



THE GLOBAL STANDARD  
FOR LIVESTOCK DATA

**ICAR**  
Chile 2016

# **Practical Methodological Aspects of Milk Recording and Management in South America**

*(“South American Project” of  
Dairy Cattle Milk Recording Working Group)*

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# General overview of the project and available data

## Countries that completed the questionnaire:

**Argentina, ACHA** (Asociación Criadores de Holando Argentino)

**Brazil, APCBRH** (Associação Paranaense de Criadores de Bovinos da Raça Holandesa)

**Chile, Cooprinsem**

**Colombia, Asosimental - Simbrah**

**Uruguay, MU** (Instituto Nacional para el Control y Mejoramiento Lechero)



# General overview of the project and available data

## Countries that completed the questionnaire:

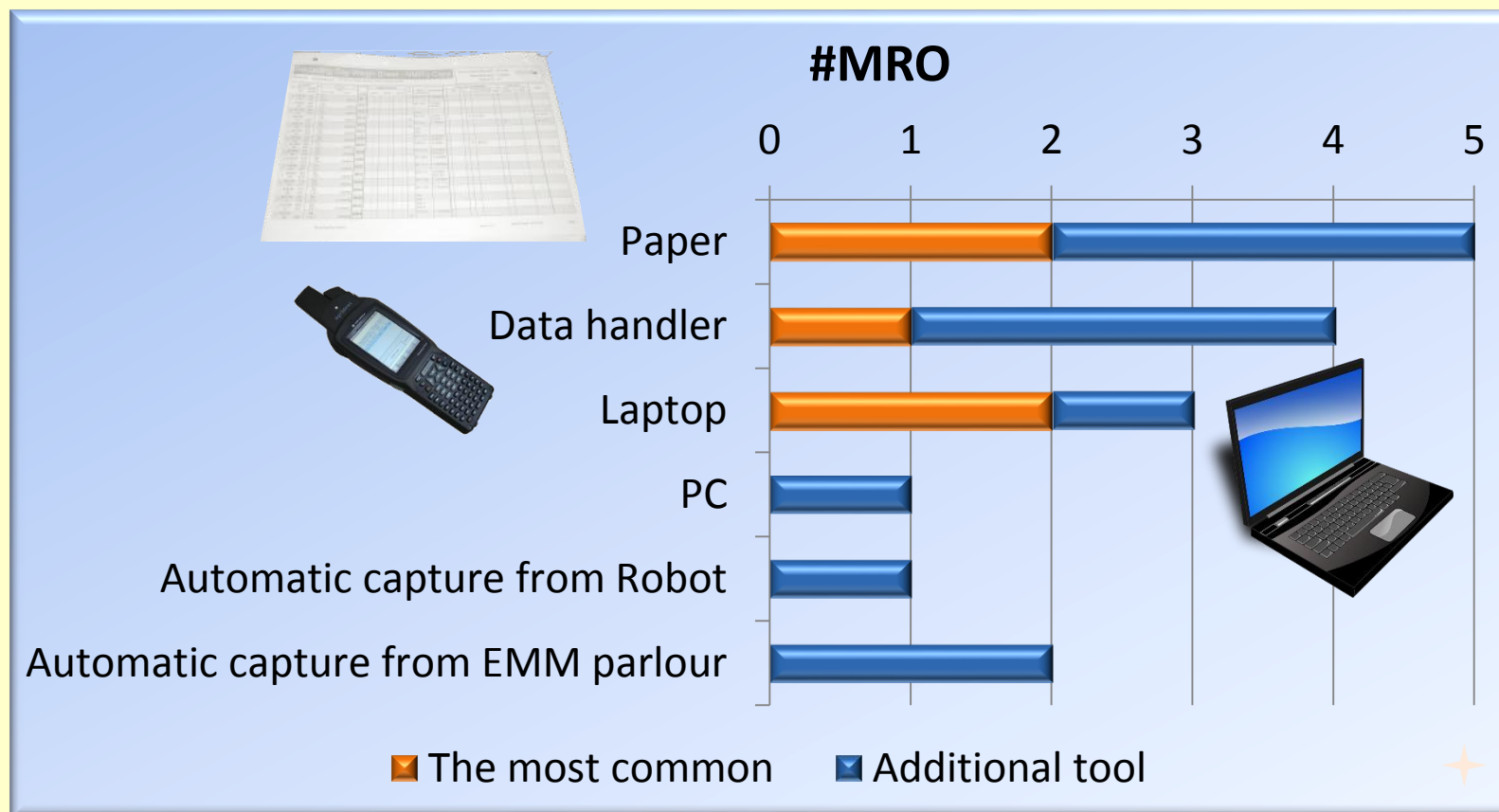
Country	Organization	Dairy Cows Country	Recorded Country	% cows recorded	# MRO	# Labs	Covered by this MRO	National coverage
Argentina	ACHA	1,800,000	454,132	25%	79	5	454,132	Yes
Brazil	APCBRH	22,914,000*	67.579	0,3%	7	10 of.	35,000	No
Chile	Cooprinse m	400,000	200,000	50%	9	7	175,000	Yes
Colombia	Assosimental	3,396,000*	52,000	2%	9	3	1,240	No
Uruguay	MU	425,000	102,000	24%	1	3	102,000	Yes

\* IFCN Dairy Report 2014



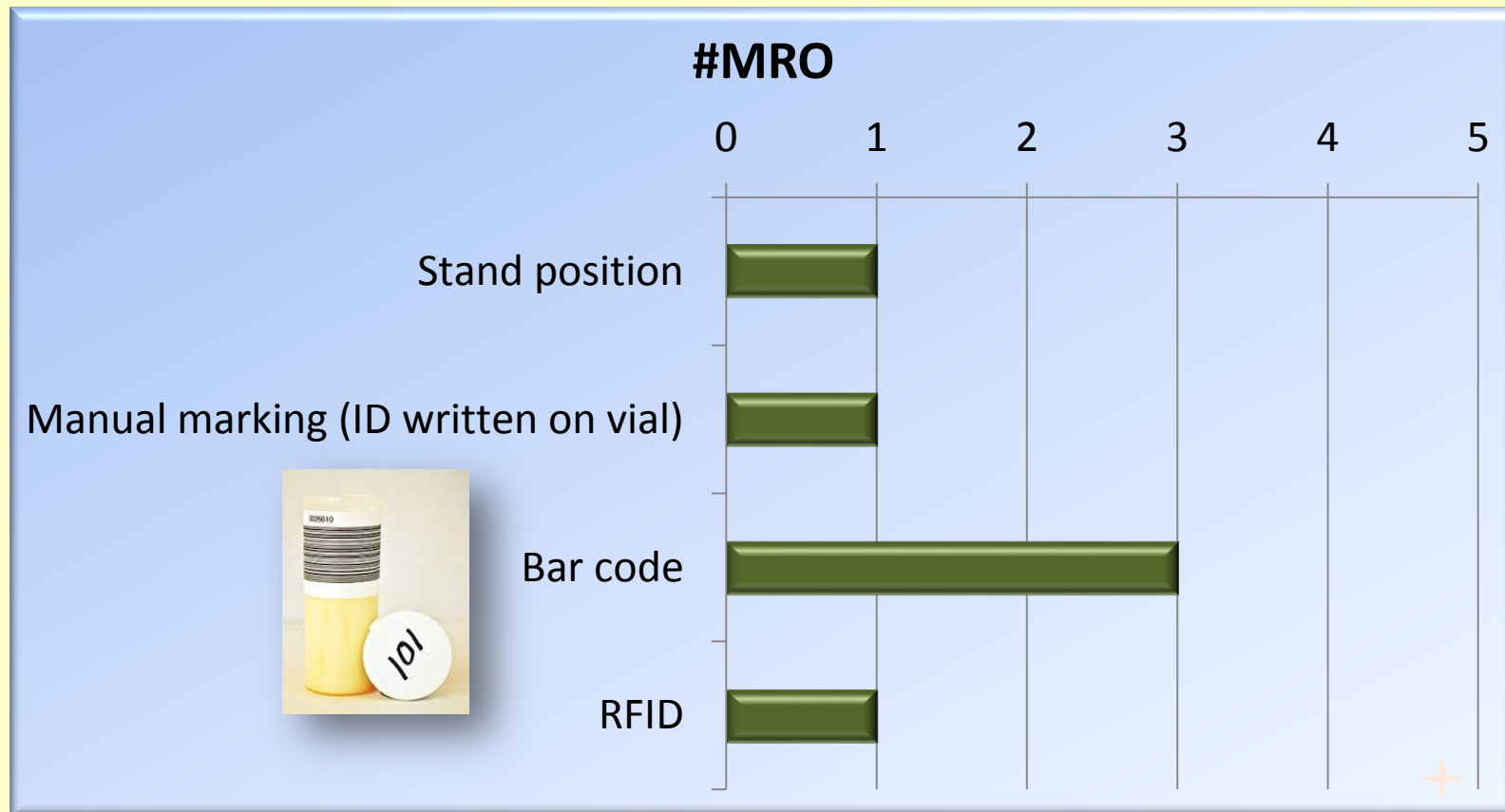
# Data Capture

Which tools do you use to capture data on farm in milk recording and what is the most common data capture tool



# Identification

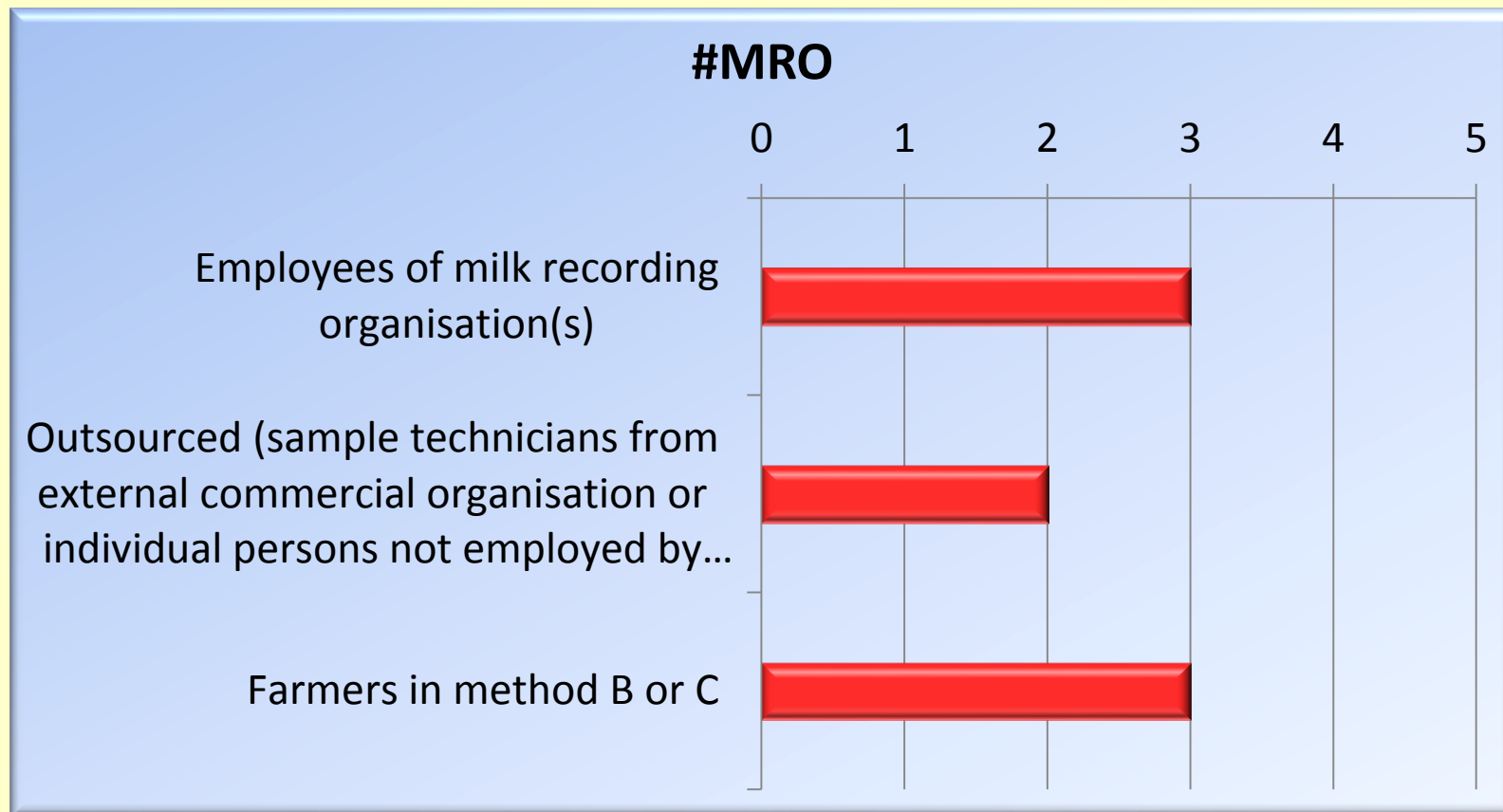
Which kind of sample identification is used?





# Technicians

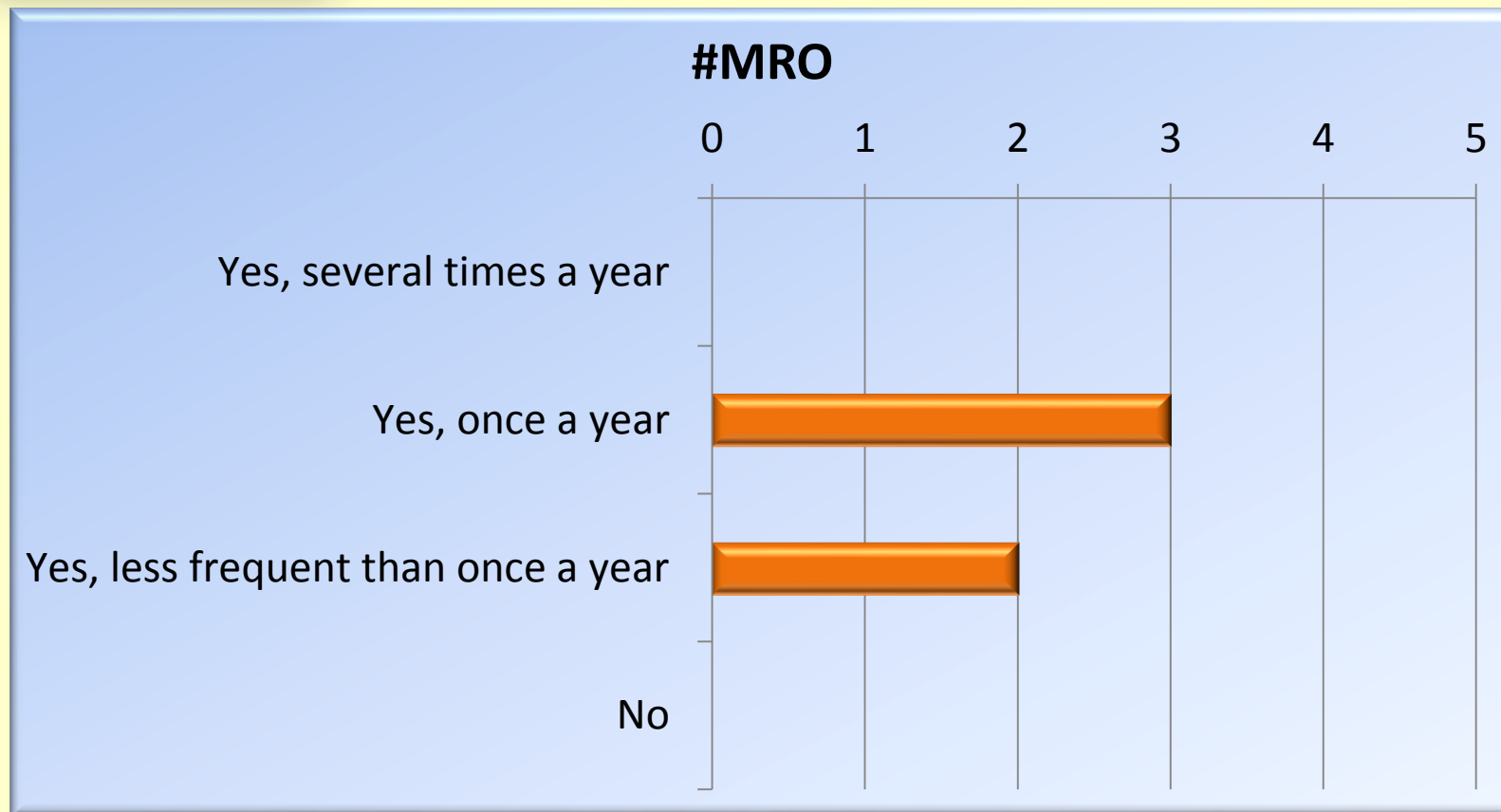
Your sample technicians are:





