



THE GLOBAL STANDARD
FOR LIVESTOCK DATA



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:

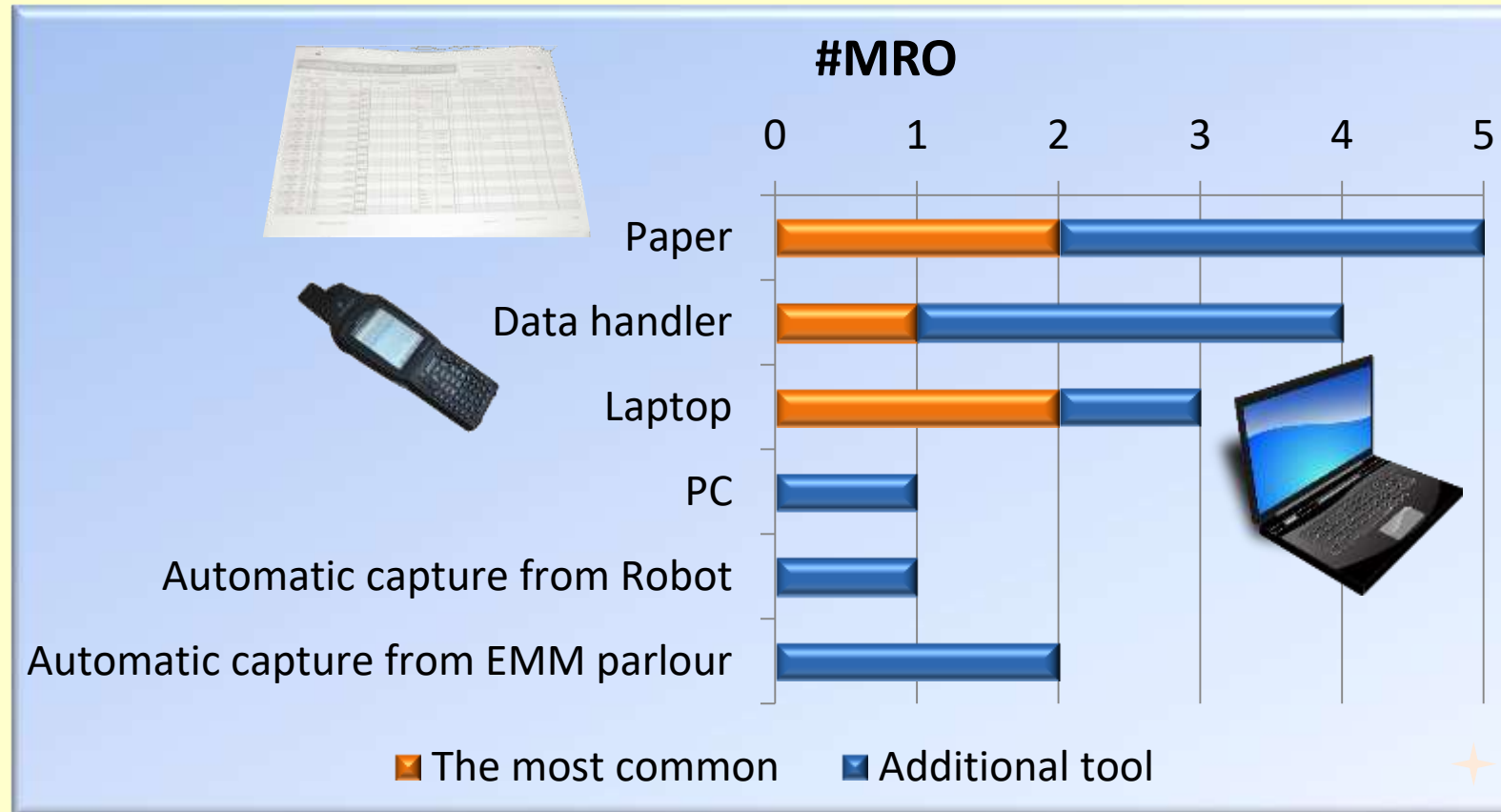
Country	Organization	Dairy Cows Country	Recorded Country	% cows recorded	# MRO	# Labs	Covered by this MRO	National coverage
Argentina	ACHA	1,800,000	454,132	25%	79	5	454,132	Yes
Brazil	APCBRH	22,914,000*	67.579	0.3%	8	10 of.	35,000	No
Chile	Cooprinsem	400,000	200,000	50%	9	7	175,000	Yes
Colombia	Assosimental	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



