



Management of the B-system in a small country



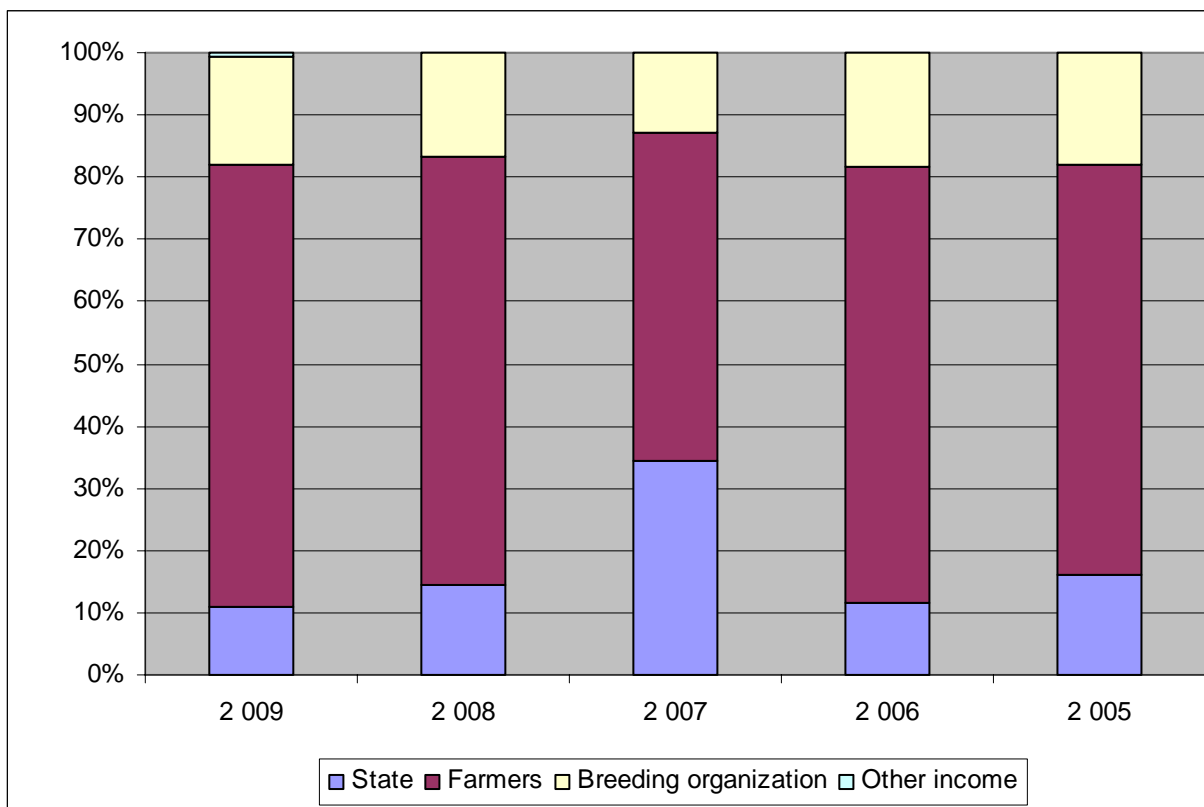
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ICAR meeting
Riga 2010

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?