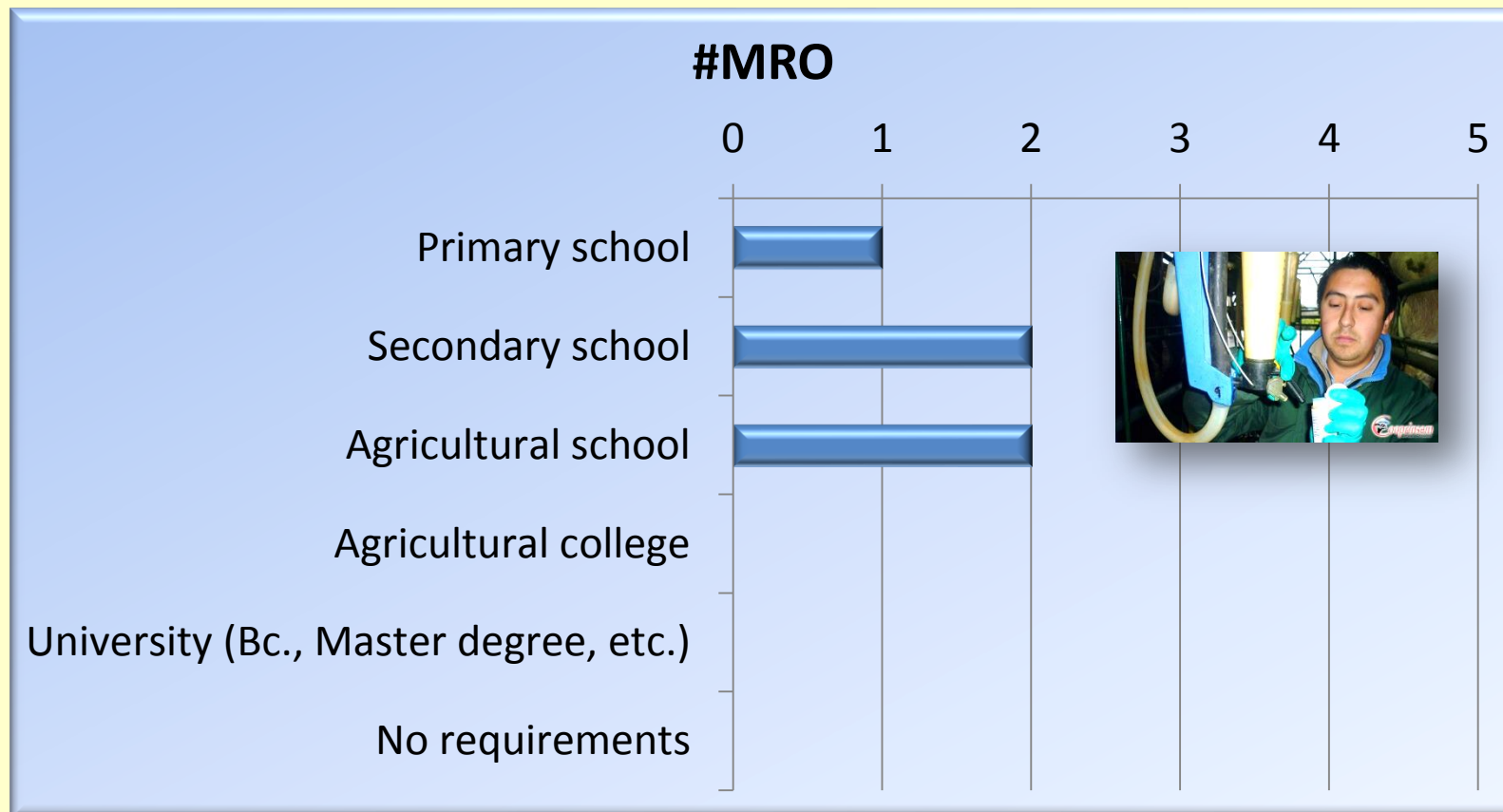
# Technicians

Are they trained regularly?



# Technicians

Is there a required level of education for the technicians?

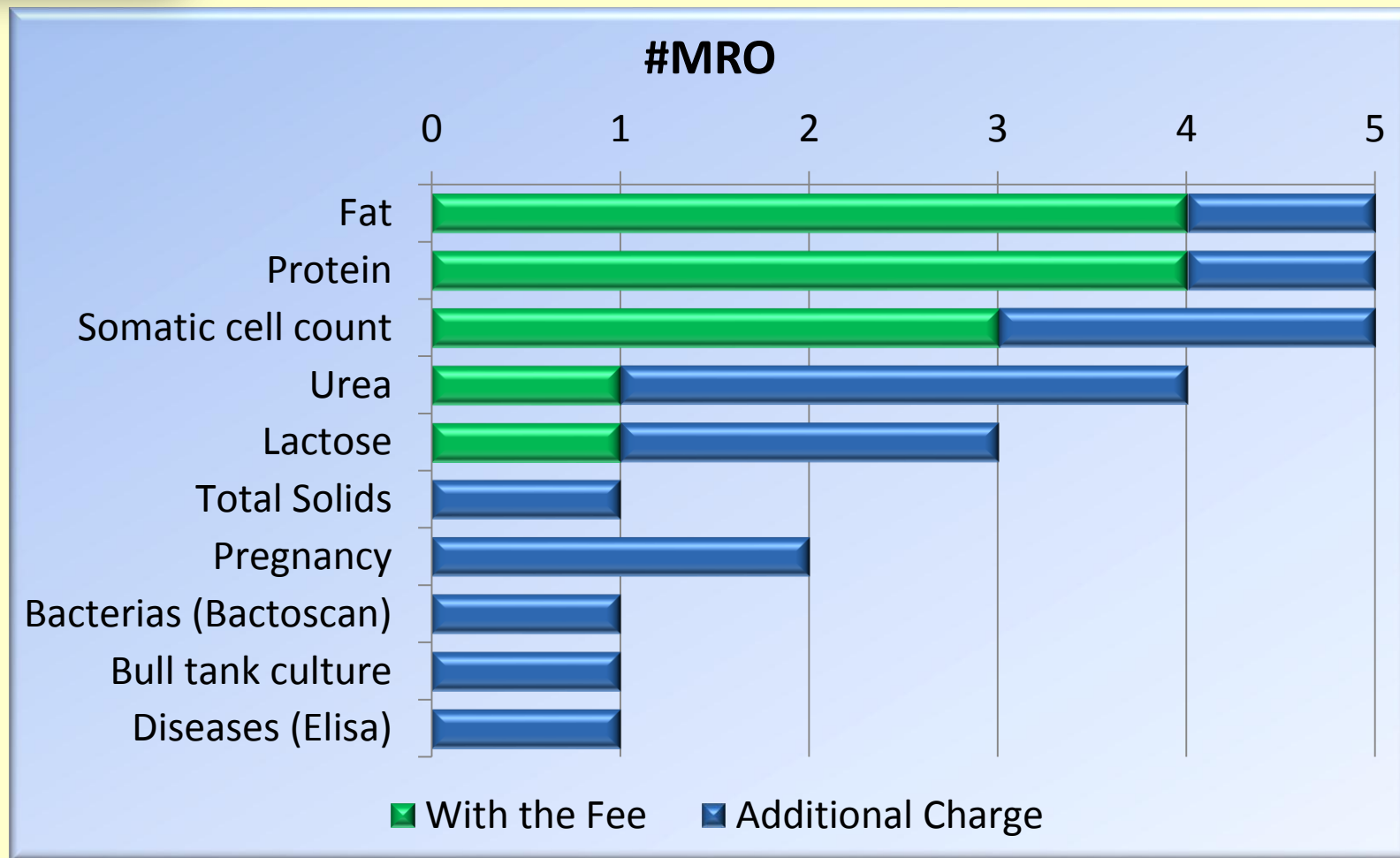






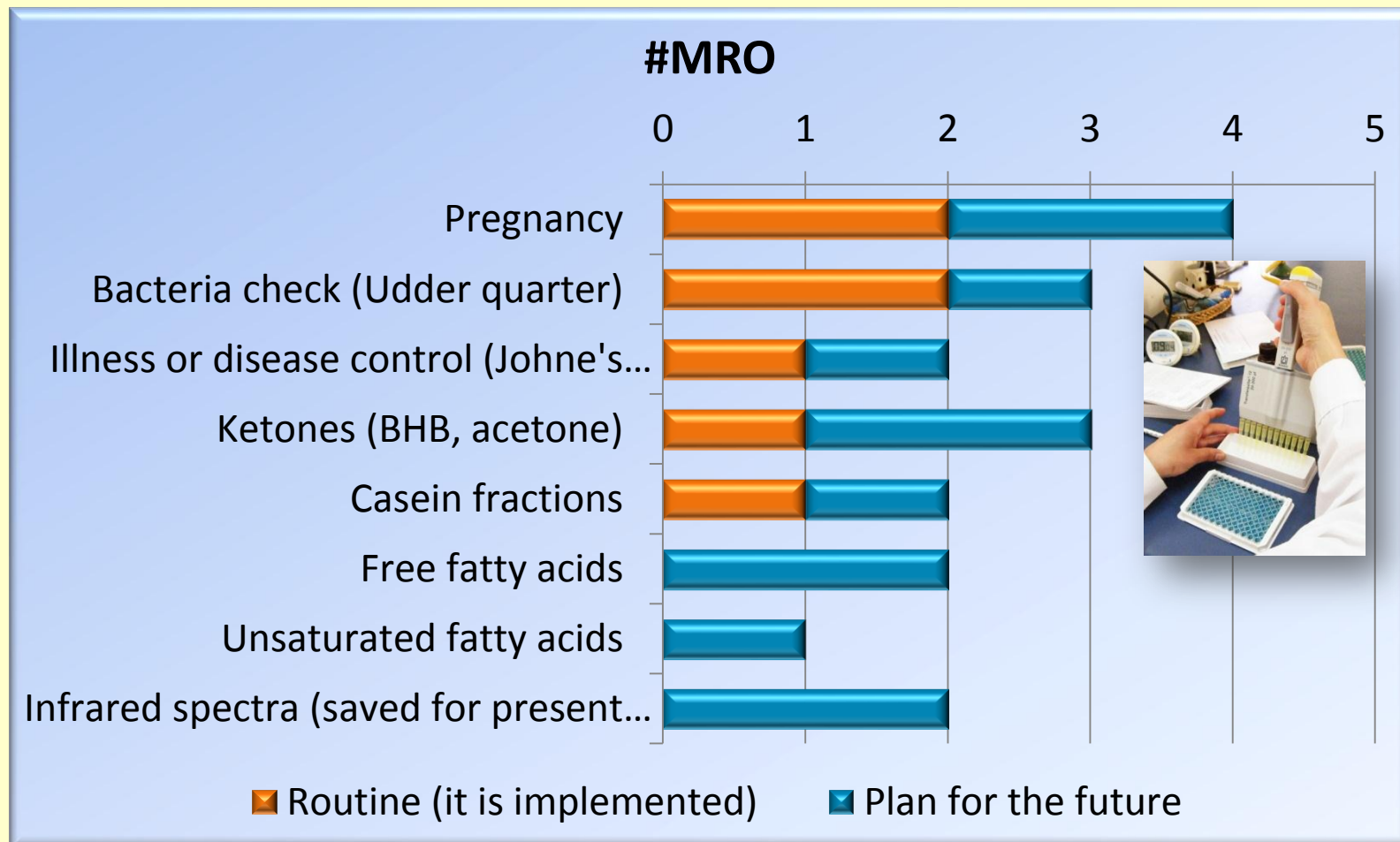
# Milk Analysis

How do you conduct milk-recording analysis?



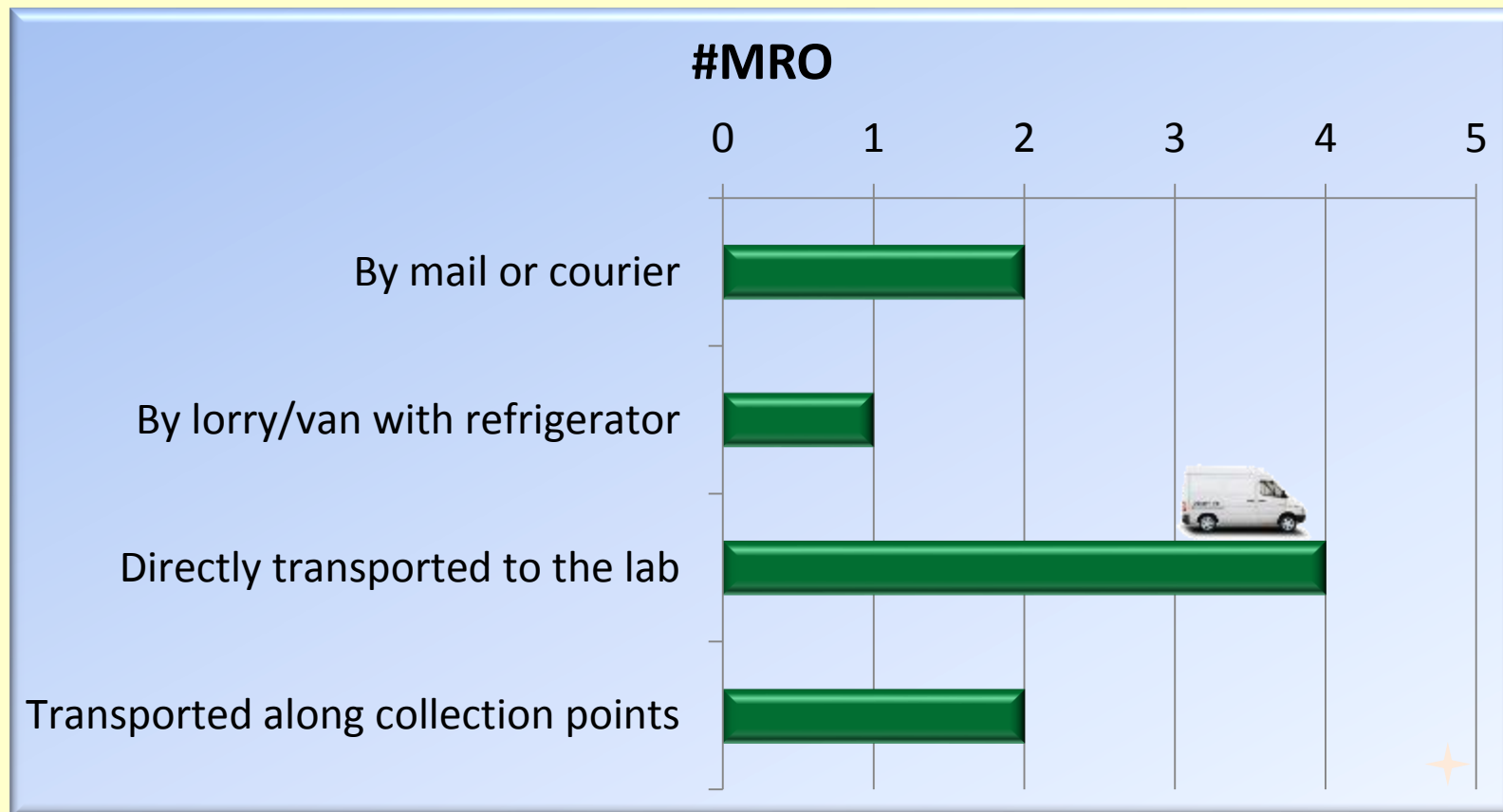
# Milk Analysis

What kind of additional analysis do you offer or plan to offer?