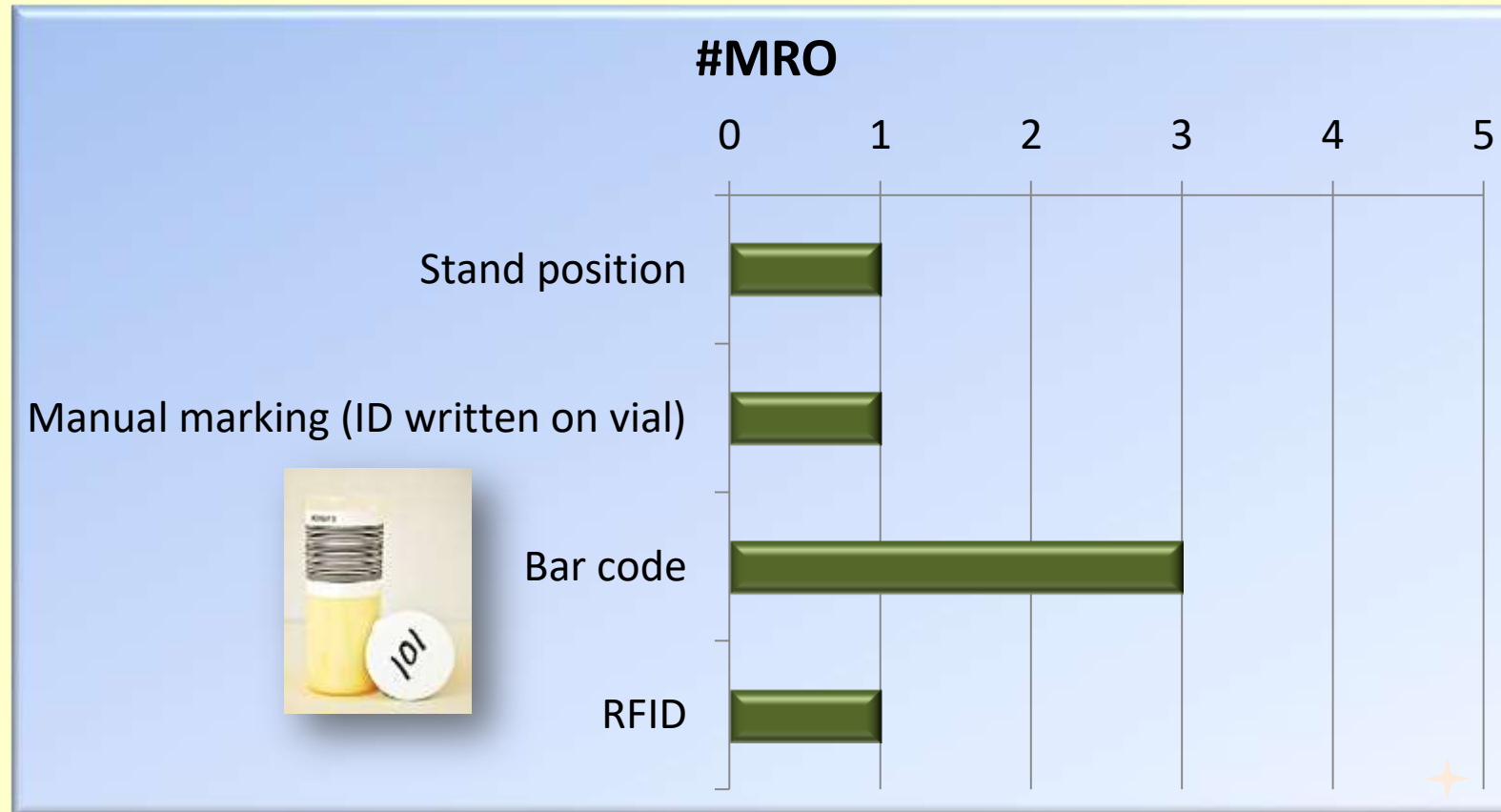
Data Capture

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



Identification

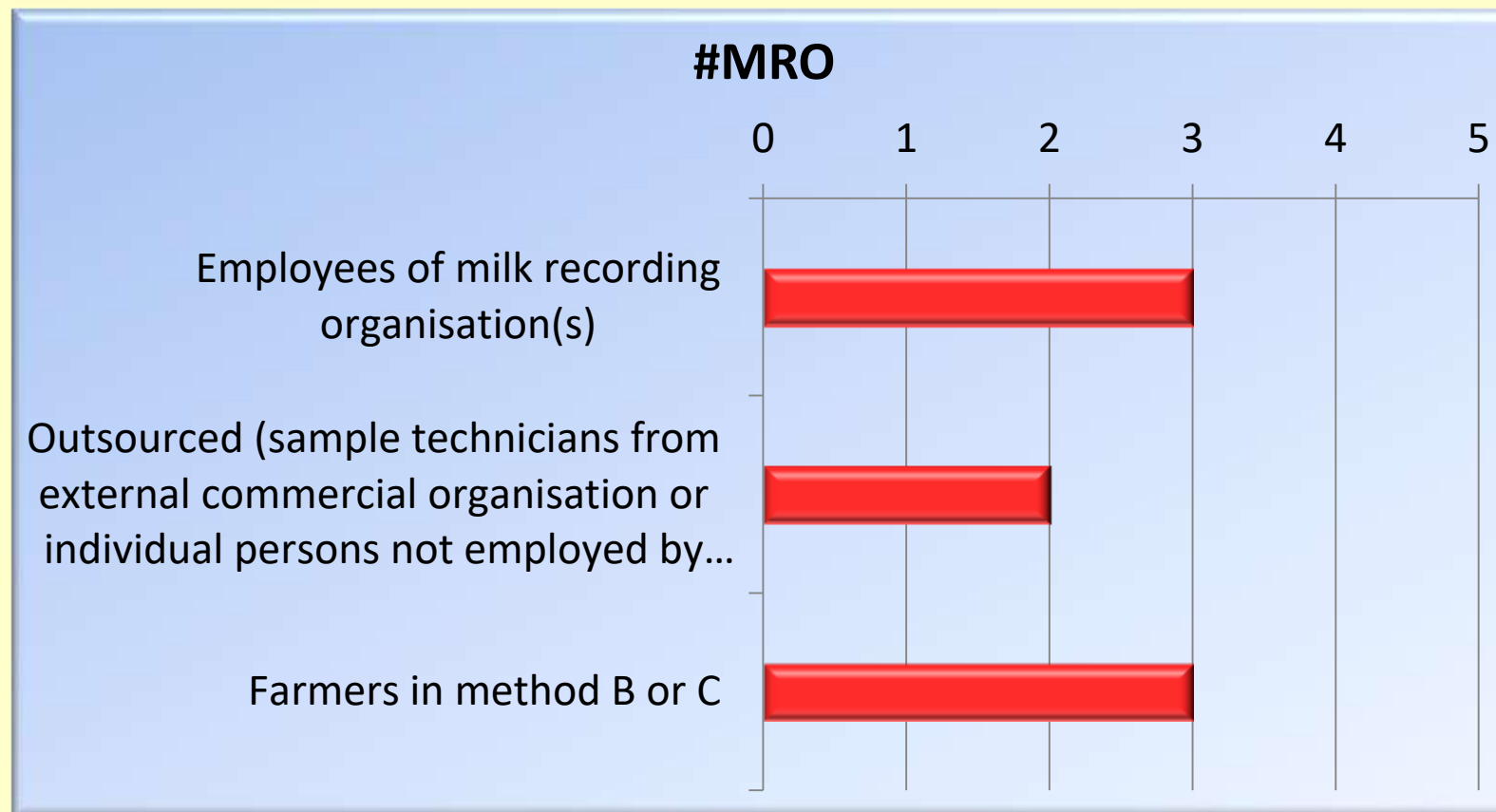
Which kind of sample identification is used?





