



**ICAR**  
Chile 2016

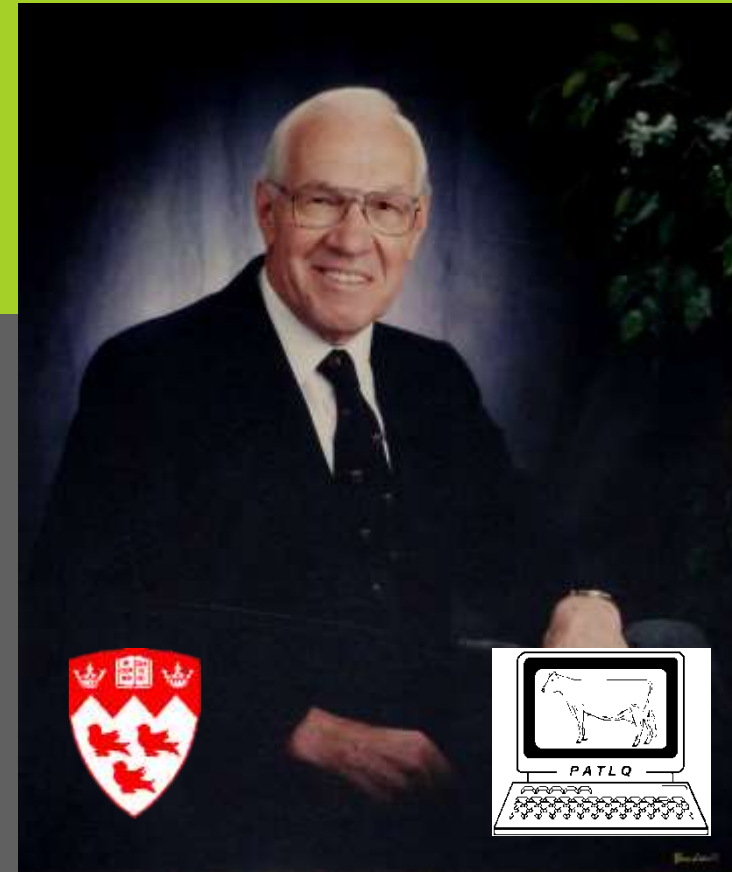
# IMPLEMENTING DAIRY HERD MANAGEMENT SERVICES IN UKRAINE

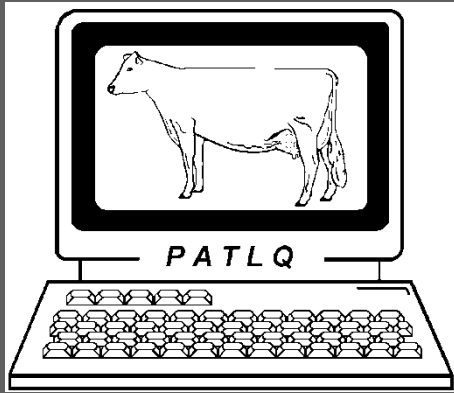
H. Monardes, D. Lefebvre, A-M. Christen, C. Côté, and M. Beaurivage



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





2006

valacta

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 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