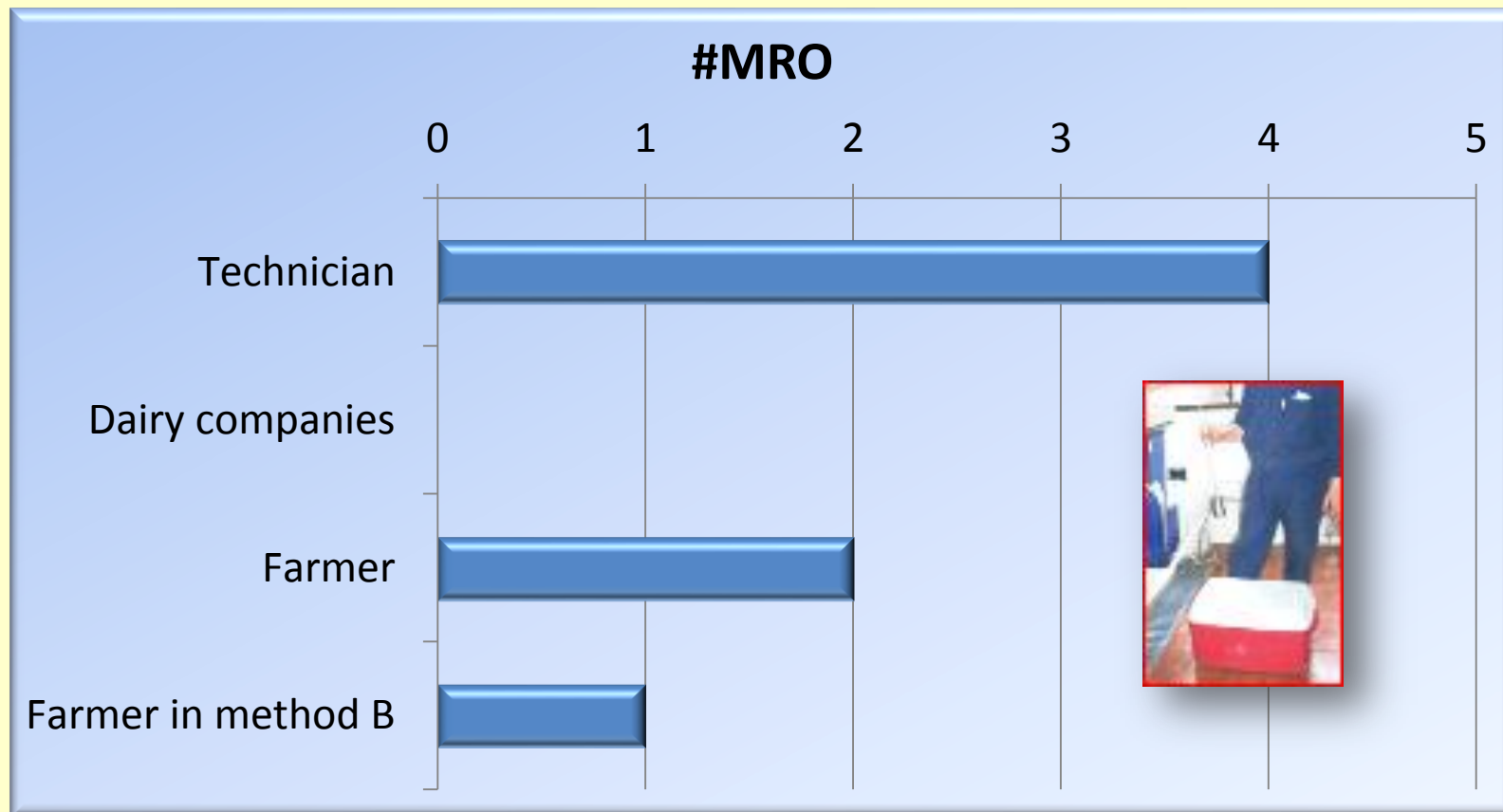
# Milk Sampling

How are the samples transported?



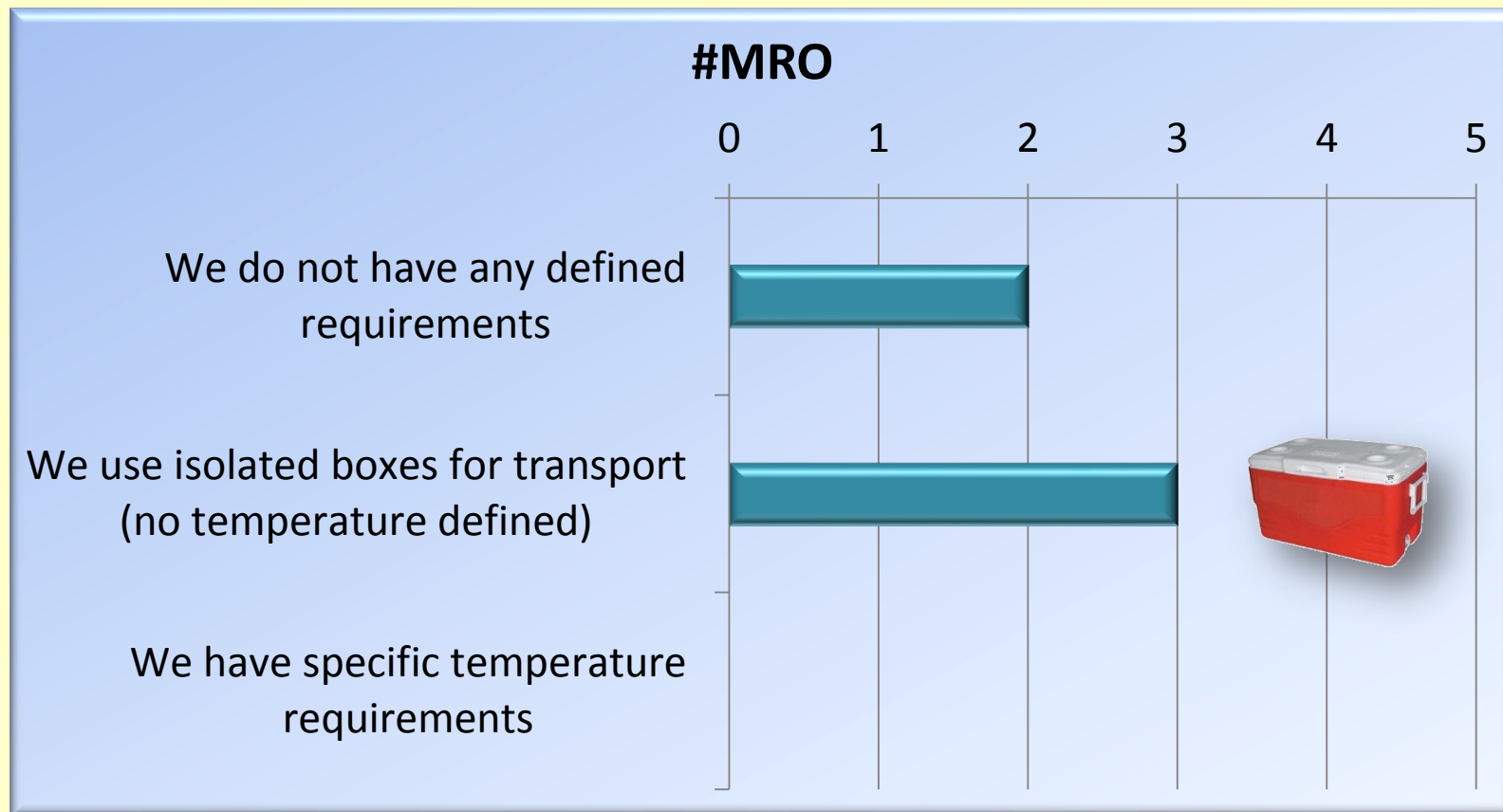
# Milk Sampling

Who is responsible of transport samples?



# Milk Sampling

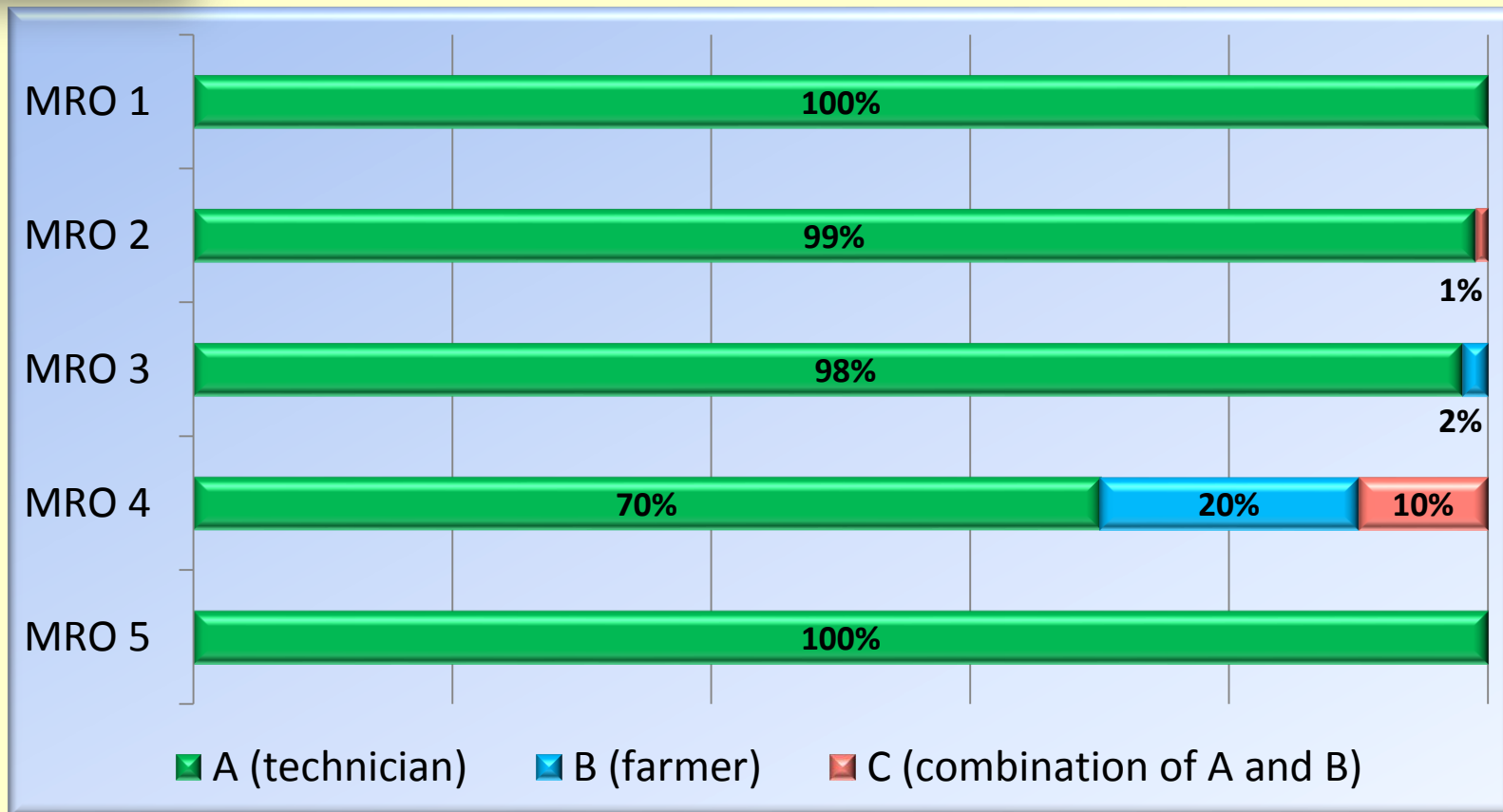
What temperature is used when transporting samples?





# Milk Recording

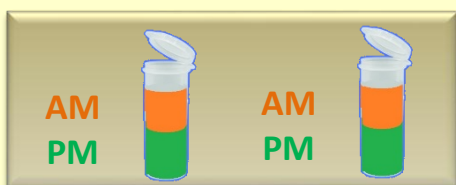
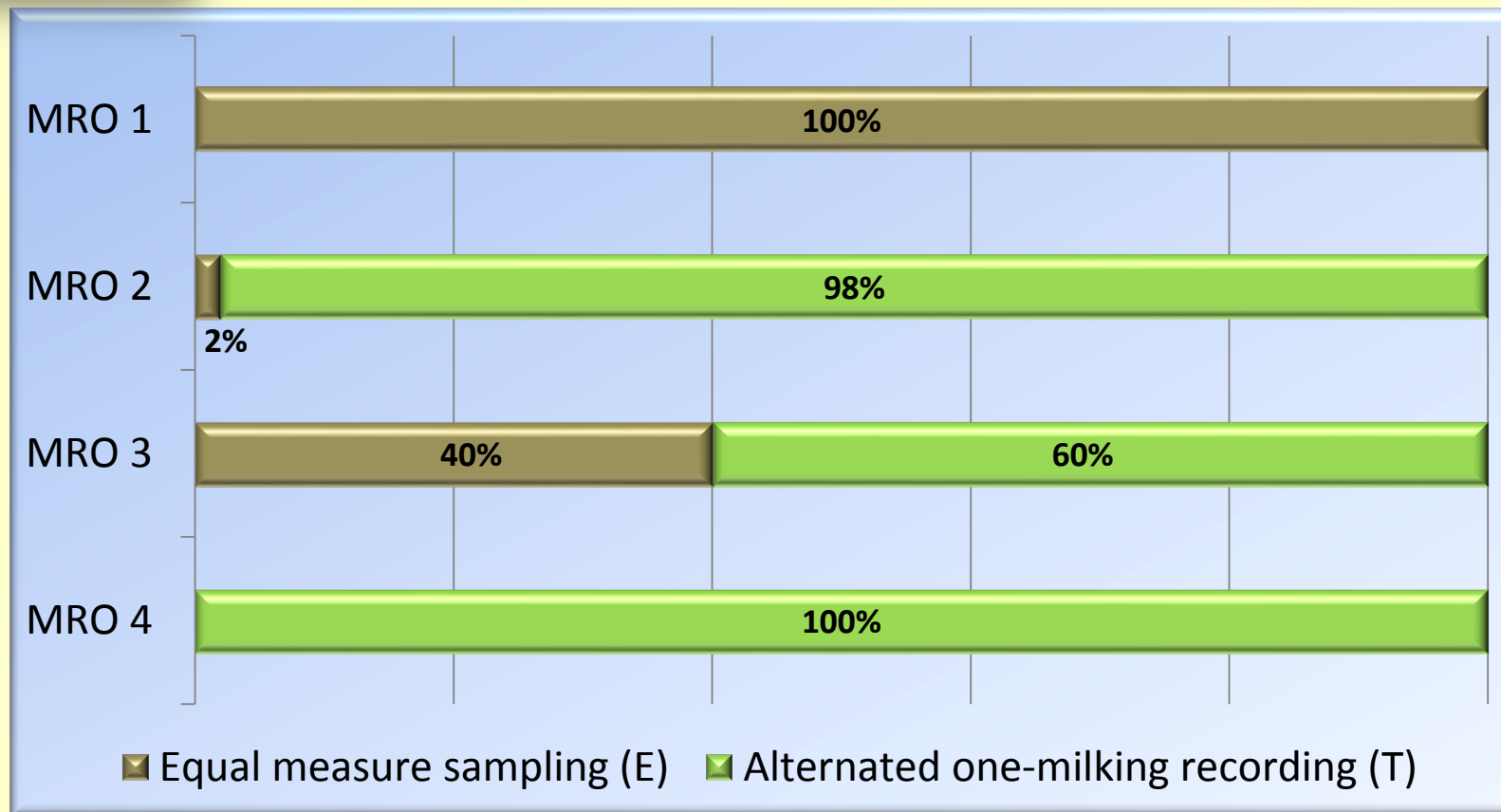
Milk recording methods (% of herds)