Technicians

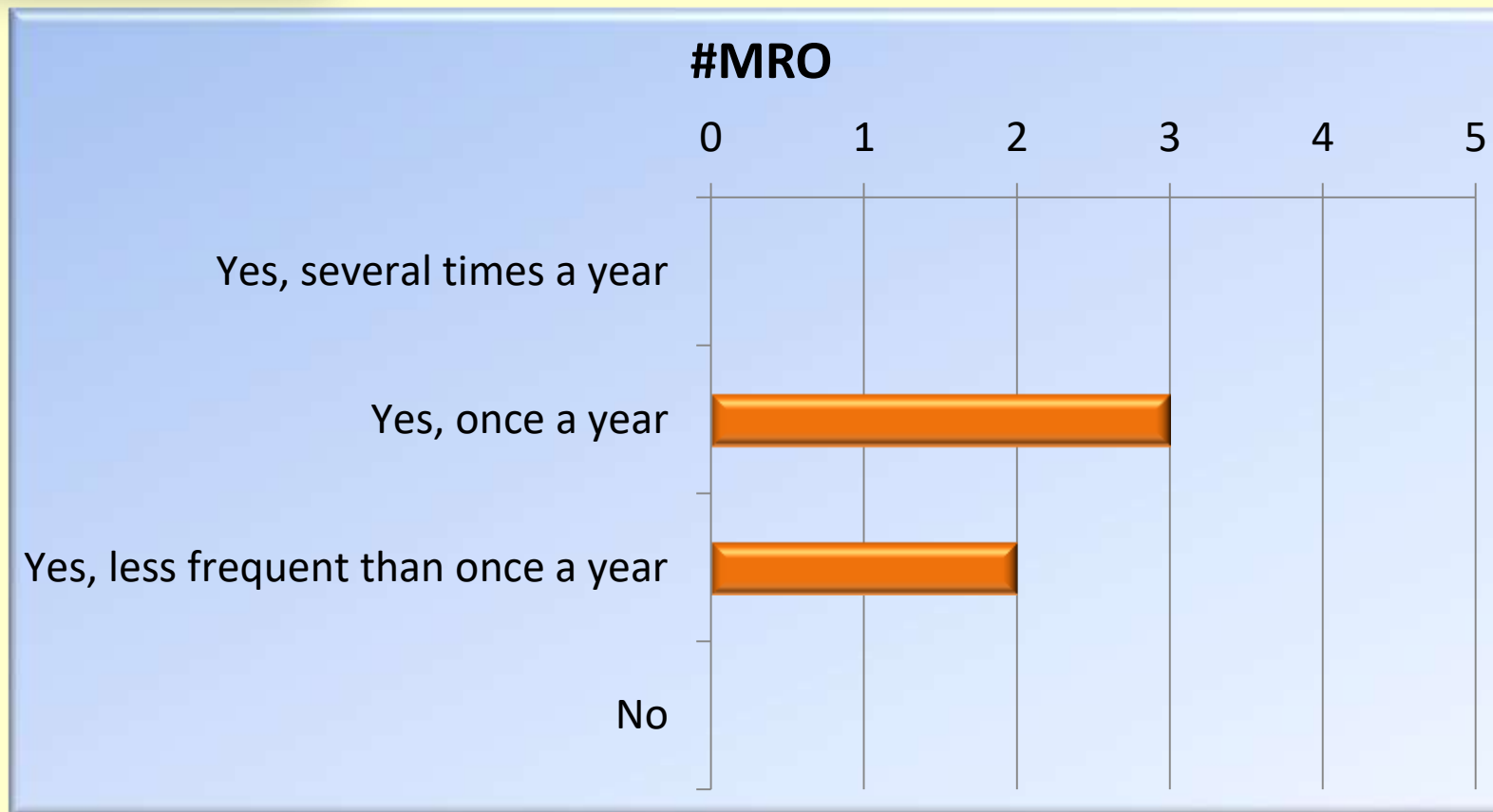
Your sample technicians are:





