needed for the animals on the market, which fact is increasing the overall costs and decreasing the profitability and efficiency.

The milk produced in the company is processed in the own dairy having EU licence. They manufacture farm cow milk curd, farm sour cream and yoghurt flavoured by different fruits as well as cow and goat smearcase (or cottage cheese). Since 2012 the company has started to produce ripened cow and goat cheeses as well.

The raw, cooled milk and their milk products are sold in their 20 owned small shops and via other 100 small-scale shops. In a long run future the selling of their own products via their own network could offer them the necessary security for profitable activity.