# Milk Recording

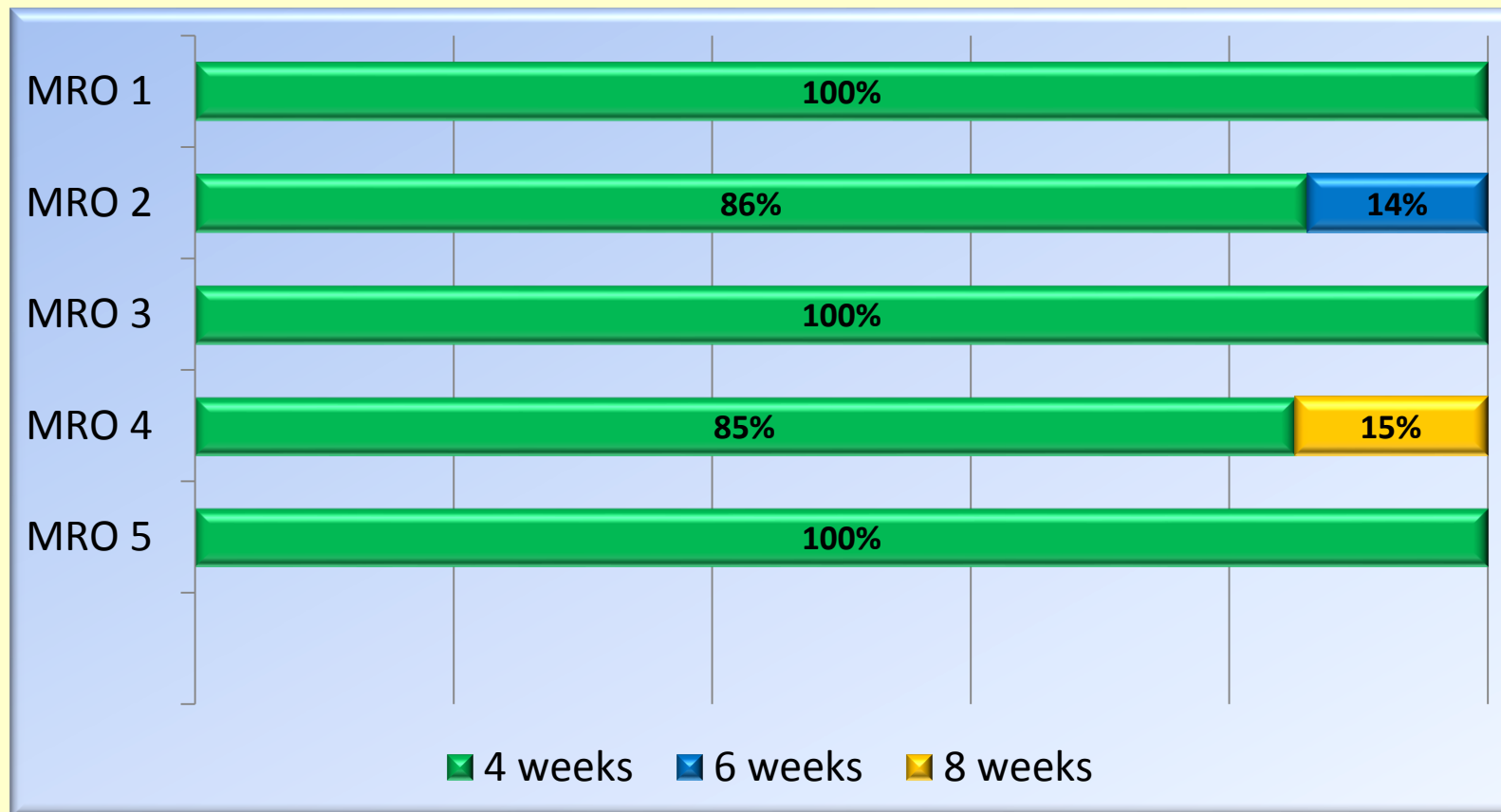
## Sampling schemes (% of herds)





# Milk Recording

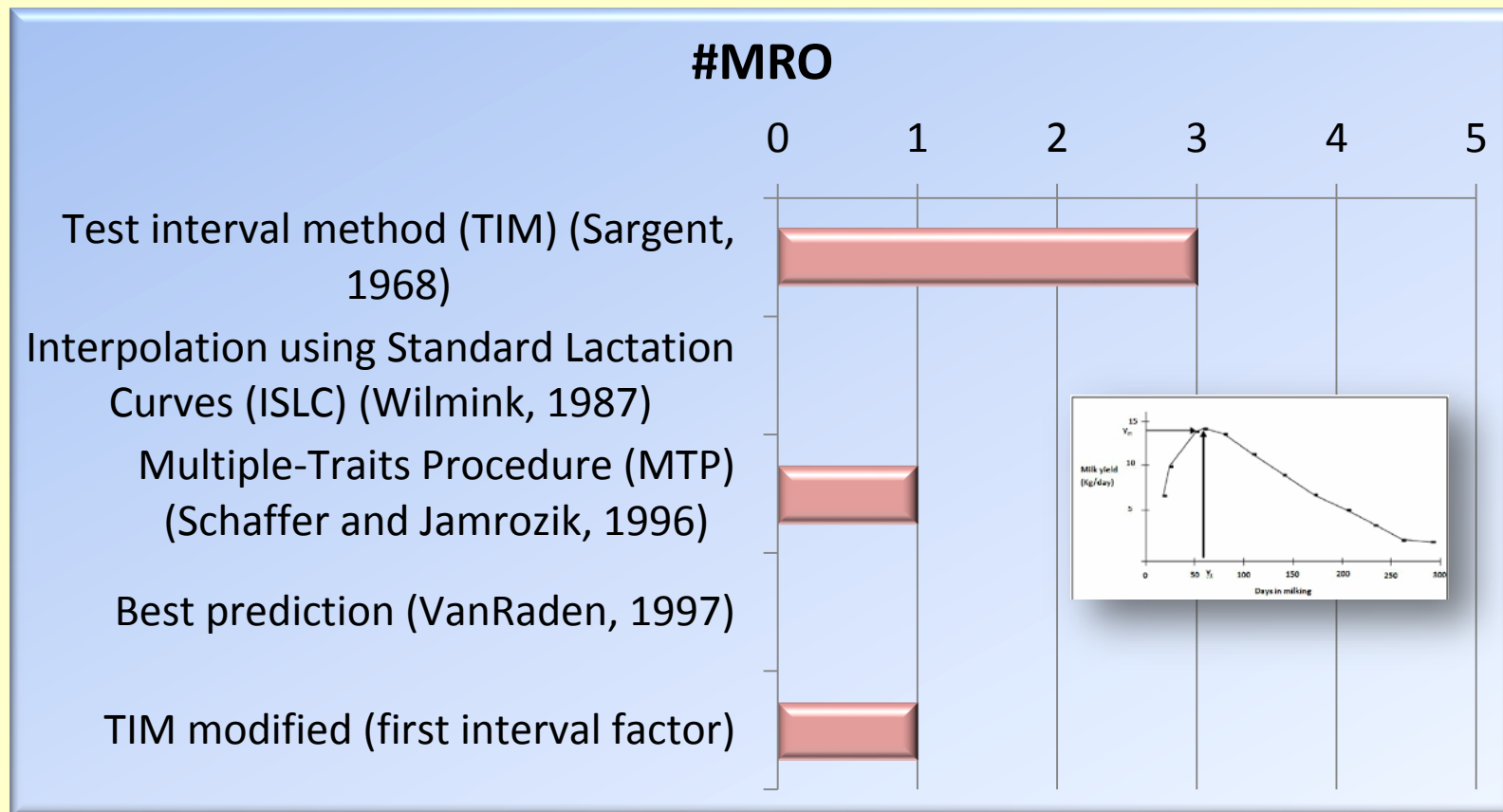
Recording intervals in weeks (% of herds)





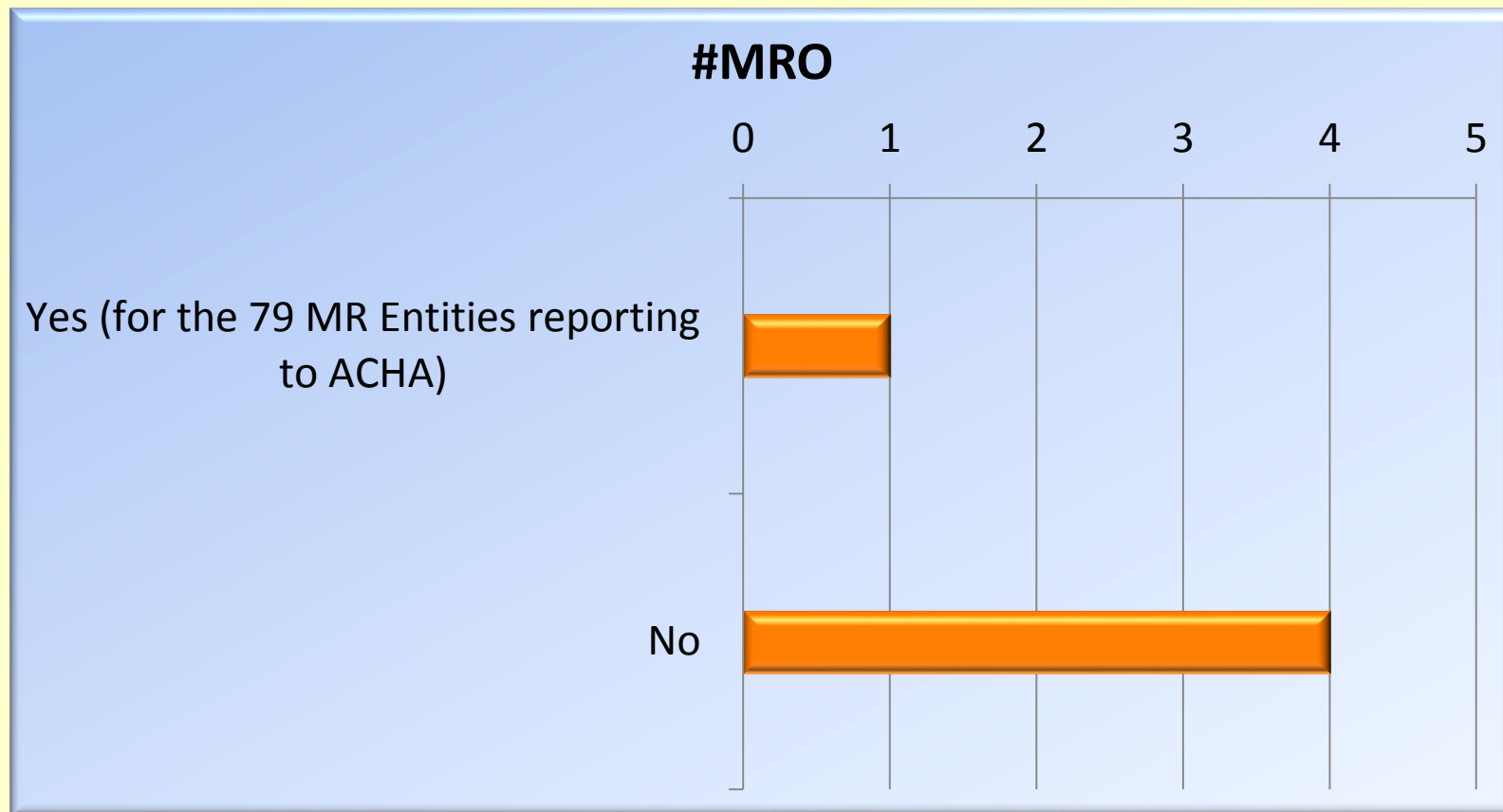
# Milk Recording

Which methods are used to calculate accumulated yield / lactation?



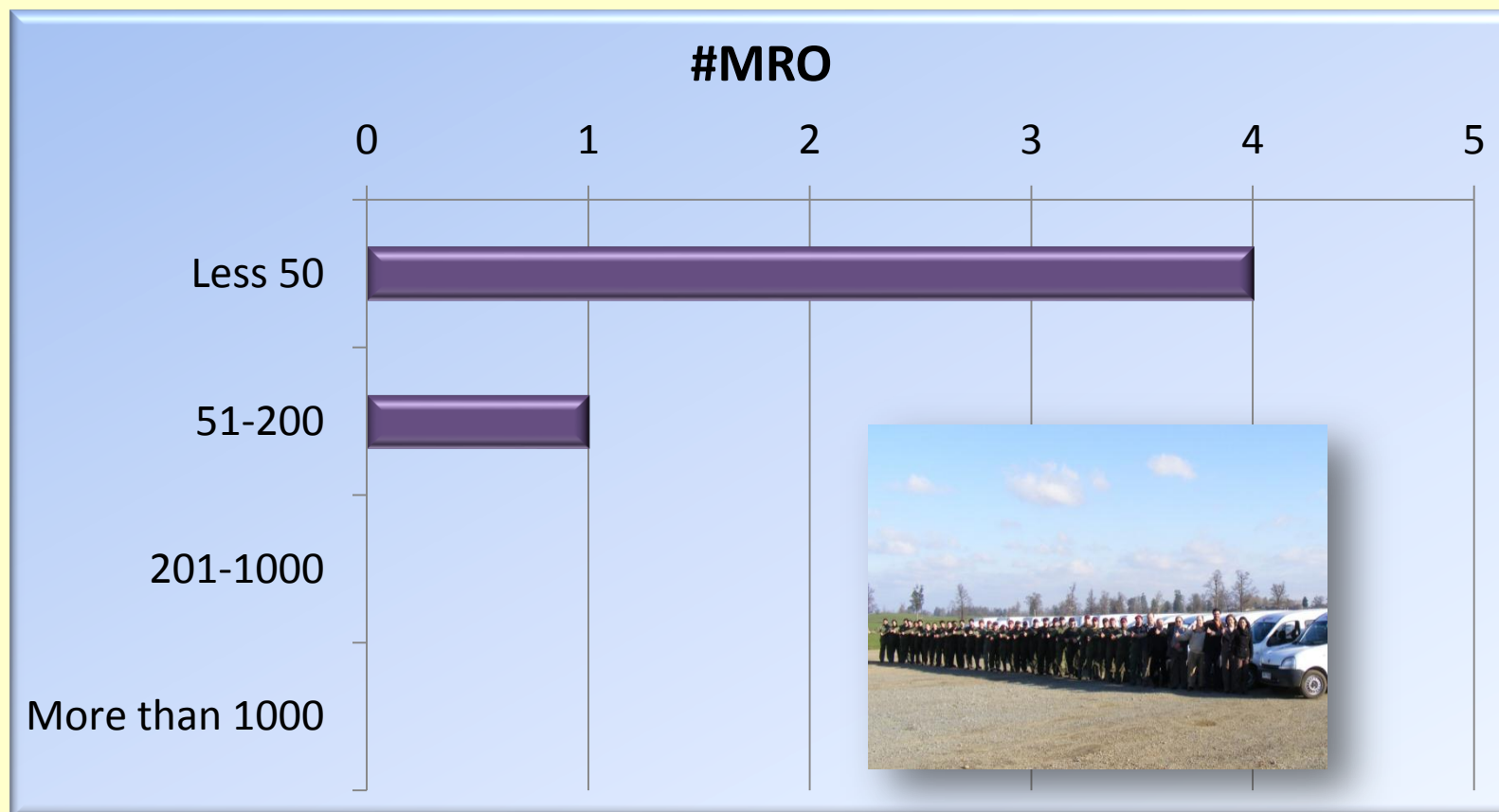
# Milk Recording Organisation

Is milk recording the most important business for these organisations?