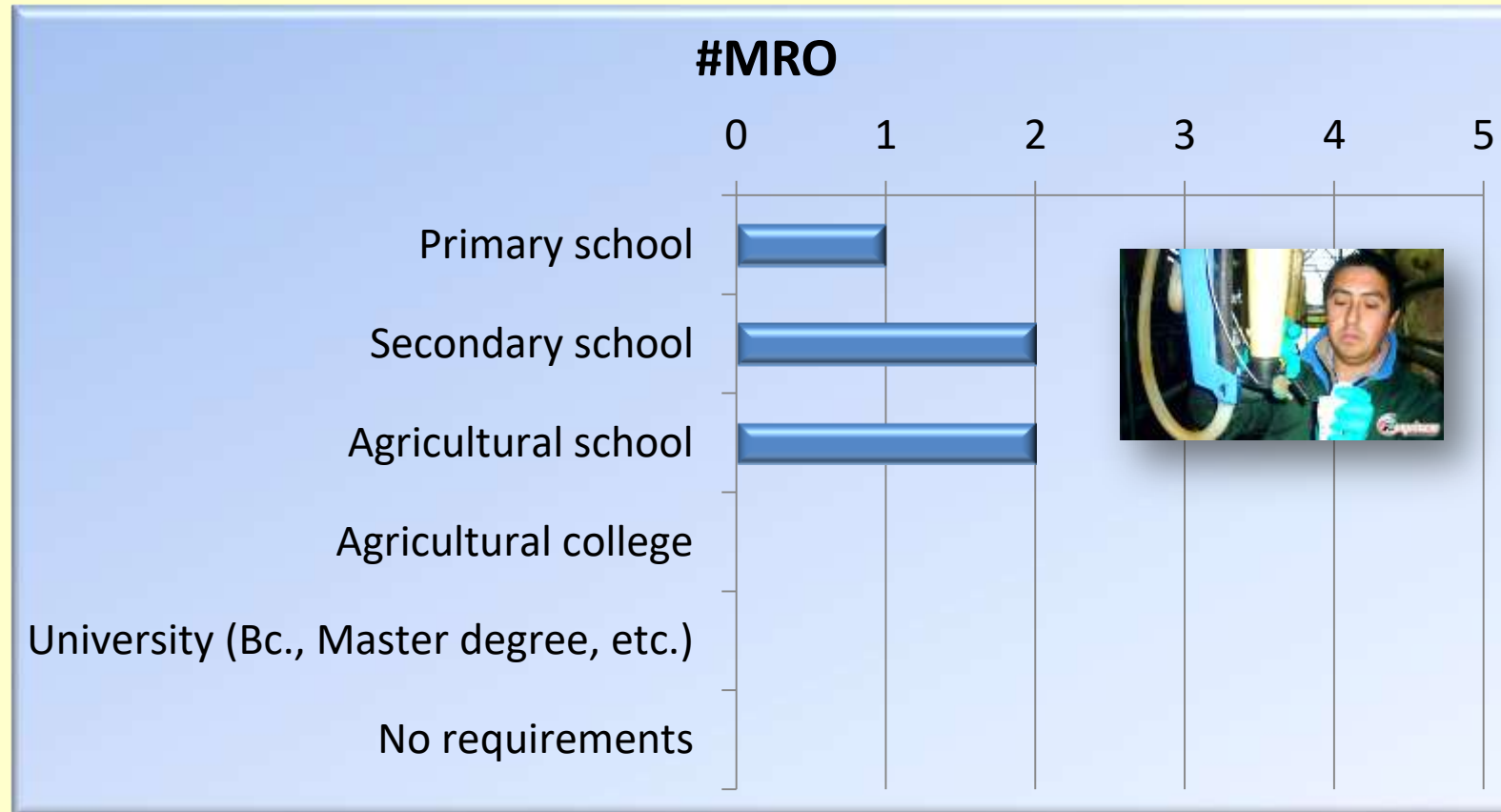
Technicians

Are they trained regularly?