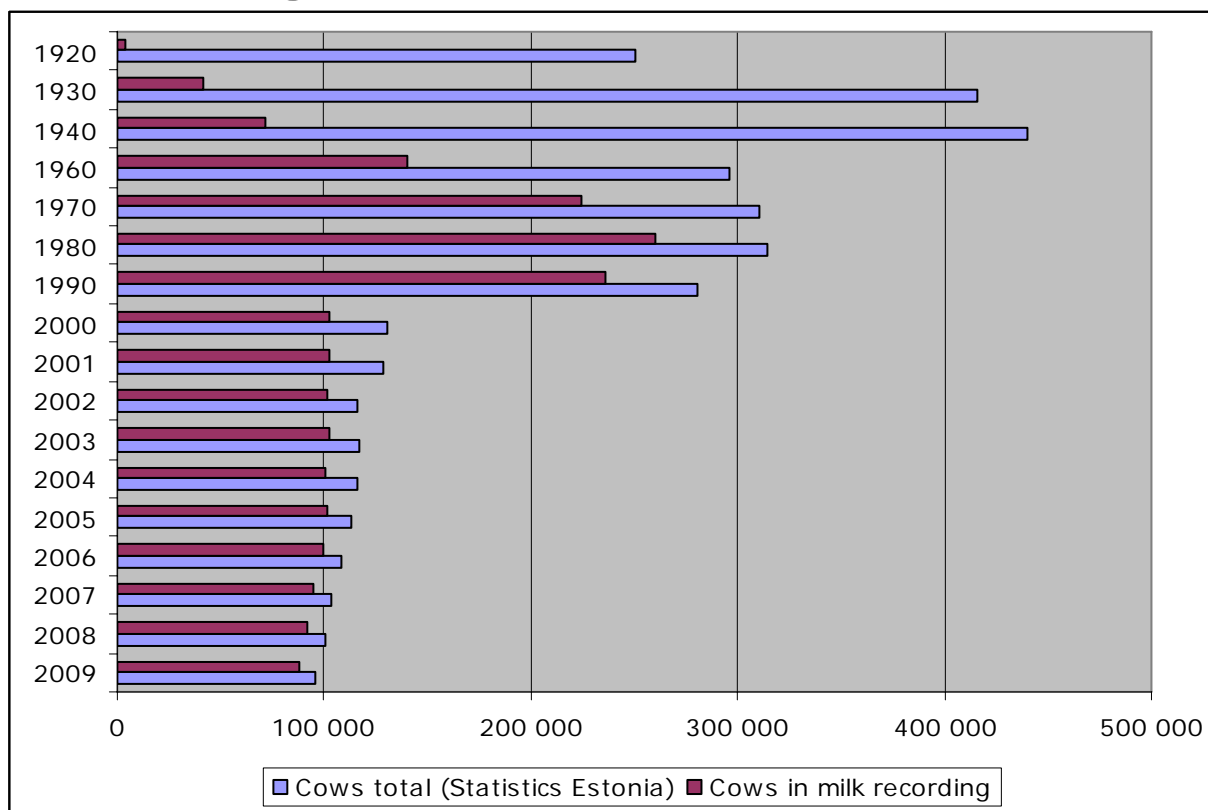
Services

- 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

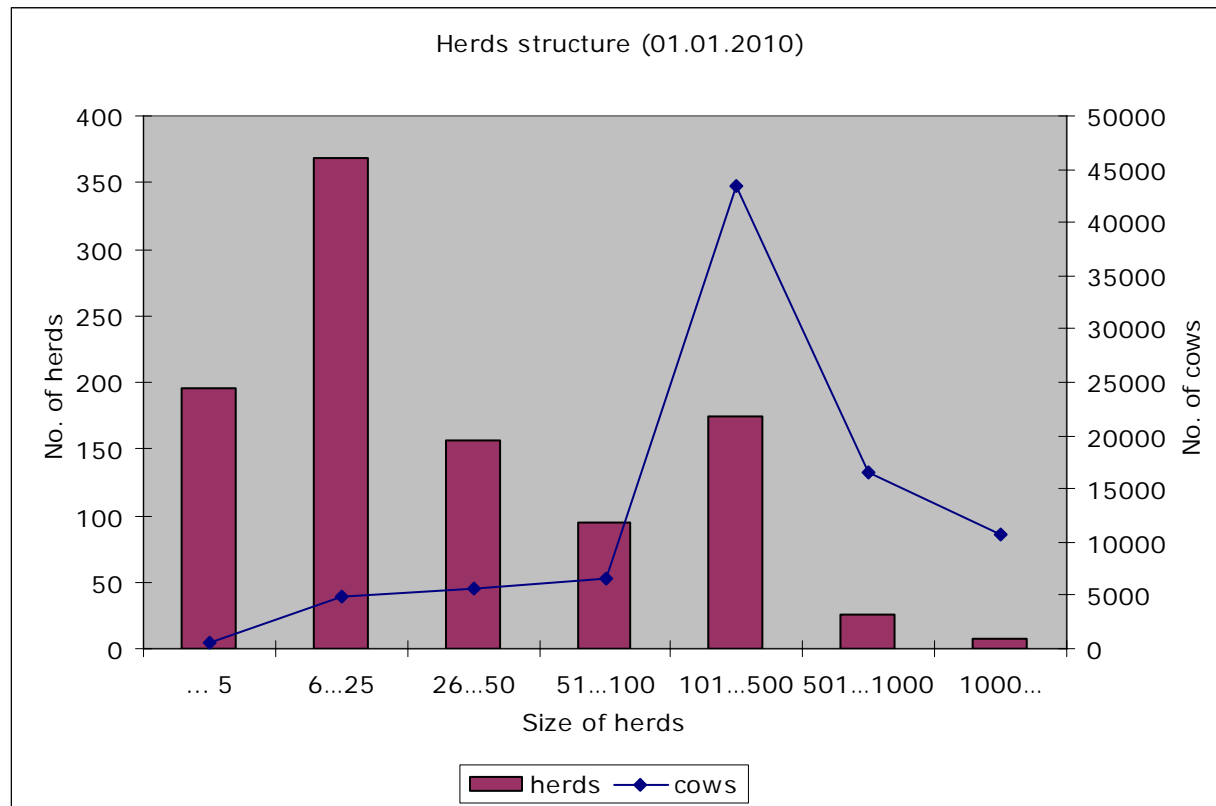
What does it mean - small country and B-system?