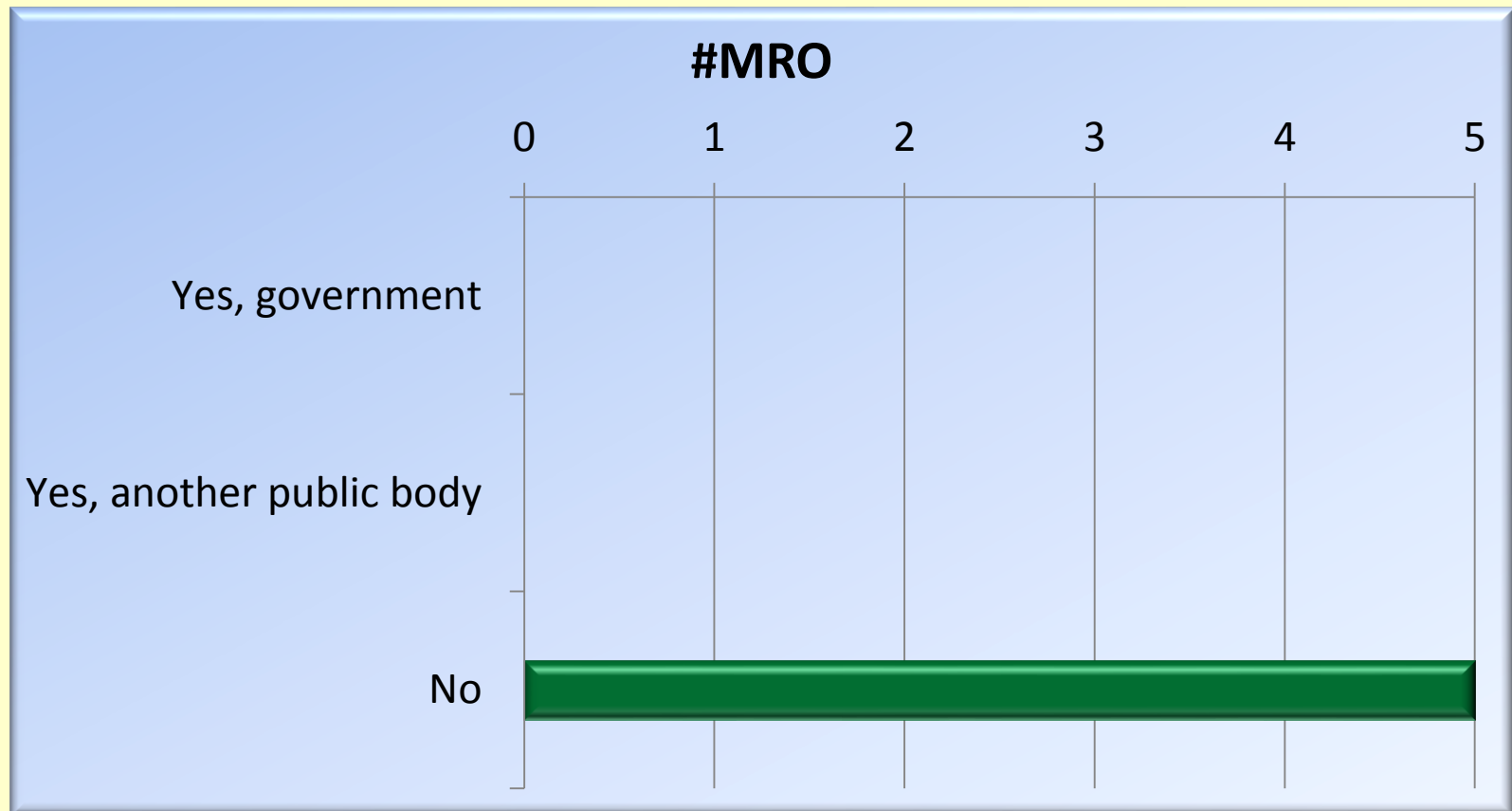
# Milk Recording Organisation

How many employees are there in your organisation  
working in milk recording?



# Milk Recording Organisation

Is there any public ownership (government) of your organisation?

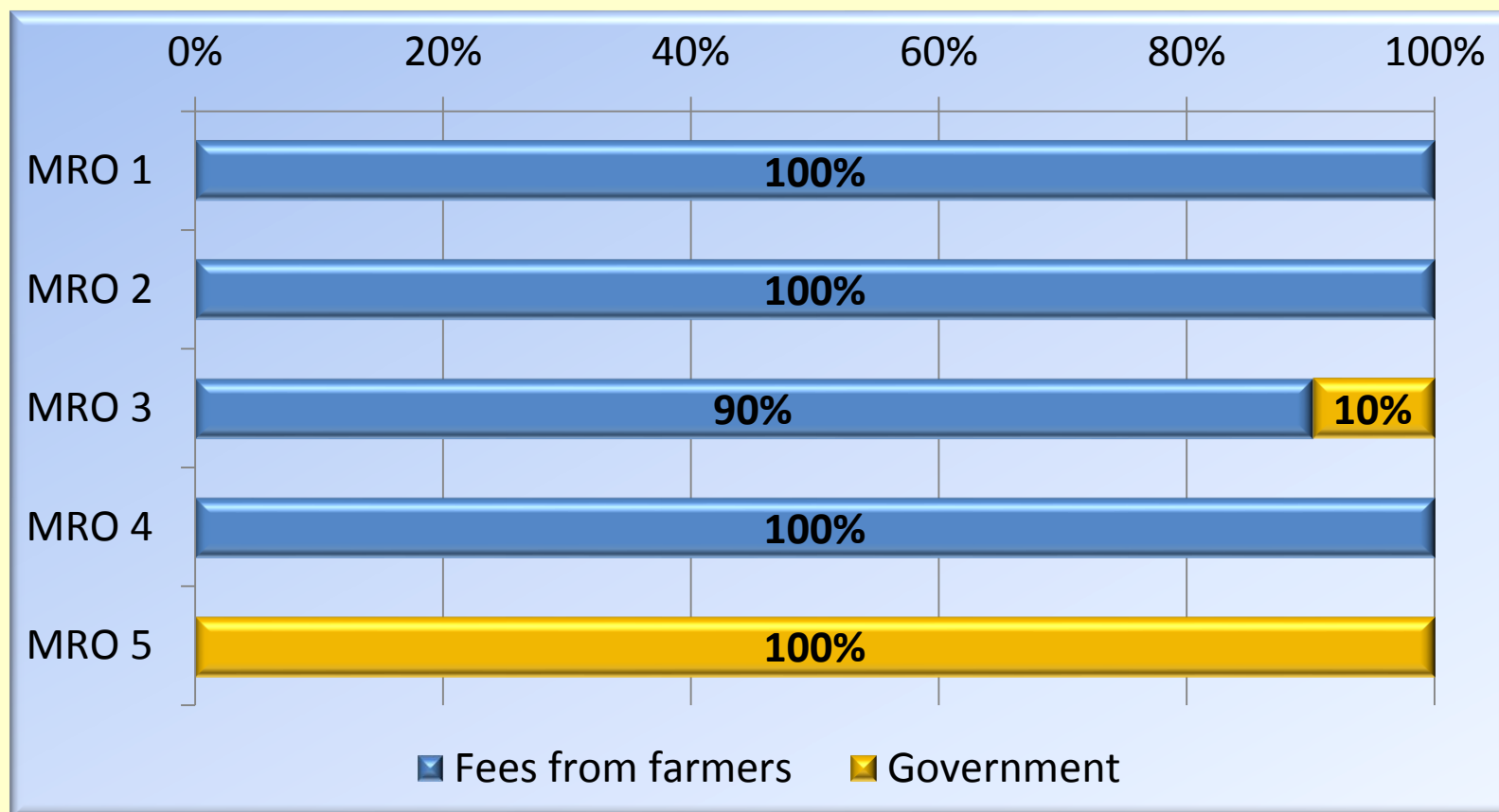




# Milk Recording Service

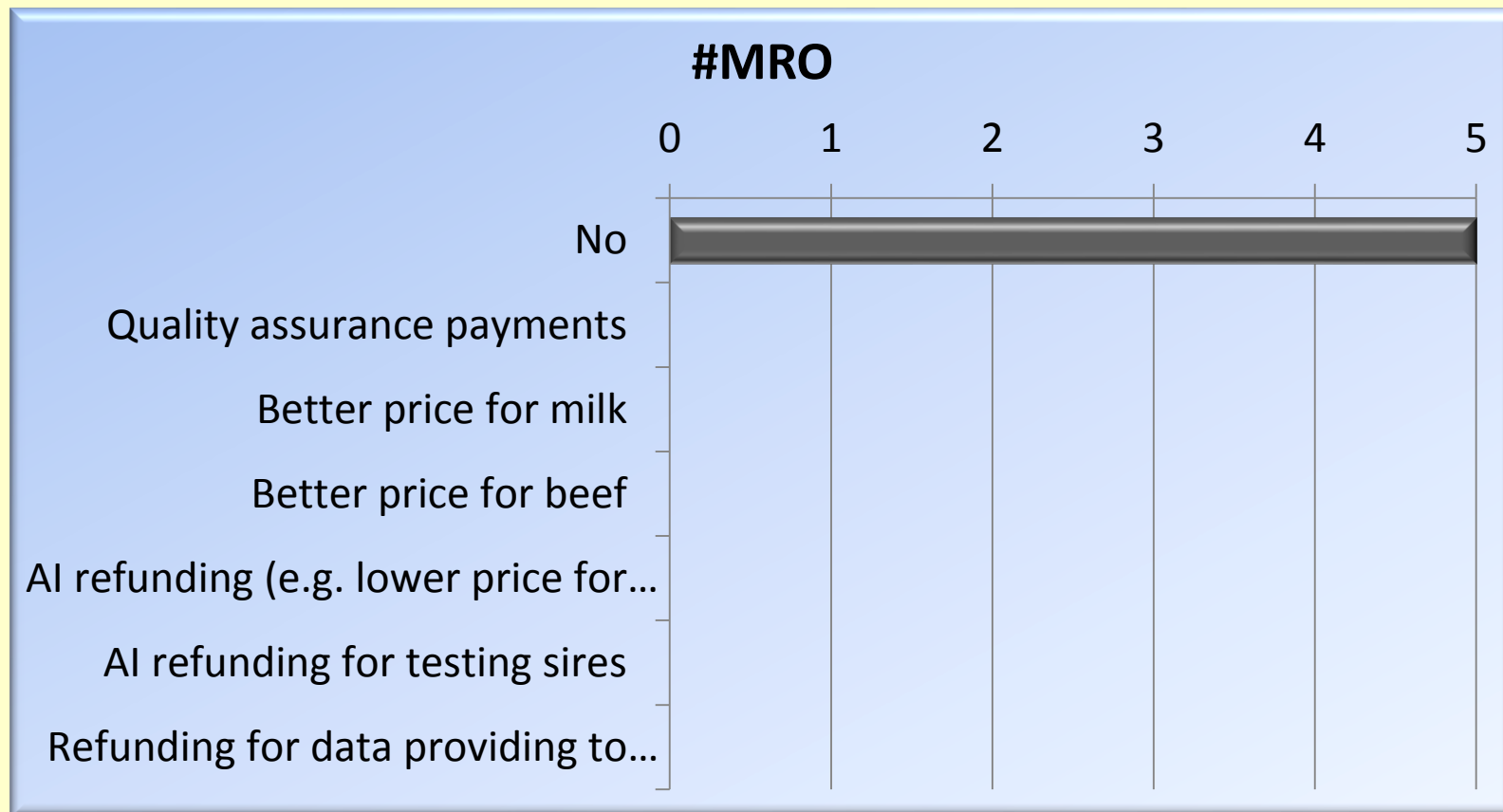
How were milk recording services paid for in 2015?

( Fees for farmers / Payments from AI-business  
from breeding organizations / from Dairy industry  
Public Source / Government )



# Milk Recording Service

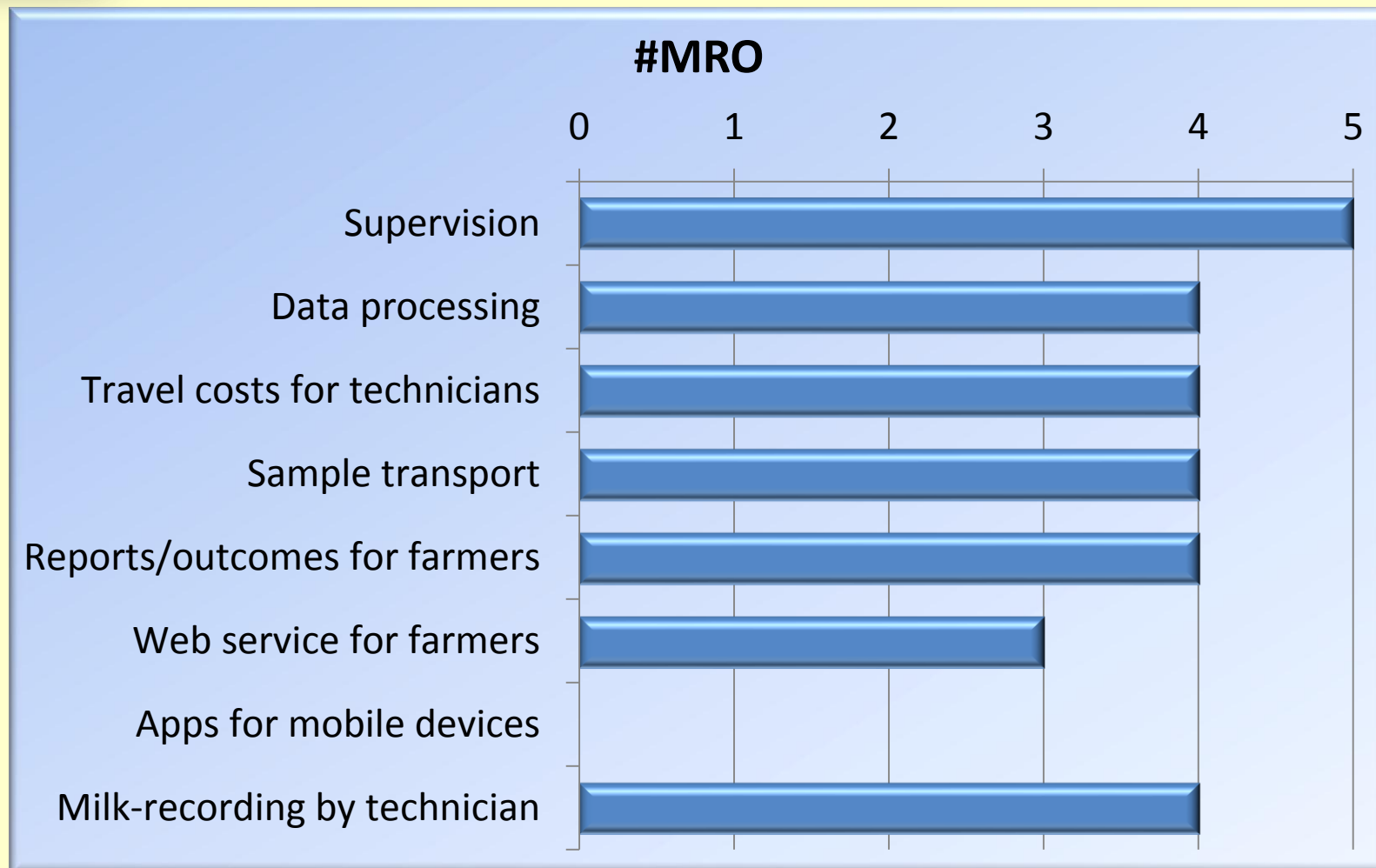
Does the farmer receive any public refunding for his recording fee?