Technicians

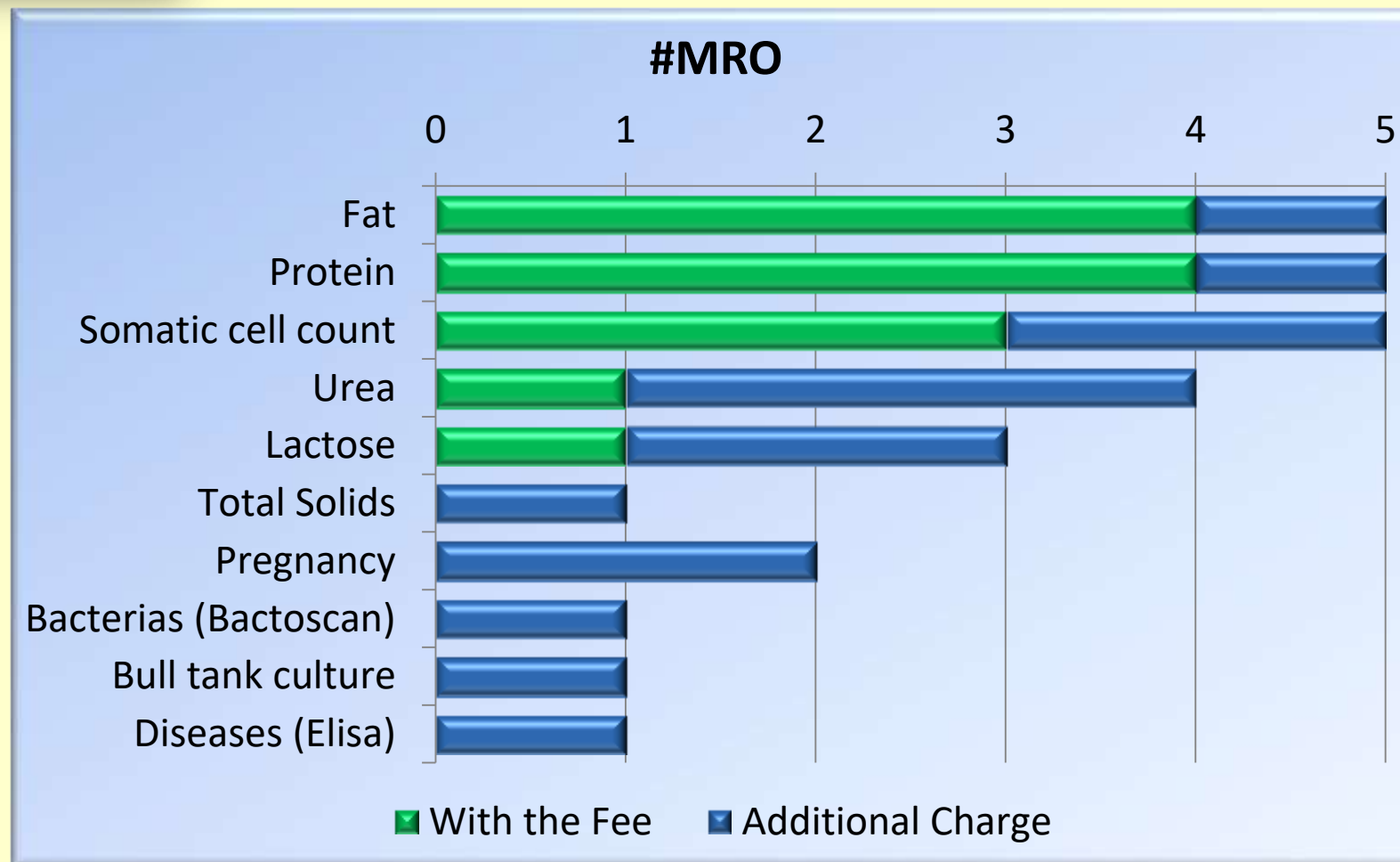
Is there a required level of education for the technicians?





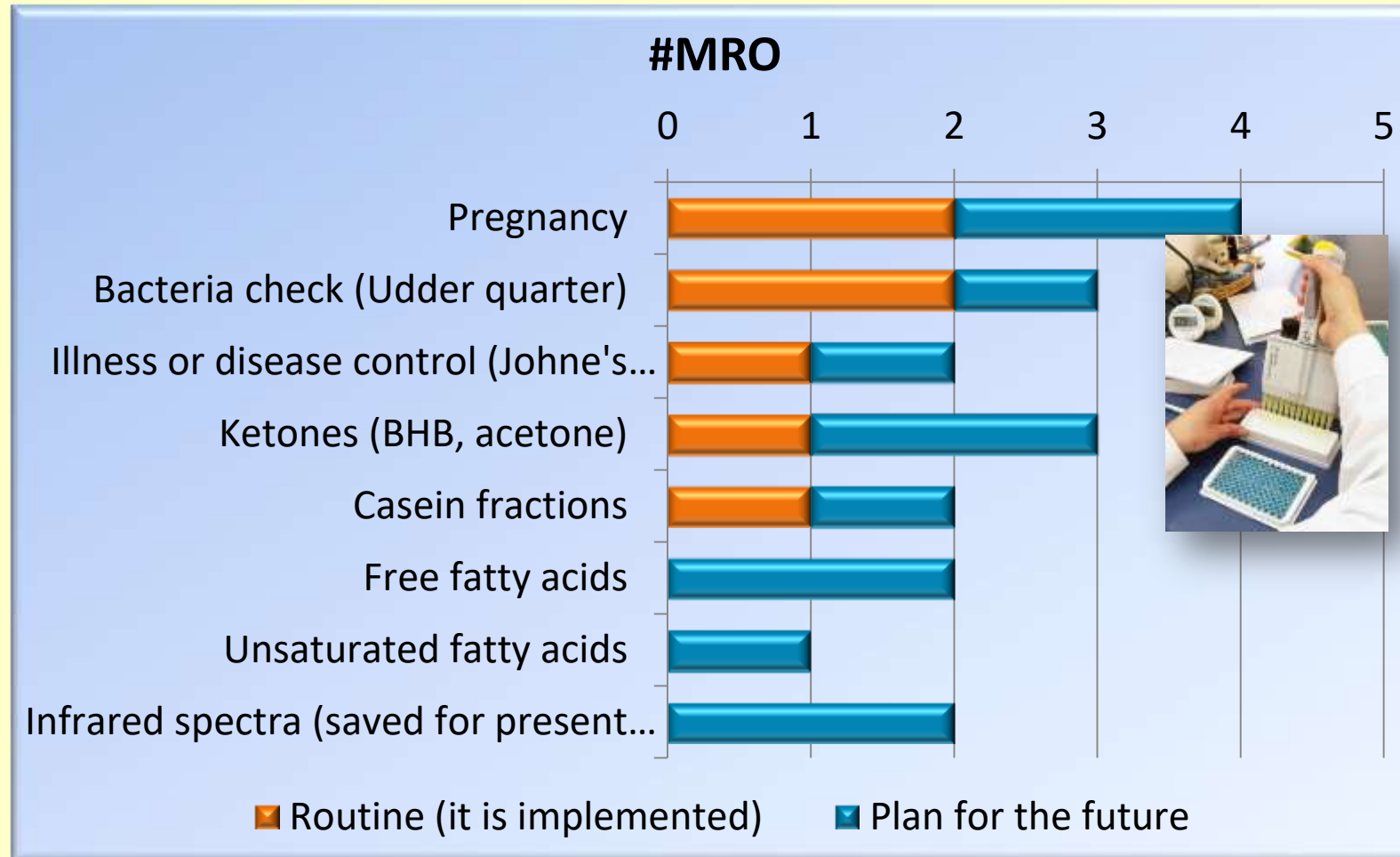
Milk Analysis

How do you conduct milk-recording analysis?



