



## Technician training in a farmer-operated milk recording system

ProAgria Association of Rural Advisory  
Centres, Finland  
Juho Kyntäjä

Slide 1



## The Finnish milk recording system in short

- 9,600 customer farms with 235,000 cows
- long distances
- practical milk recording done by farmers
- samples transported in dairy collection lorries
- 180 ProAgria dairy advisors responsible for milk recording
- dairy advisors concentrate on feeding and farm economy – recording work not central in training

Slide 2



## Farmer contacts & marketing

- Service contract once a year; not always with the same advisor who does milk recording
- Dairy advisor: 1..6 (...20) farm visits per year
- Services vary from data collection to feeding and economy management
- Good general understanding of the farm
- Marketing skills essential

Slide 3



## Milk meters, measuring & sampling

- Milk meters owned by farmers
- Testing on-farm or centrally by chosen dairy advisors
- Measuring and sampling done by farmers (97%)
- Bar-coded vial labels sent to farms
- Training at recruitment – farmers trained when necessary
- Some advisors specialise in milk meters; training organised with manufacturers every few years

Slide 4



## Data collection

- Collection channels: sheets 10%, PC programme 90%
- Future developments: web & mobile services autumn 2007
- Data sent in: farmers 50%; advisors 50%
- Electronic channels contain numerous checkups
- Advisors trained at recruitment & when changes occur
- Farmers trained by advisors when they acquire the PC programme (3,000 users now)

Slide 5



## Data correction

- Correction channels: PC programme, help desk
- Corrections done mainly by advisors
- PC programme users can also make corrections themselves
- PC programme informs the user of obvious errors after the data is sent
- Help desk staff trained every month

Slide 6






## PRO Agria Comparison to dairy data



- Milk yields and constituents are automatically compared with dairy deliveries + registered farm usage
- Allowable deviations  $\pm 5\%$  milk,  $\pm 0.30\%$  units fat or protein
- Deviations greater than  $\pm 7\%$  milk,  $\pm 0.50\%$  units fat or protein give unofficial results
- Advisors follow their customers through a web service
- Advisors instructed and trained every year

Slide 7




## PRO Agria Quality checks & supervision



- Test milking and sampling frequency is followed automatically
- Failure results in unofficial results
- Dairy deviations investigated once a year & collected regionally
- Instruction by e-mail & personal training
- Supervision by additional test milkings by specialised advisors
- Instruction by e-mail & personal training

Slide 8



## PRO Agria Thank you for your attention!



Slide 9