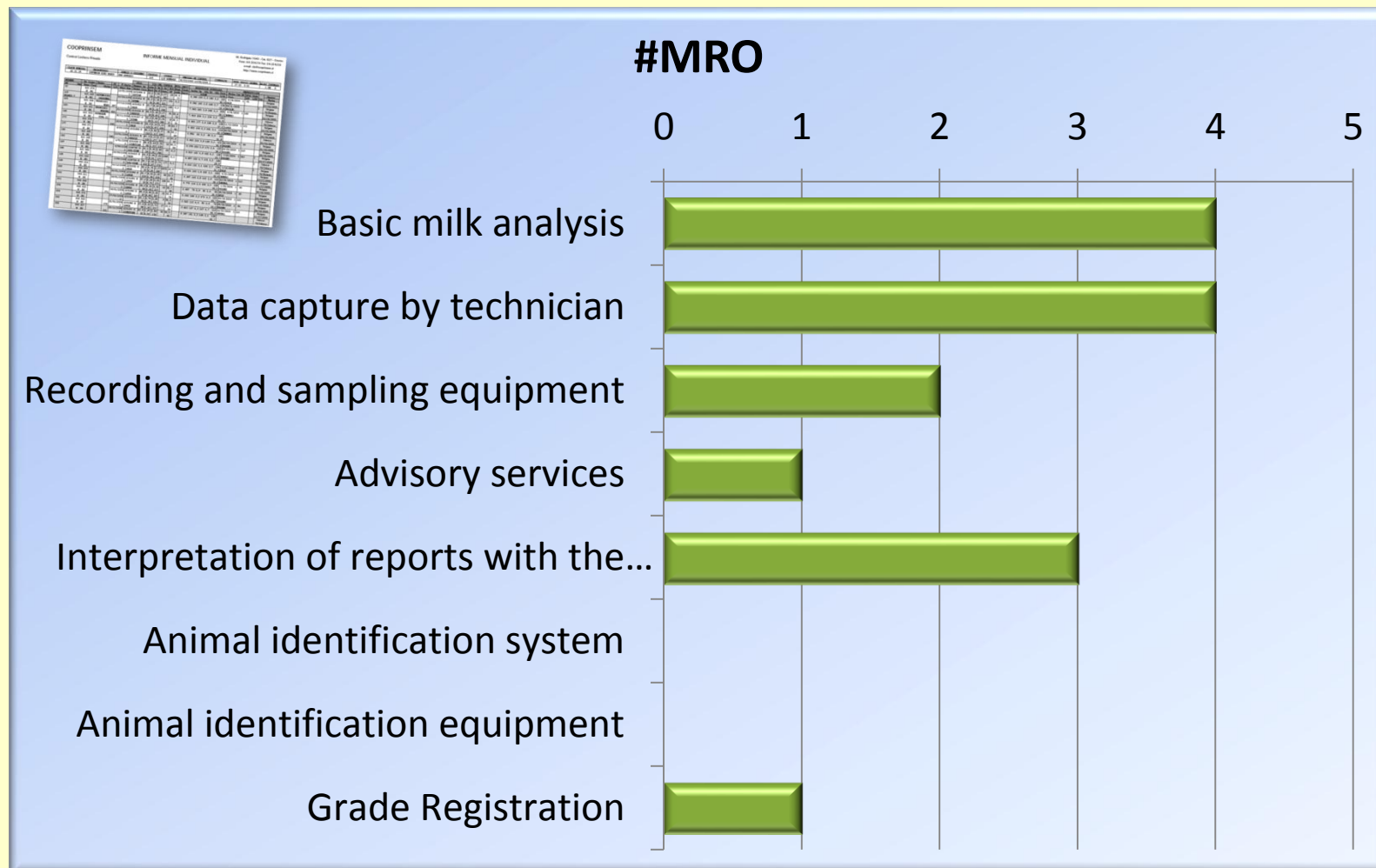
# Milk Recording Service

Options included in the minimum payment for recording



# Milk Recording Service

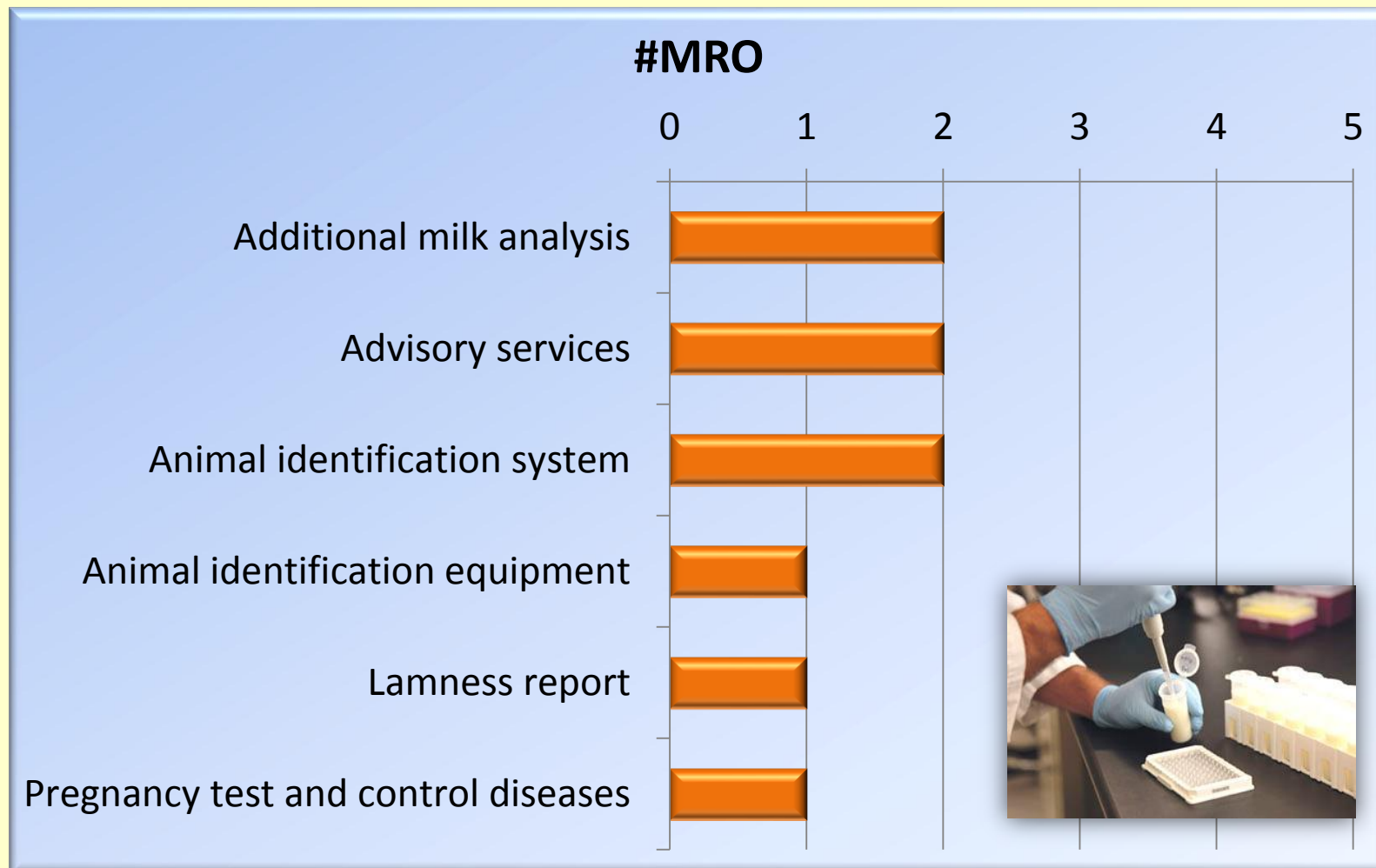
Options included in the minimum payment for recording (cont.)





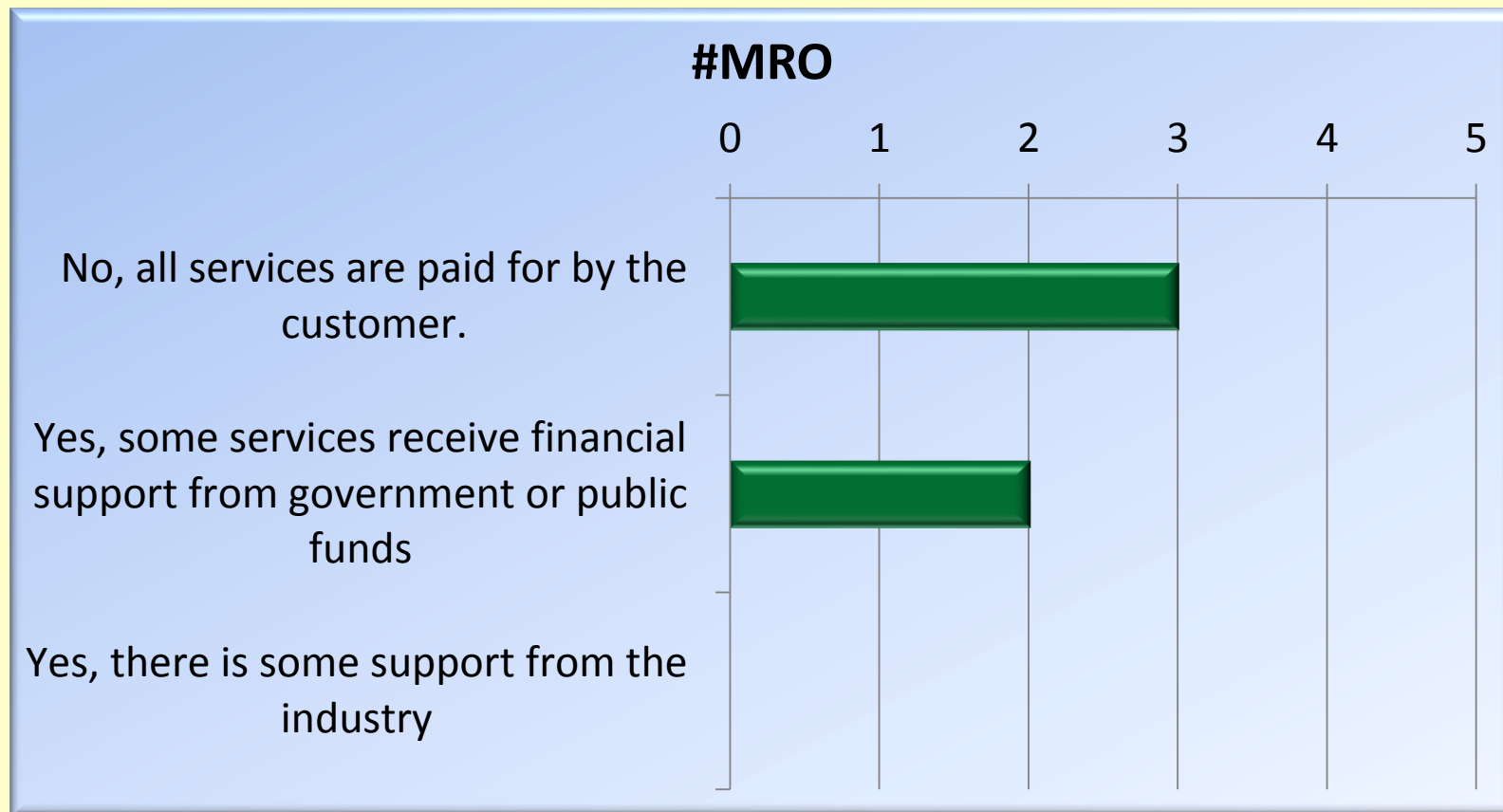
# Milk Recording Service

Additional payment options provided by your organisation



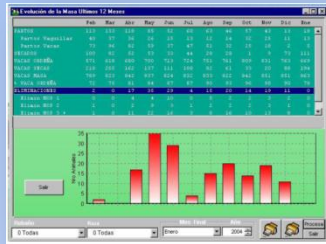
# Milk Recording Service

Do you receive direct subsidies or financial support for any part of the recording process?



# Milk Recording Service

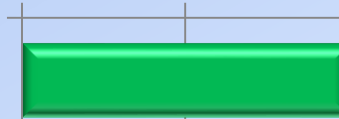
In which field do you offer advisory services?



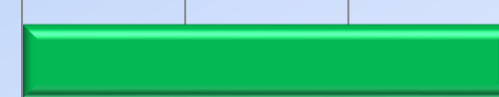
#MRO

0 1 2 3 4 5

Feeding



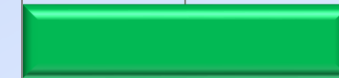
Herd management



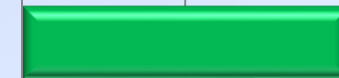
Health traits



Technical milking parlours, meters

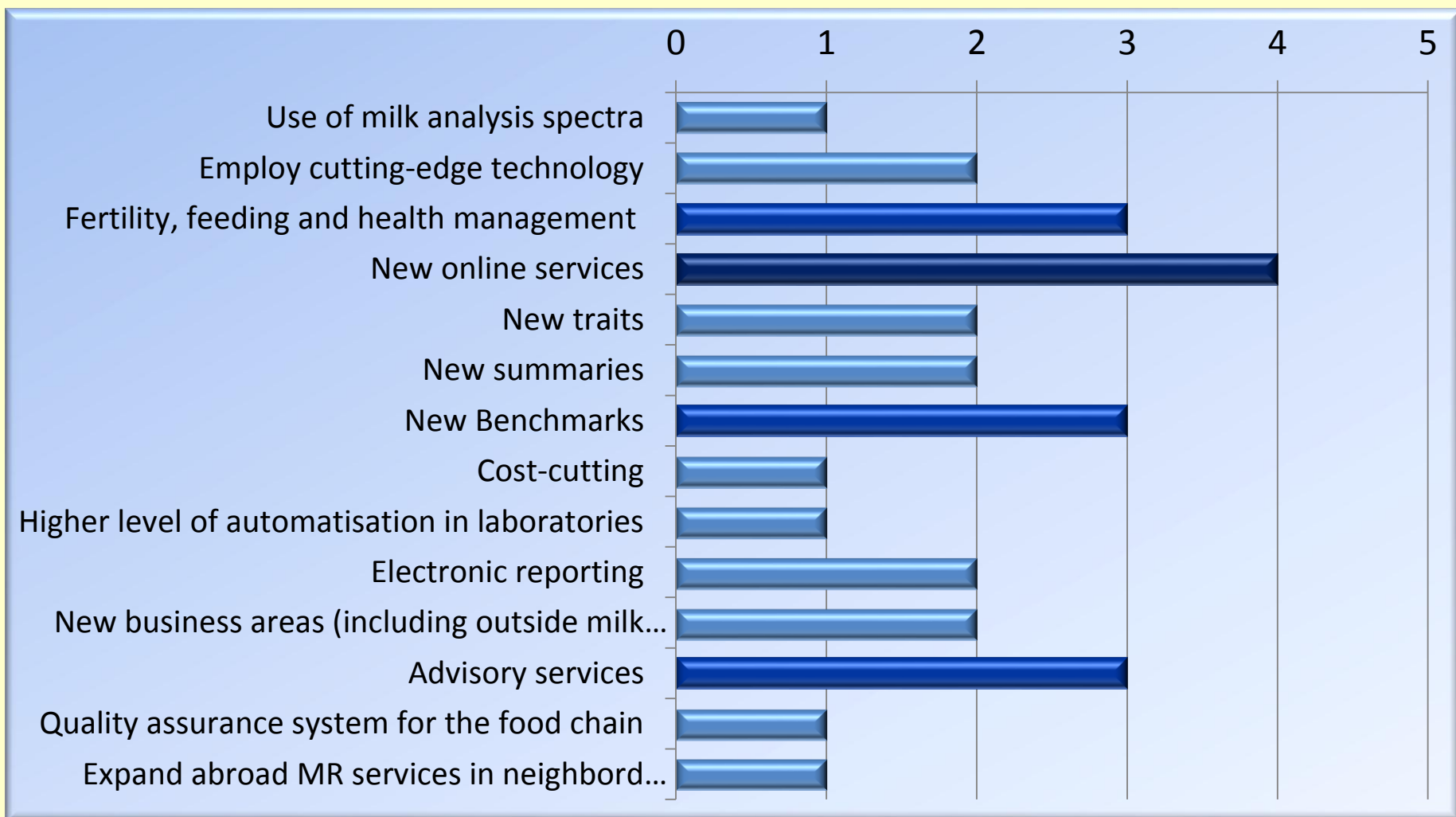


Fertility and pregnancy check



# Milk Recording Service

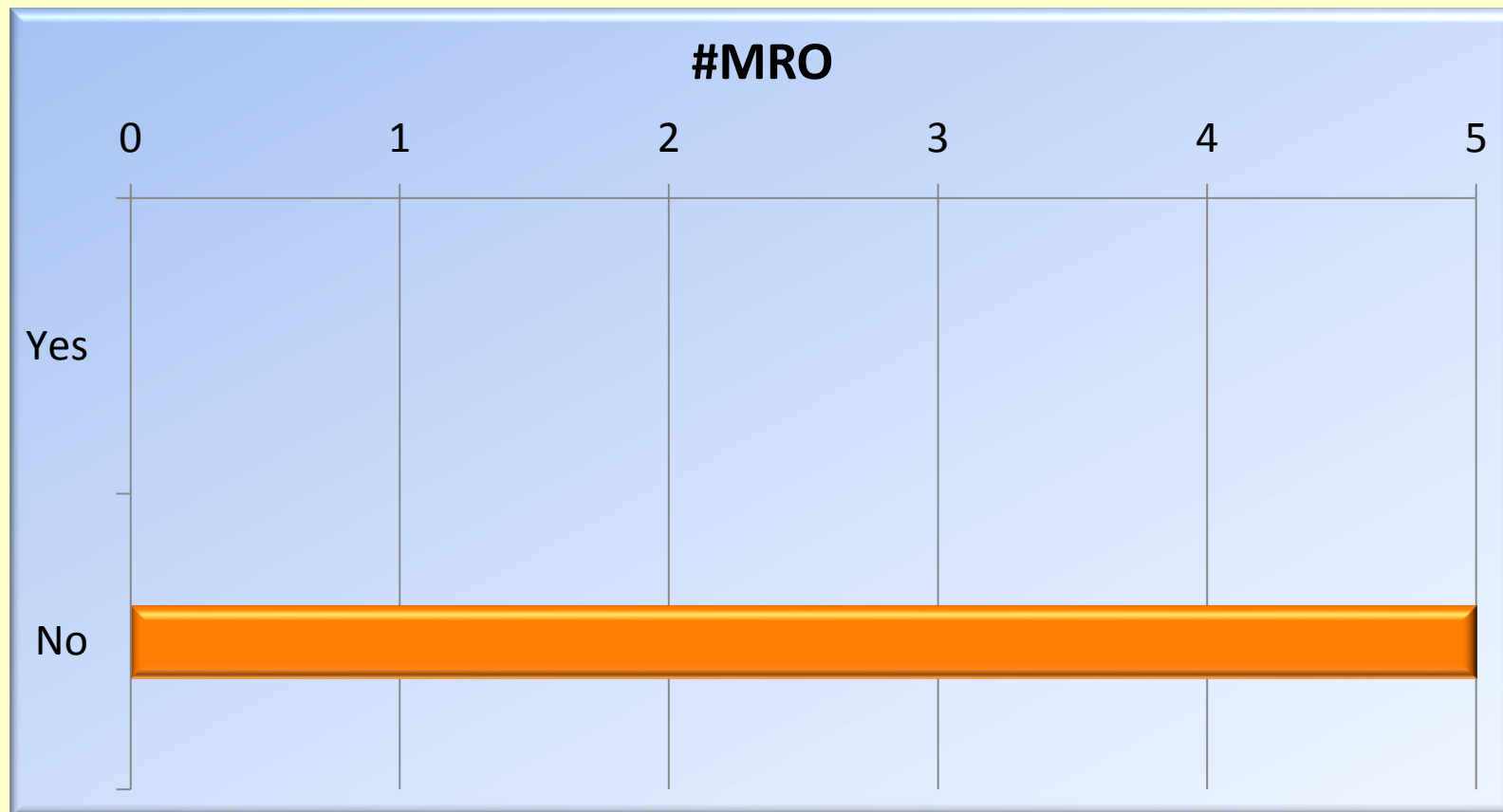
## What is your future milk recording strategy?