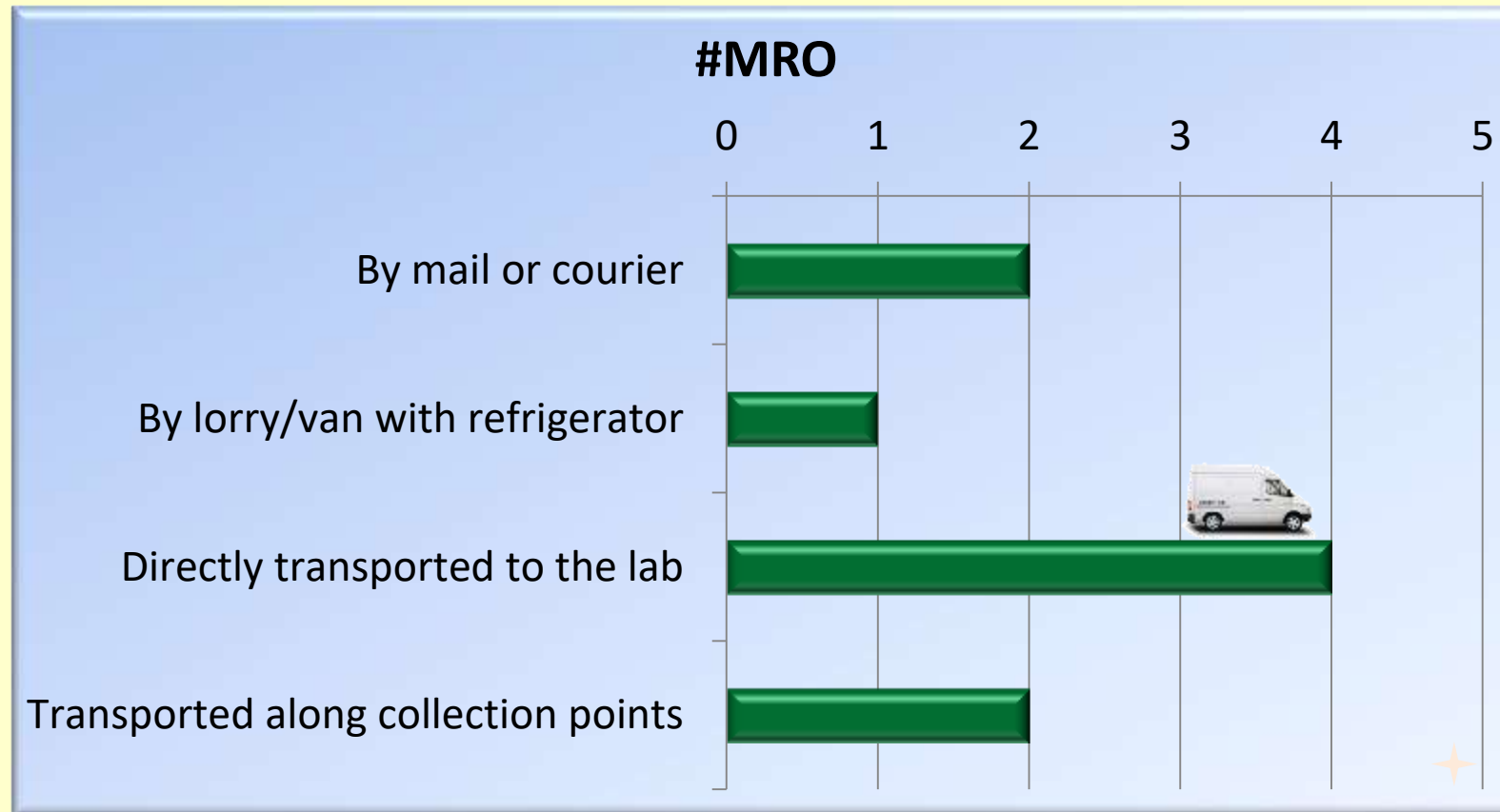
Milk Analysis

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



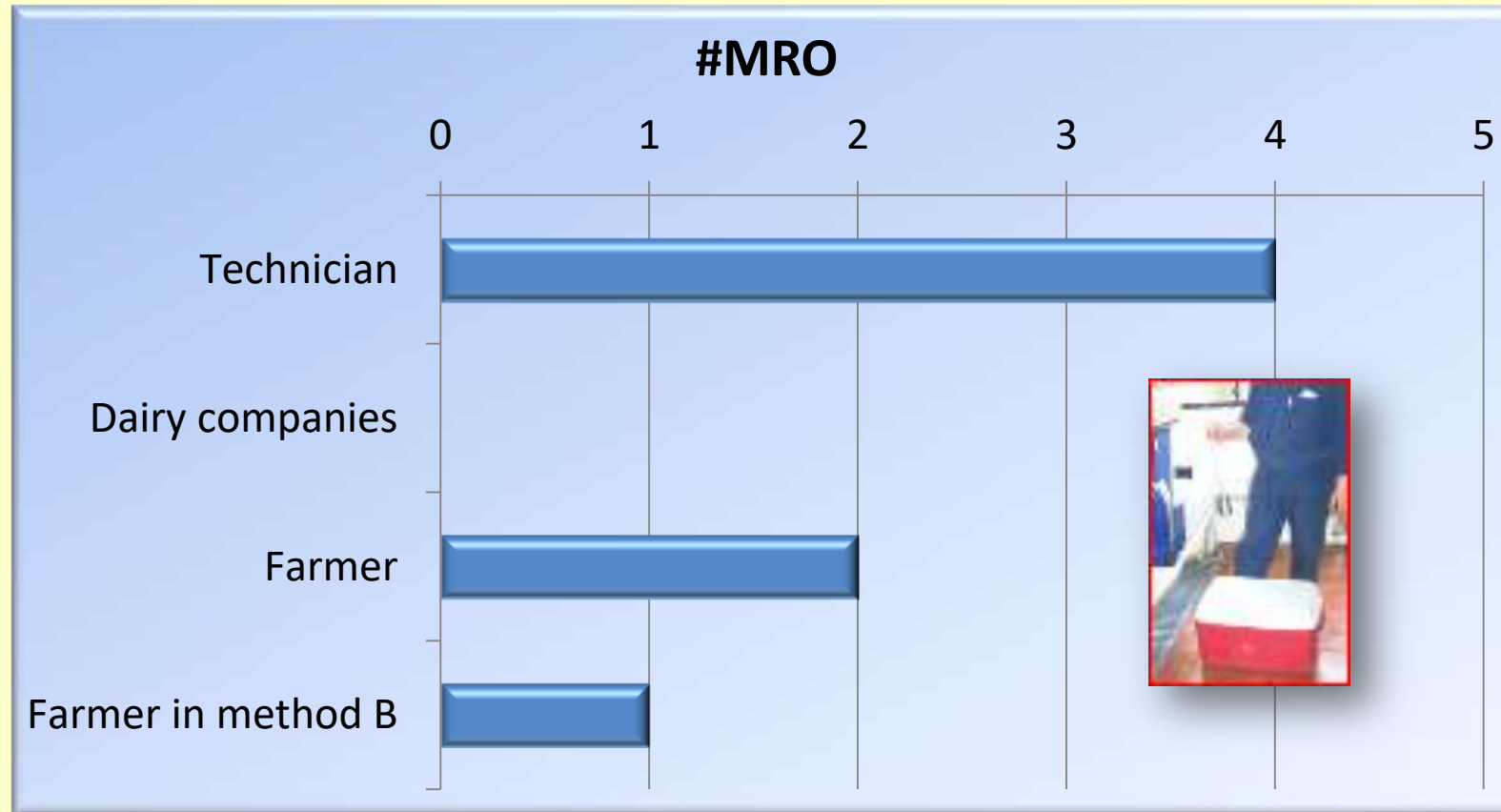
Milk Sampling

How are the samples transported?