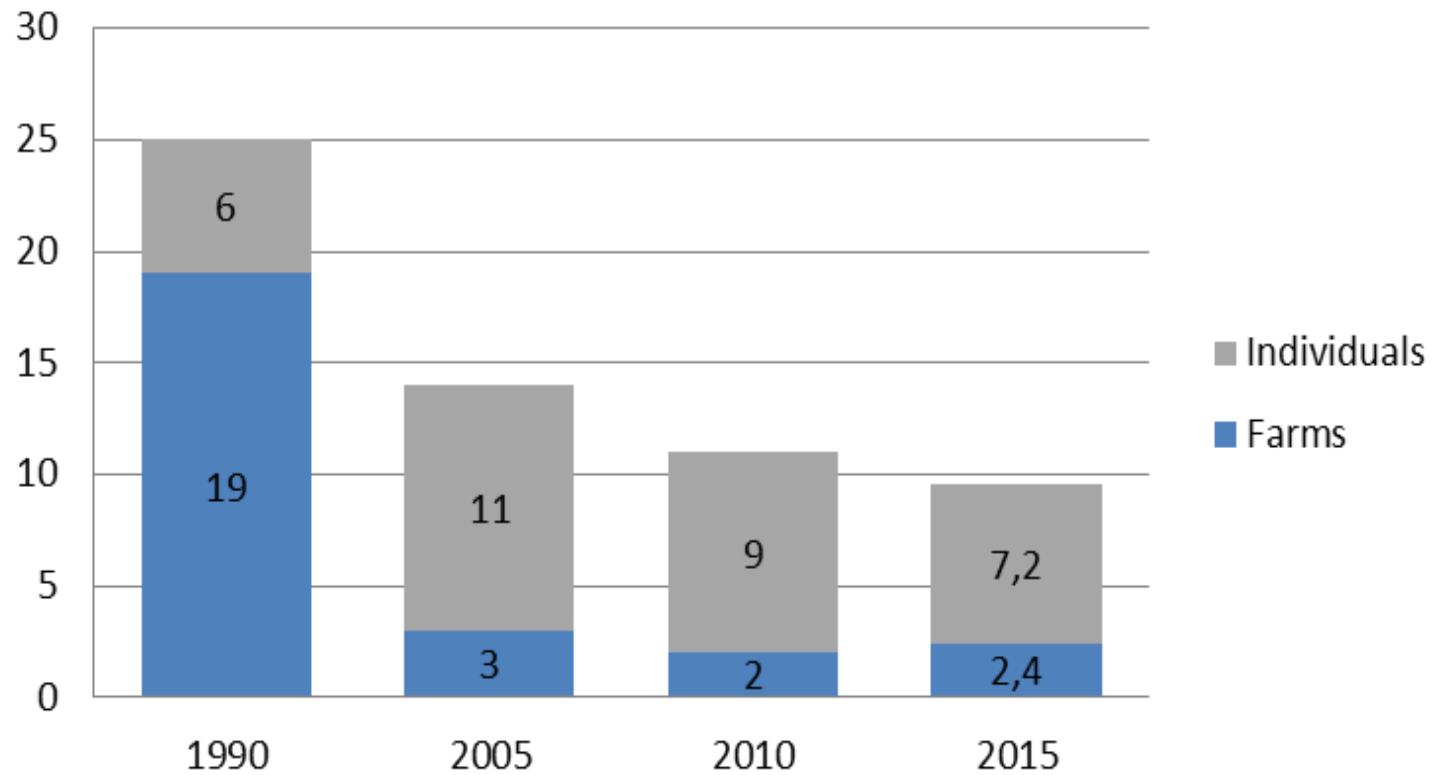
- Country`s population: 43 million (30% rural)
- Milk production : 10.6 million ton
- Dairy cows: 2.3 million
- Milk producers: 2.0 million
- Average herd size: 1.1 cow
- Per cap consumption ~250 kg/cap/yr

(several authors)