# Milk Recording Service

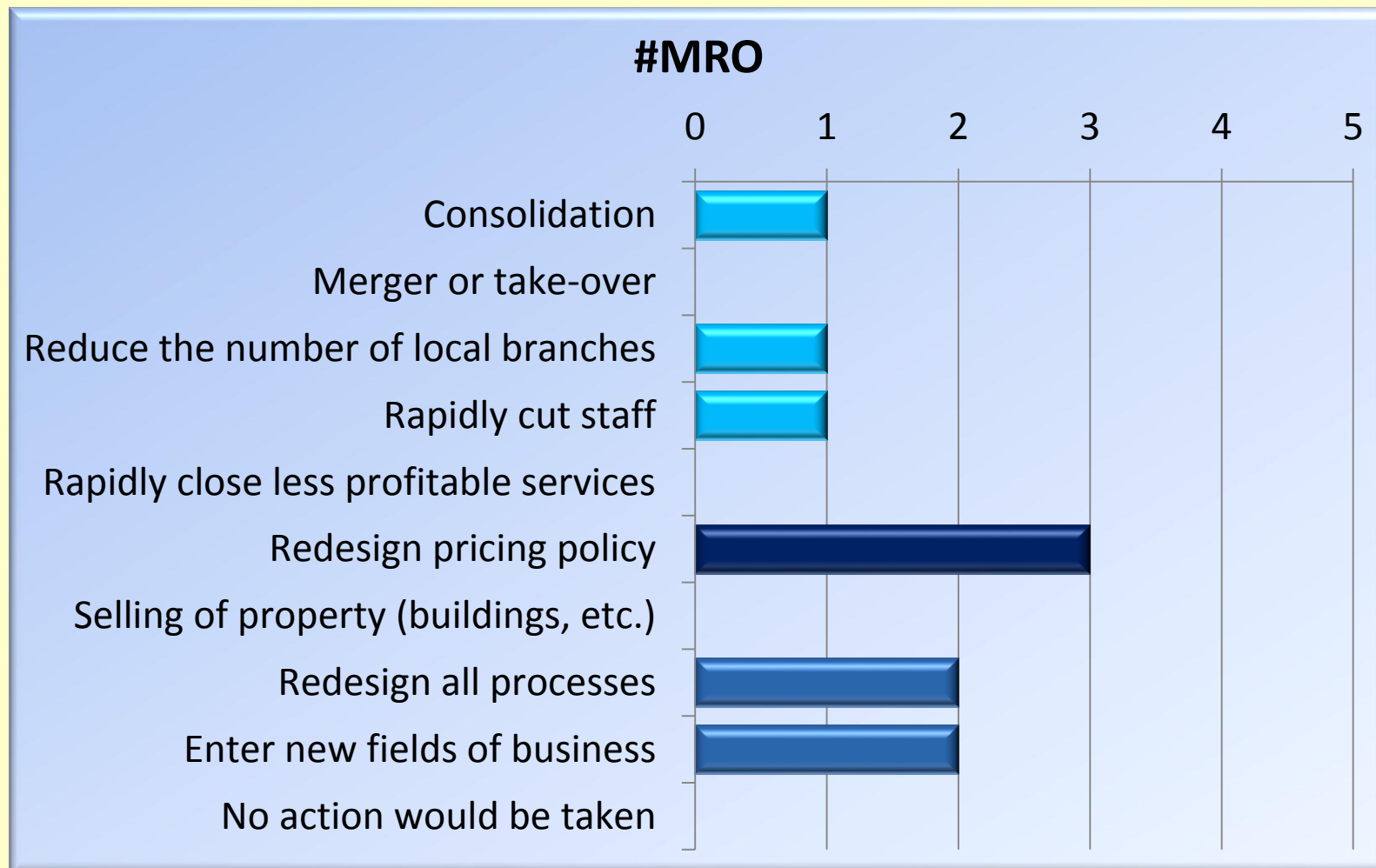
Financial matters

Are there any special tax incentives for farmers?



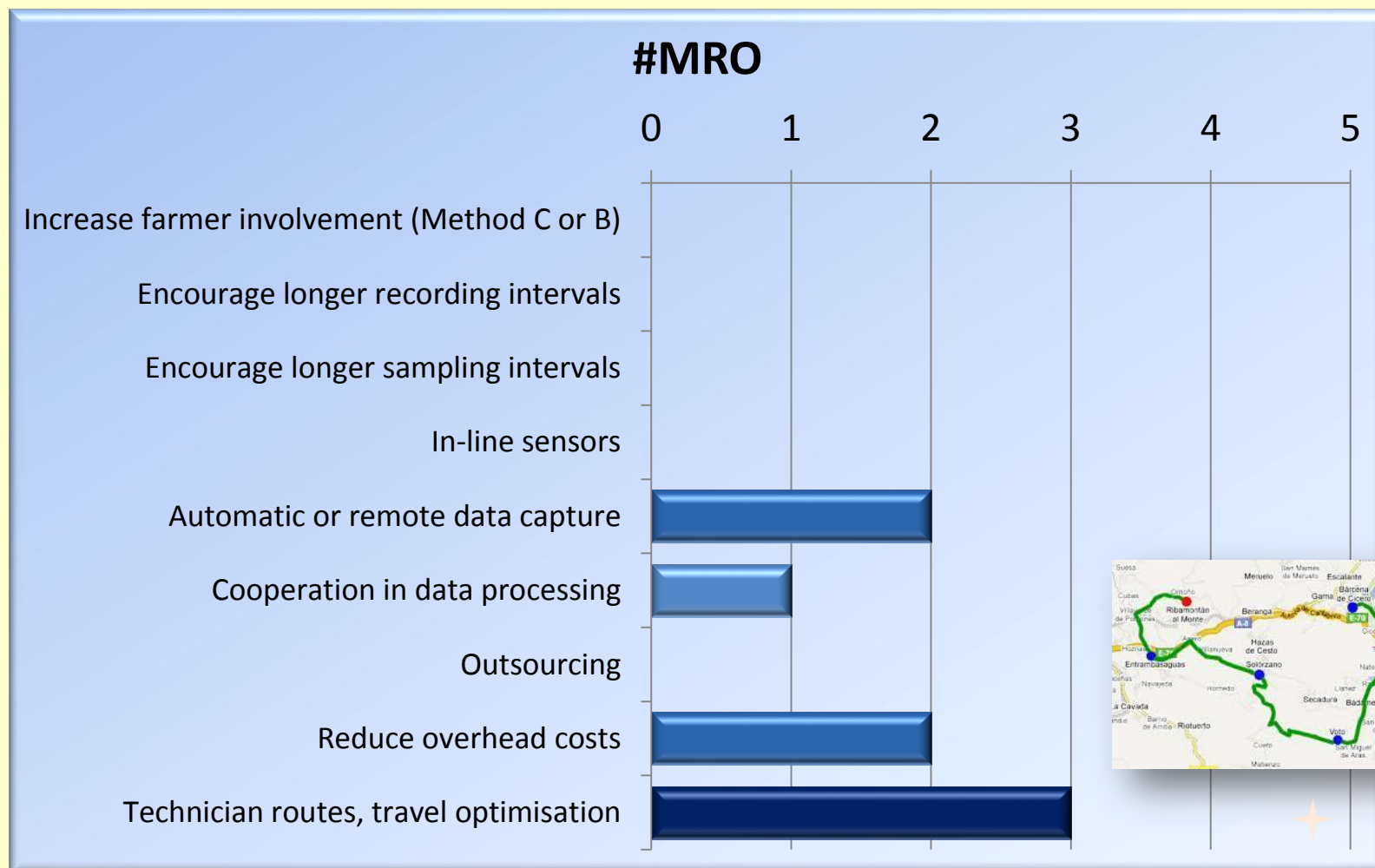
# Milk Recording Service

If your sources of financing were to decrease, how would it be resolved?



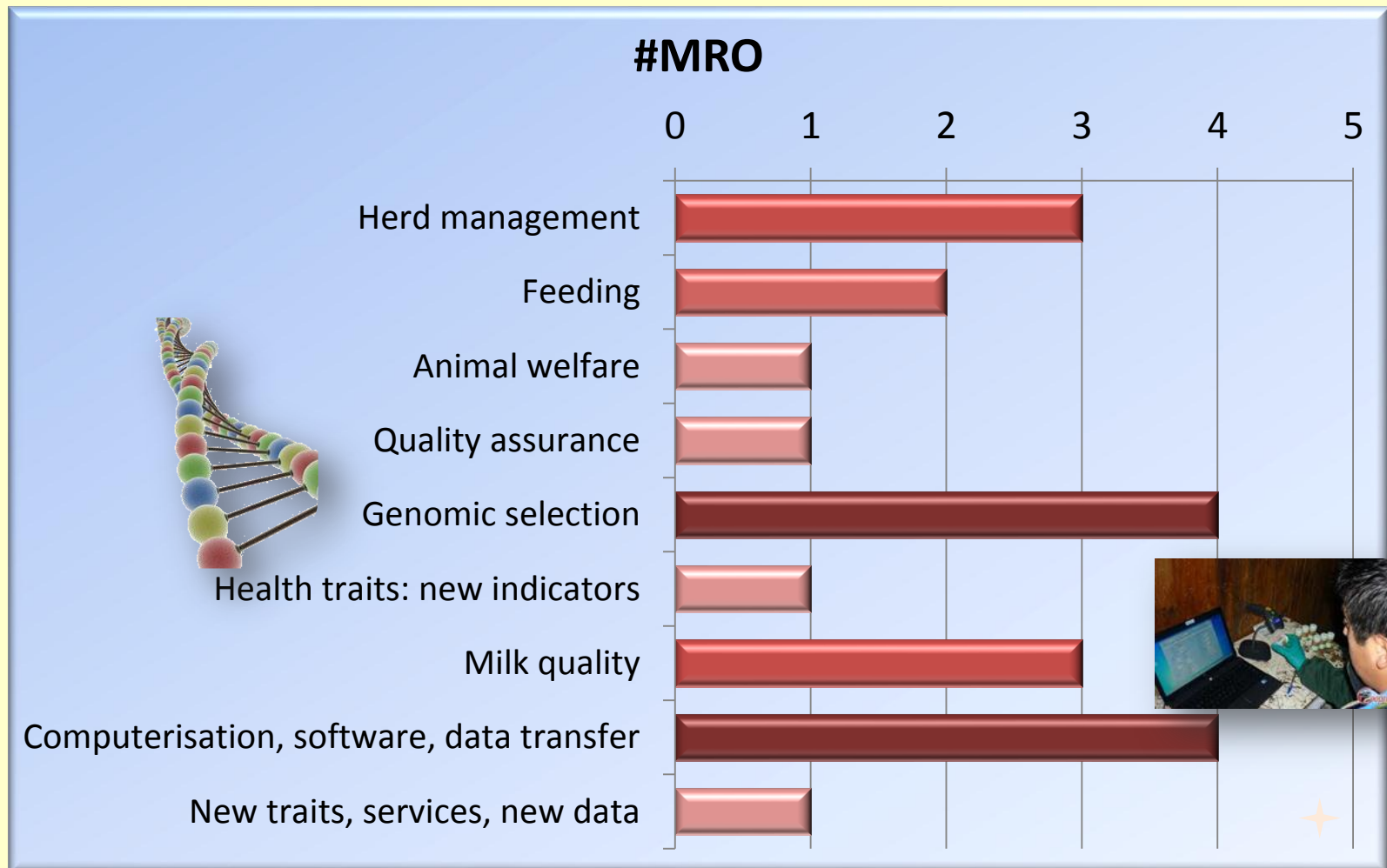
# Milk Recording Service

Which type of cost-cutting option would you prefer?



# Milk Recording Service

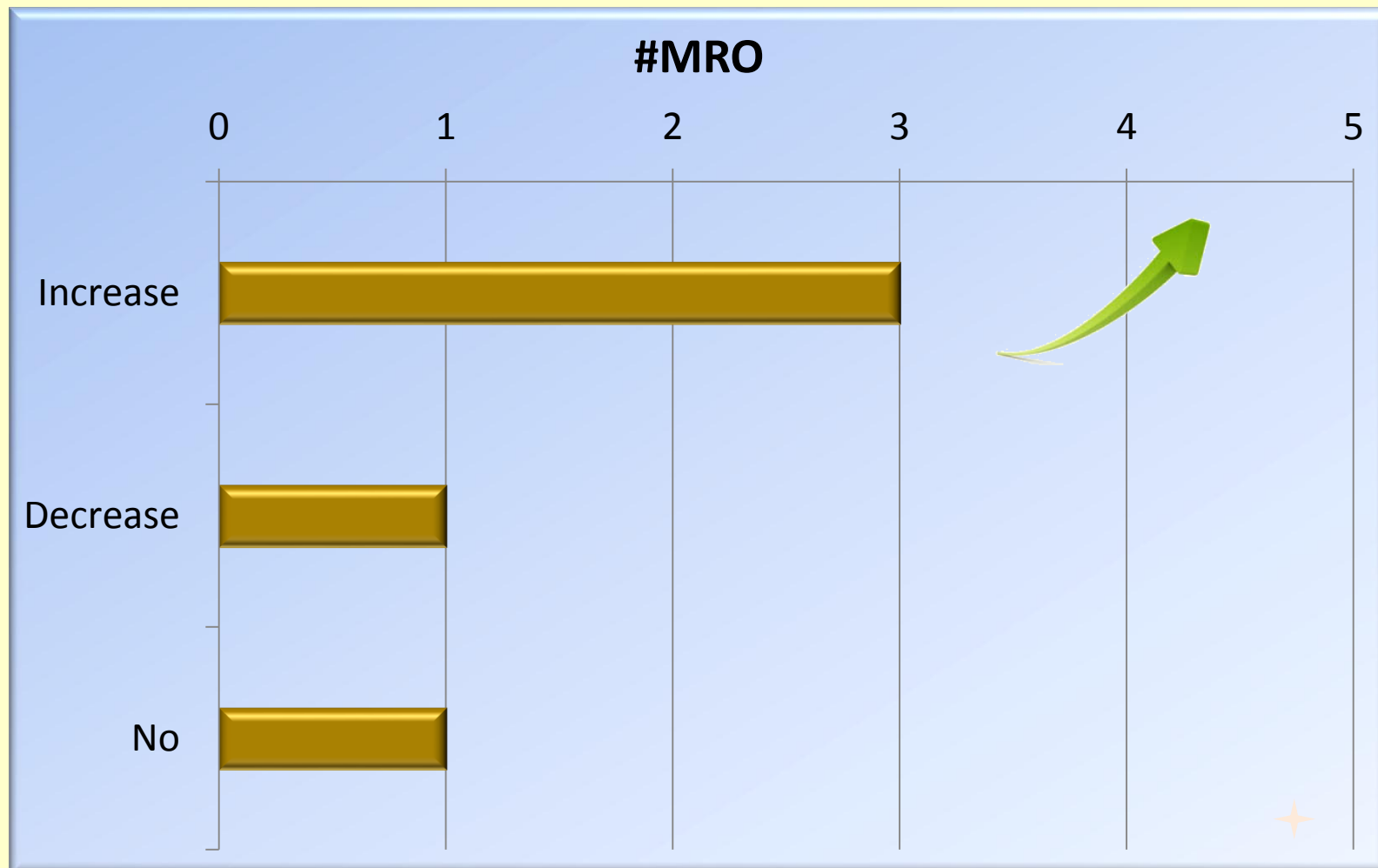
In which areas have you introduced new services within the last 6 years?