- 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)
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Development of milk recording in Estonia



Typical dairy farm




Typical dairy farm

- AVG ~90
 - Renovated or old
 - Modern or old-fashioned
 - Owner or employee
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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)
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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
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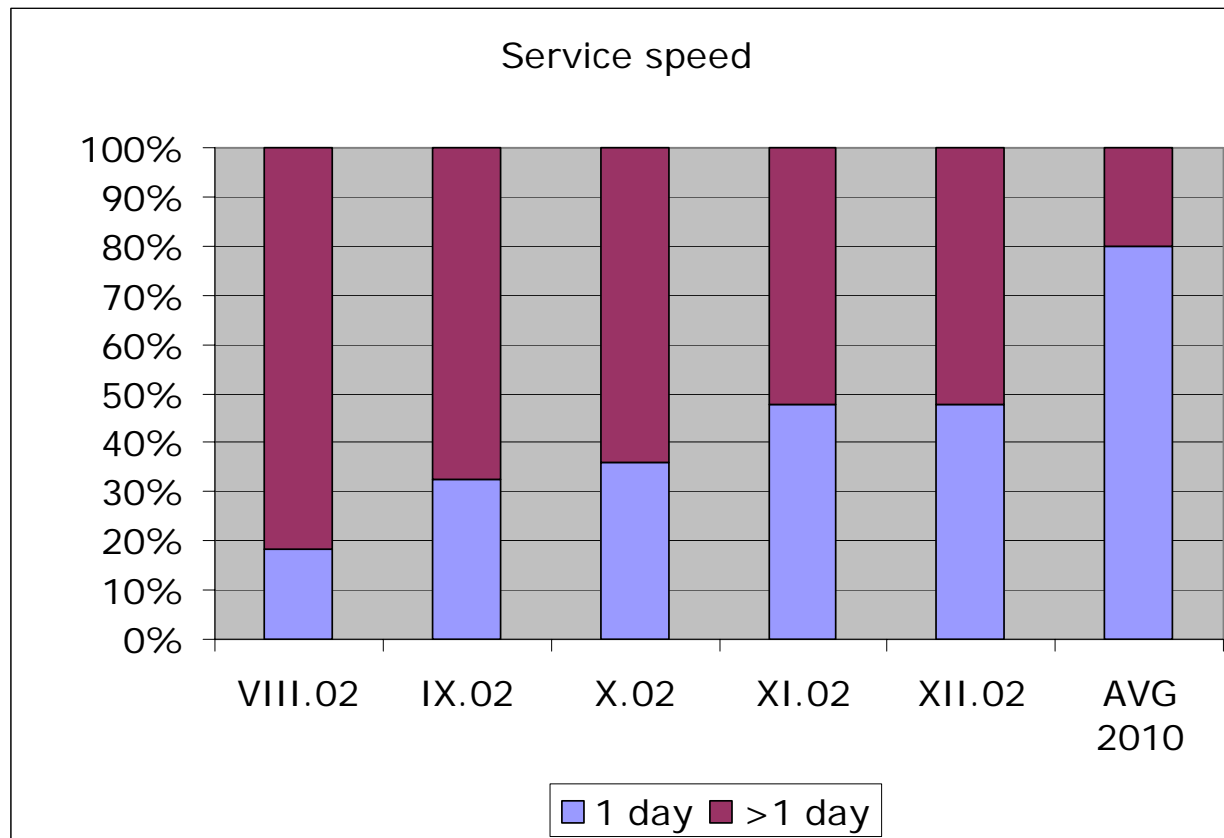
Data processing and IT

- 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



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!**