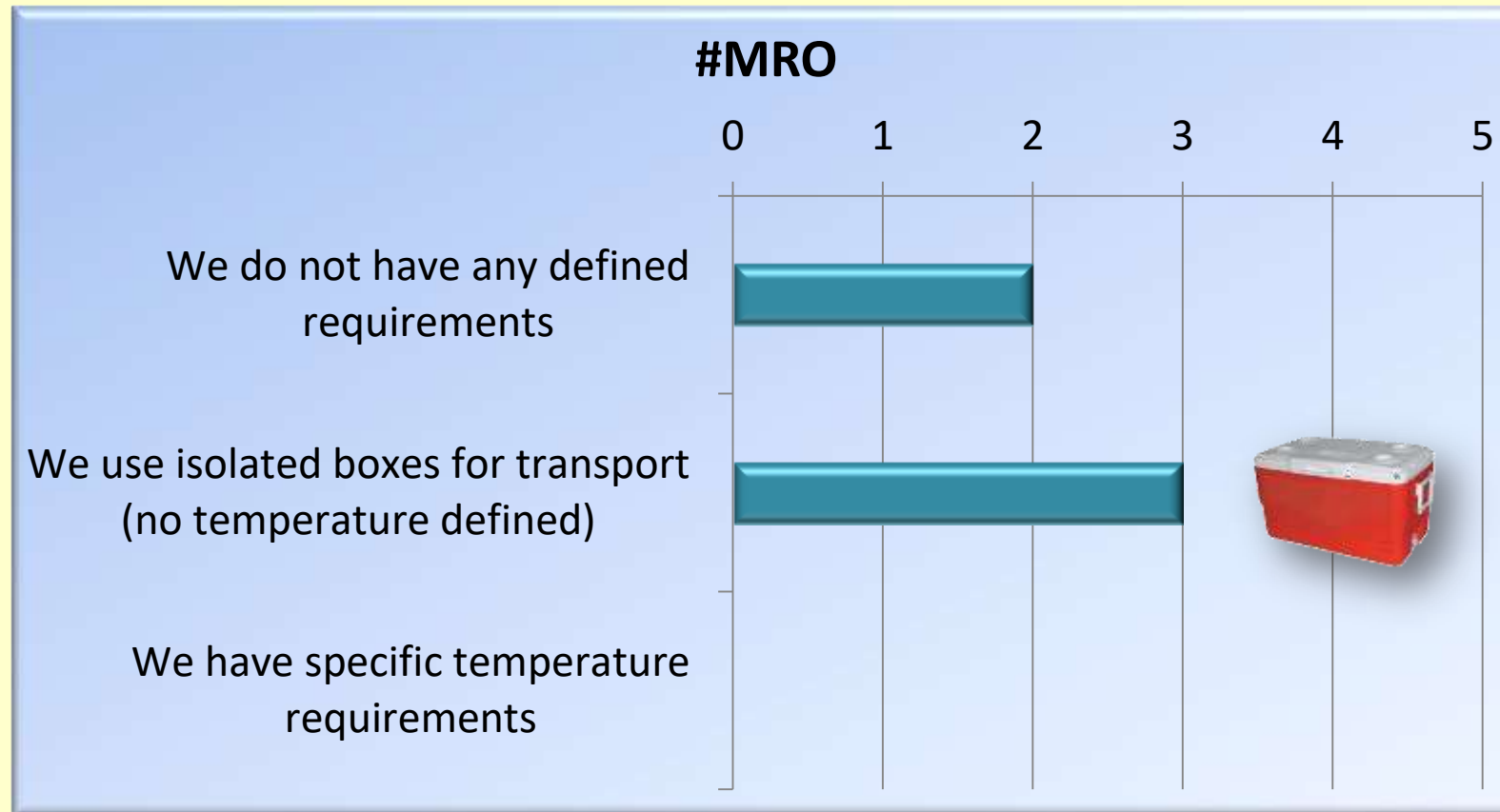
Milk Sampling

Who is responsible of transport samples?



Milk Sampling

