Management of the B-system in a small country

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ICAR meeting
Riga 2010
Estonian Animal Recording Centre

- The only milk recording organization in Estonia
- State company - Ministry of Agriculture
- Field service, Milk lab, Data processing, IT (development and genetic evaluation)
- 45 employees
- Member of ICAR since 1995
State company?

![Bar chart showing income sources from 2005 to 2009](chart.png)
Services

- Milk recording
- Performance recording (beef, pigs)
- Database and IT services:
  - Performance recording (sheep and horses)
  - Herdbook keeping (dairy, beef, pigs, sheep and horses)
- Ear tags supplier
- Payment tests
- Genetic evaluation for dairy cattle, pigs and sheep
What does it mean - small country and B-system?

- 1000 dairy farms and 90 000 dairy cows
- Every farmer could be a technician - 600!
- We could have a customer we have never seen
- No standards - every farm is unique (recording device and sampling, data exchange system)
Development of milk recording in Estonia

![Graph showing the development of milk recording in Estonia from 1920 to 2009. The x-axis represents years from 1920 to 2009, and the y-axis represents the number of cows. The graph includes two lines: one for cows total (Statistics Estonia) and another for cows in milk recording.]
Typical dairy farm

Herds structure (01.01.2010)

Size of herds

No. of herds

No. of cows

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Typical dairy farm

- AVG ~90
- Renovated or old
- Modern or old-fashioned
- Owner or employee
Departments

- Field service (B-system)
- Milk lab (incl. collecting milk samples)
- Data processing
- IT (software development and GE)
Field service

- Customer service vs. inspection
- Repeat recordings
- Certification of technicians
- Farm visits
- Communication with farmers (selling of services and goods, solving problems and help)
Milk laboratory

- Sample collection
- Ear tags transportation
- Milk analyzes for F%, P%, SCC, Urea, (freezing point, BCC and antibiotics)
- Testing of milk meters
- Mastitis 12
Data processing and IT

- Data flow: paper, online, upload/download files (DeLaval Estonia)
- Internet software only:
  - for farmers
  - for breeders
  - for field service
- MR software vs farm management software
If you can measure it, you can manage it

- If registration is needed - use database
- 3 levels: farm - region - country (Estonia)
- Everyone and everywhere
What has happened

Service speed

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Conclusion

• ~200 farmers own 80% of animals
• Good cooperation: IT-Field Service-Milk lab
• Internet as a tool is cheap and quick
Thank you for your attention!