# Milk Recording Service

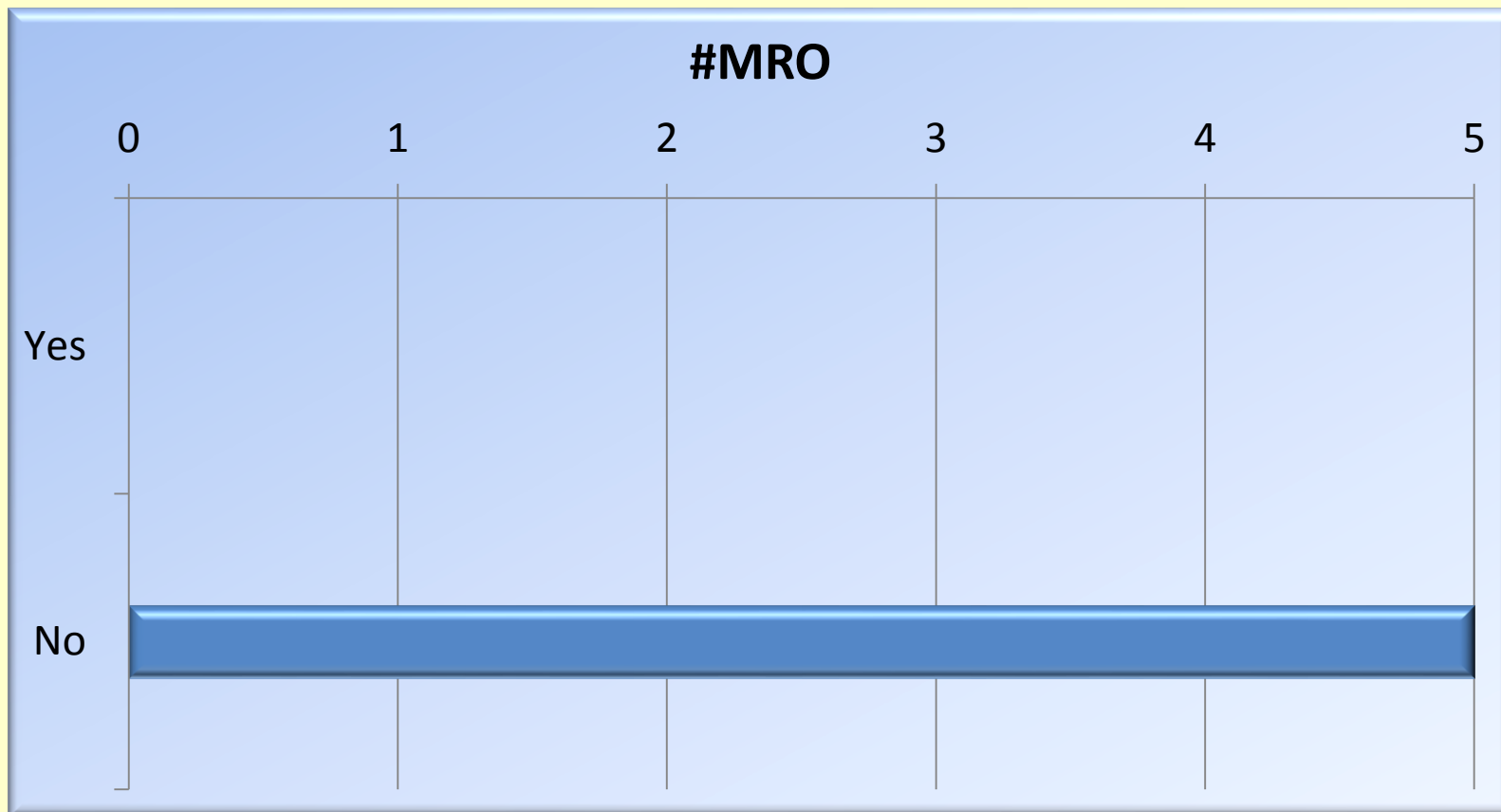
Have you observed a change of interest in milk recording?





# Milk Recording Service

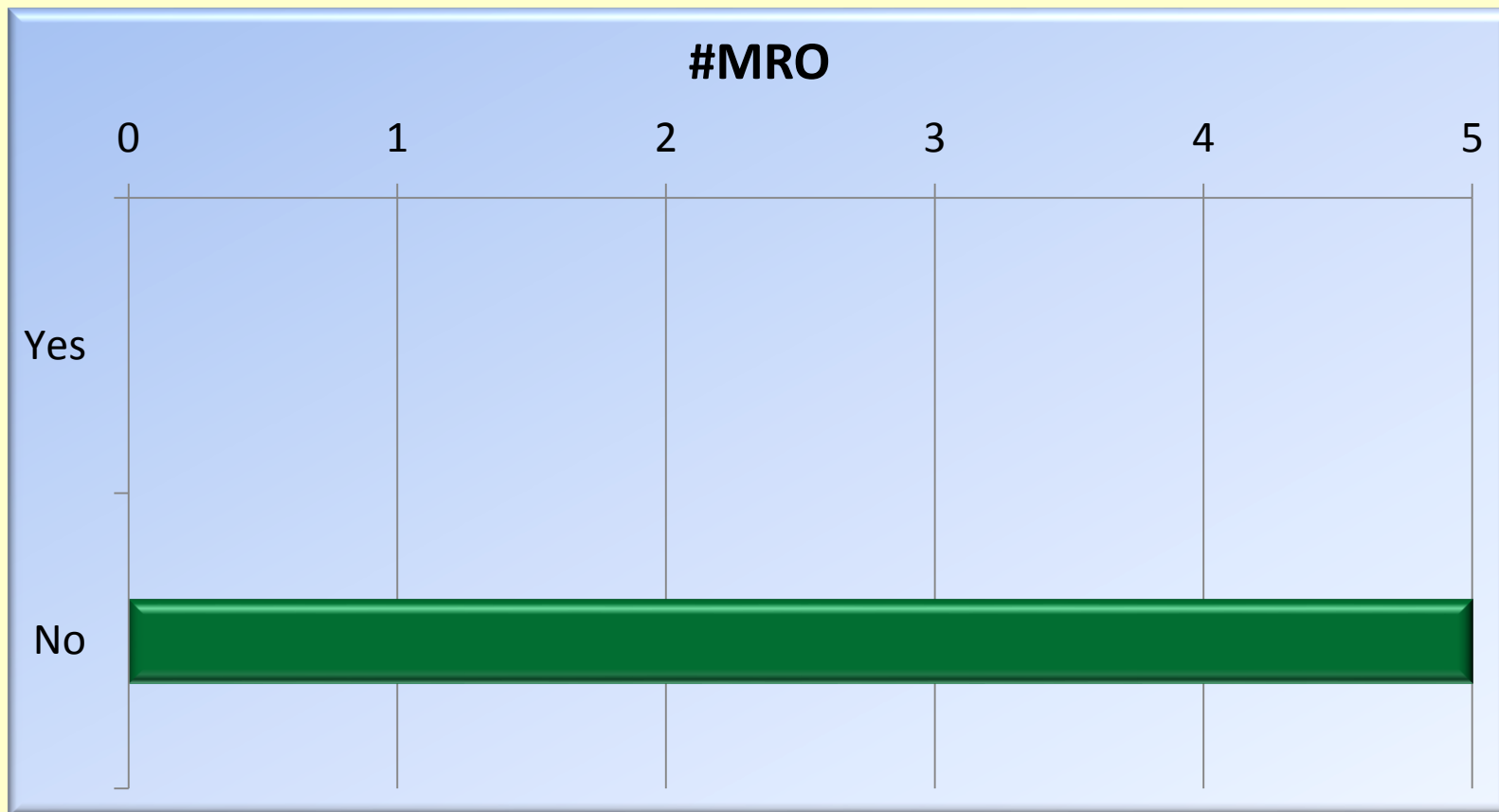
Do you offer your services to farmers in foreign countries?





# Milk Recording Service

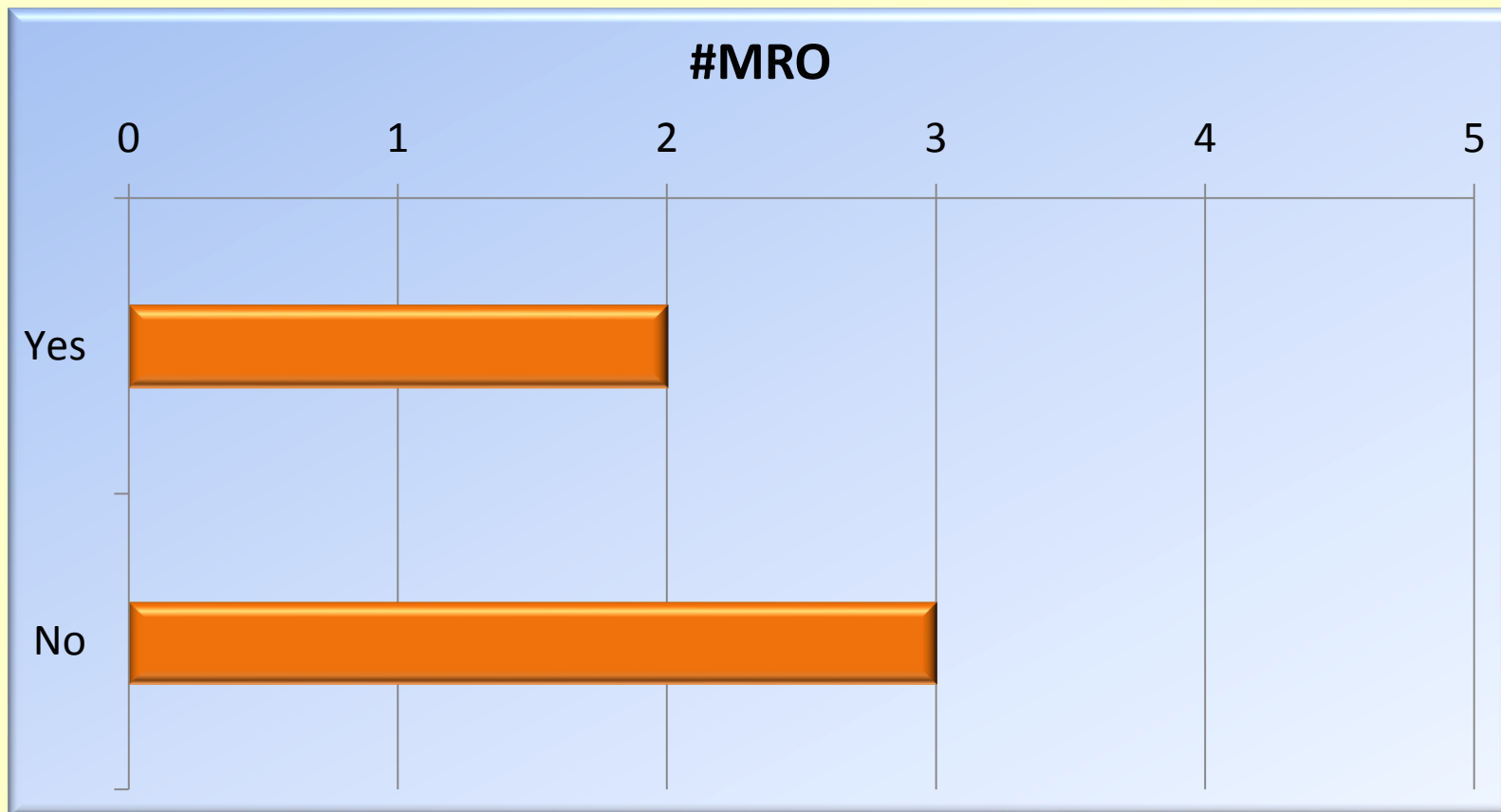
Do any foreign milk recording organisations offer services to farmers in your area?





# Milk Recording Service

Are you planning to expand abroad and/or form alliances with foreign companies in the future?



# Milk Recording Organisation

## SWOT analysis for milk recording

### INTERNAL FACTORS - STRENGTHS

- Equipment, structure, lab. ISO 17.025
- It is an umbrella organization where the head (ACHA), through the MR Entities covers the whole country
- High reliability
- Longstanding experience, modern
- Knowledge in milk recording

### INTERNAL FACTORS - WEAKNESSES

- The system is very much depending on milk price and entirely paid by farmers
- Too many technicians, big coverage
- Low supervision
- We depend of government support each year, we need to improve a payment scheme for the farmer to the future

### EXTERNAL FACTORS - OPPORTUNITIES

- Raise of herd in milk recording
- We still can technify much more
- Small farmer subsidies,
- To offer services abroad
- Pregnancy or diseases diagnostics
- Independent laboratory analysis

### EXTERNAL FACTORS - THREATS

- Trying to get the government involved
- New competitors
- Milk price
- New SCC laboratories
- Government will can't support the program to the future

# Summary

## Financial support

- Neither AI companies, dairy plants nor breeder association provide financial support to farmers in Milk Recording Services
- In one country the government supports payment of the service. A second country provides partial financial support.
- There is no tax incentives for farmer with milk recording

# Summary

## Technicians

- Only 2 MRO ask for Agriculture studies
- In all of MRO, technician are evaluated regularly
- Some MRO hires technicians and others MRO have outsourced.
- All MRO in the survey have a type of certification for technicians
- They haven't training more often than once a year

# Summary

## Milk Recording Methodologies

- Laptop and paper are most common way to record information.
- Milk samples with Barcode are most common.
- All MRO use method A (75% to 100%). Two of them use method B and two use method C.
- The milk sampling method are Equal measure (E) of two or three milkings in a vial and Alternated one milking recording (T).
- The interval between recording is 4 weeks in all MRO. One of them offers 6 weeks and another offers 8 weeks interval.
- The majority of them use TIM or TIM modified to calculate accumulated yield.



# Summary

## Milk Analysis

- The majority of MRO (4 of 5) have %Fat and %Protein as a routine analysis. Only 3 MRO have SCC included in fee.
- Urea is analyzed in 1 MRO as routine and 3 MRO with additional charge.
- Pregnancy test is offer in 2 MRO and 2 are planning for the future.
- Only 2 MRO have their own milk analysis laboratory.

# Summary

## Milk Recording Strategy

- MRO want to offer new services
- Afford financial problem thru redesign pricing policy and reduce cost, optimizing routes and travels of technician.
- There are implementing Genomic Selection.
- In last years they are working in Computerization, software and automatic data transfer.
- 3 MRO observed an increase of interest for the service in their countries.
- For the future they are thinking in add New Online Services. Also benchmarking; improving the services for fertility, feeding and health management .

# Conclusions

## Indicators

- The share of dairy cows with milk recording services is an indicator of introductions of this tool in each country.
- The quantity of traits analyzed in the milk samples included in the fee, could show how well established is a MRO (Fat, protein, SCC, urea).
- Additional services as pregnancy, feeding and health management (lameness) would give a good vision of development of the milk recording program.

**Thank you for your attention...**