IMPLEMENTING DAIRY HERD MANAGEMENT SERVICES IN UKRAINE

H. Monardes, D. Lefebvre, A-M. Christen, C. Coté, and M. Beaurivage
Originally, Valacta was named PATLQ/QDHAS: Quebec Dairy Herd Analysis Service

It was a milk recording agency, founded in 1966 by Dr John E. Moxley, Professor of Animal Genetics at McGill University.
Valacta is a Centre of Expertise in Dairy Production that belongs to producers
Key elements of a successful milk recording program

1. Routine measurement of performance indicators in dairy animals
2. Accurately recording data collected in the field
3. Full data processing and analysis
4. Thorough data interpretation
5. Use data for management decision making
• 215 Field staff (4 regions)
• 35 Laboratory
• 21 IT + Customer Service
• 15 Administration (incl. HR, Communication and QA)
• 15 R&D

~300 employees
Tech. Milk quality

Field staff

Coaching/ Training

Milking supervision

Strategic Advisor
- Individual cows’ milk
- Feed analysis
- Milk quality
- Reference lab
- Bulk tank milk for payment

- ISO 17025 accredited
SOCODEVI

- A network of cooperatives that share their technical expertise and knowledge with partners in developing countries such as Ukraine

PROJECT

- 2 locations: L’viv (Western UA) and Dnipropetrovsk (Eastern Ukraine)

- Main component:
  - Development of the dairy sector – Where Valacta is mandated
UKRAINIAN DAIRY SECTOR
2015

- Country`s population: 43 million (30% rural)
- Milk production: 10.6 million ton
- Dairy cows: 2.3 million
- Milk producers: 2.0 million
- Average herd size: 1.1 cow
- Per cap consumption ~250 kg/cap/yr

(several authors)
WHO PRODUCES THE MILK IN UKRAINE

Milk Production in Ukraine, kTons

![Graph showing milk production in Ukraine from 1990 to 2015.](image)

- **1990**: 6 kTons (19 individuals, 3 farms)
- **2005**: 11 kTons (3 individuals, 2 farms)
- **2010**: 9 kTons (2 individuals, 2.4 farms)
- **2015**: 7.2 kTons (2.4 farms)

**Sources:**
- [Valacta](https://valacta.com)
- [Socodevi](https://www.socodevi.com)
Ukraine is actively looking for ways to develop their dairy sector, to become a serious competitor on the European market and even Asia.

• “...Ukrainian dairy sector should not only increase the quality of dairy products but also should optimize all supply chains to achieve considerable advantages on the local and global market.” (Nivievskyi et al, 2008)
“...we need to improve the education of farmers, milk quality and increase productivity of the cows. "Those farmers who invested in technology around five years ago have a good yield of around 8-10 tonnes per cow...But our country also has smaller farms with an annual production of 3-4 tonnes per cow. These ineffective farms will face closure in the near future."

Andriy Dykun, president of the Association of Dairy Producers (ADP) in Ukraine.
CHALLENGES

- Family farms on MR? Coops to the rescue!
- Central laboratory services...the lab is power!
- Capacity building... where to start?
- Definitely lost in translation!
- Habits and customs (3x milkings, winter feed, seasonality, trust?)
- Milk quality
IMPROVING COMPETITIVENESS OF THE DAIRY SECTOR OF UKRAINE (2008-2014) PHASE I

Executing Agency: SOCODEVI
Partners: UA Gov., Heifer Int., Danone, Valacta, LADS, DAAS
Funding Agency: CIDA
UKRAINE DAIRY BUSINESS DEVELOPMENT PROJECT (2014-2021) PHASE II

Executing Agency: SOCODEVI
Partners: UA Gov., Heifer Int., Danone, Valacta, LADS, DAAS
Funding Agency: CIDA
OBJECTIVES (2014-2018)

SOCODEVI is using the expertise of VALACTA for the implementation of both DMS.

1. Training staff for extension services
2. Building two dairy labs in two Ukrainian provinces
3. Data processing
4. Organizational structure and business model for two Dairy Management Services in Lviv and Dnipro
EXTENSION SERVICES STAFF TRAINING PROGRAM

In a class room  In the field  In the barn
LABORATORY COMMISSIONING

Training in Canada
July 2015
Goal: At least 10,000 milk samples will be processed monthly at both laboratories by the end of 2018
DATA COLLECTION

Training on milk recording
DATA ENTRY, PROCESSING AND SOFTWARE USE

Training in Ukraine on Valacta and CDHI reports
ORGANIZATIONAL STRUCTURE AND BUSINESS MODEL

Training communities on milk quality
ORGANIZATIONAL STRUCTURE AND BUSINESS MODEL

A network of collection points (mini-tanks) in small communities
Implementing milking in pasture in small communities
ORGANIZATIONAL STRUCTURE AND BUSINESS MODEL

Assisting on renovation and building of new farms
Developing a business model
IMPLEMENTING WORKING METHODOLOGIES IN COOPERATIVES

- 1 to 5 cows (community herd on MR)
- 5 to 15 cows (Family farm - Individual herd on MR)
  - Milking in group
  - Milking on Pasture
  - Monitoring milk quality
  - Mech. milking
Challenge: Winter is coming
DHI IMPLEMENTATION OVER TIME

Today

- 69 herds on DHI
- 6000 samples analysed
- 2 DHI labs in operation
- 9 DHI reports
- Data processing is done in Canada at Valacta
INVOLVEMENT AND TRUST FOR A BETTER FUTURE
Thank You!

Muchas Gracias

Дякую