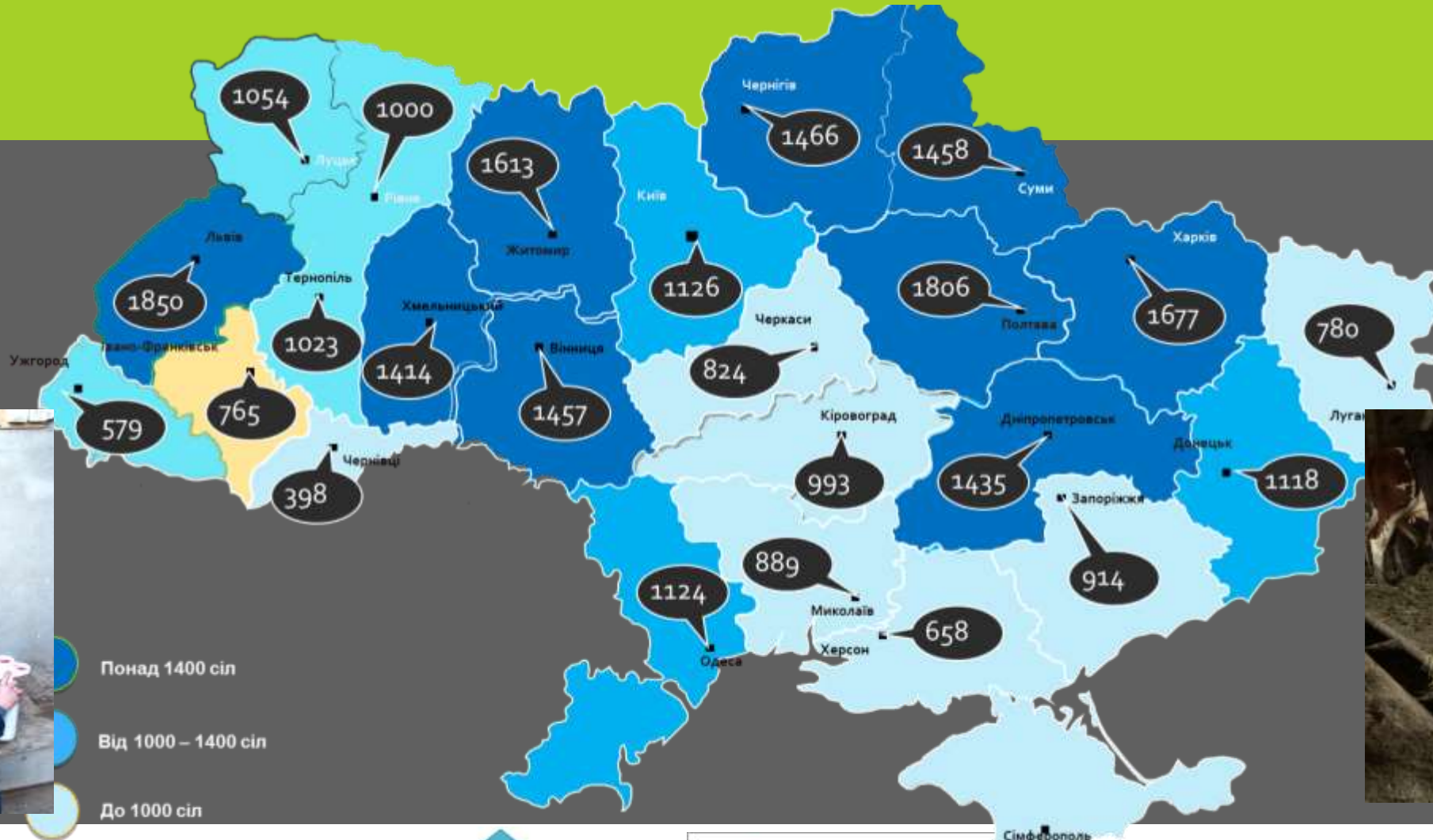


# WHO PRODUCES THE MILK IN UKRAINE

## Milk Production in Ukraine, kTons



# UKRAINIAN VILLAGES



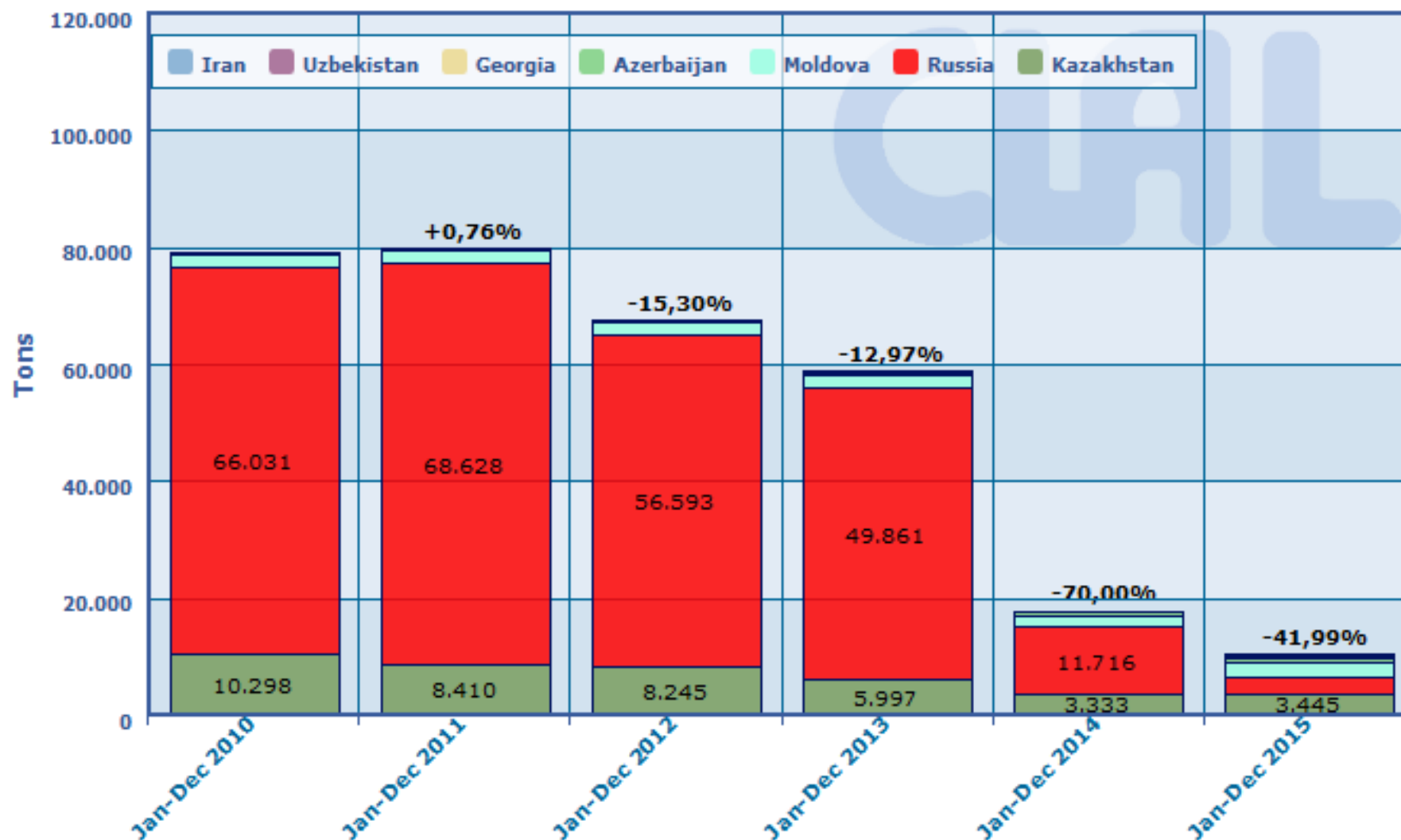






## Ukraine - Main Purchasing Countries of Cheese

Data processed by Clal based on GTIS source



valacta

**SOCODEVI**  
société de coopération pour le  
développement international

# DAIRY SUPPLY CHAIN IN UKRAINE

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)

# DAIRY SUPPLY CHAIN IN UKRAINE

“...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







Affaires étrangères, Commerce  
et Développement Canada

Foreign Affairs, Trade and  
Development Canada

# 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



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et Développement Canada

Foreign Affairs, Trade and  
Development Canada

# 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





LVIV, October 07, 2015



DNIPRO, 18 mai, 2016



# LABORATORY COMMISSIONING

- 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





# ORGANIZATIONAL STRUCTURE AND BUSINESS MODEL

Implementing milking in pasture  
in small communities



# ORGANIZATIONAL STRUCTURE AND BUSINESS MODEL

Assisting on renovation and building of new farms





# ORGANIZATIONAL STRUCTURE AND BUSINESS MODEL

## 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



valacta



Мамочка, я тебя люблю