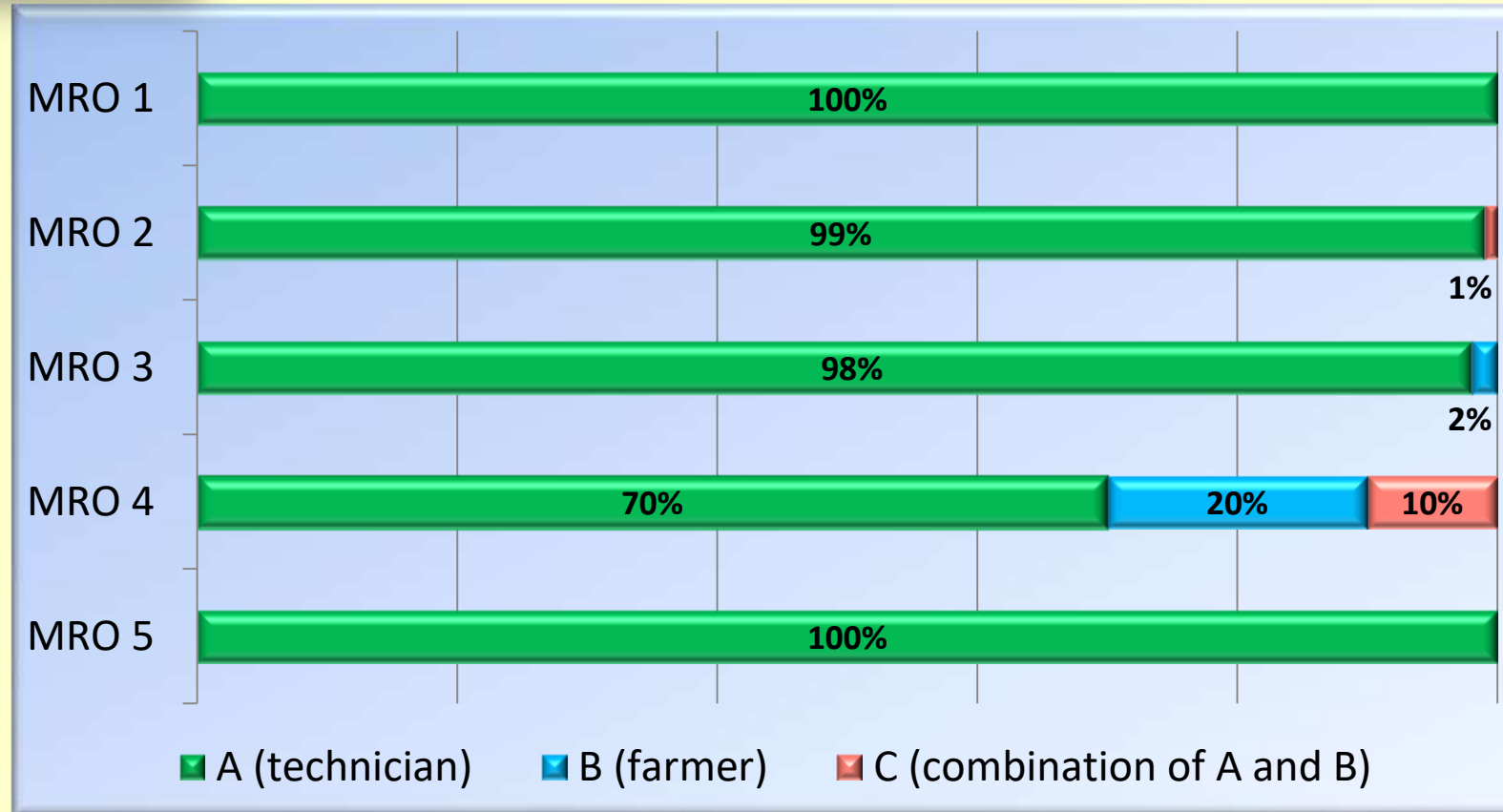
What temperature is used when transporting samples?





Milk Recording

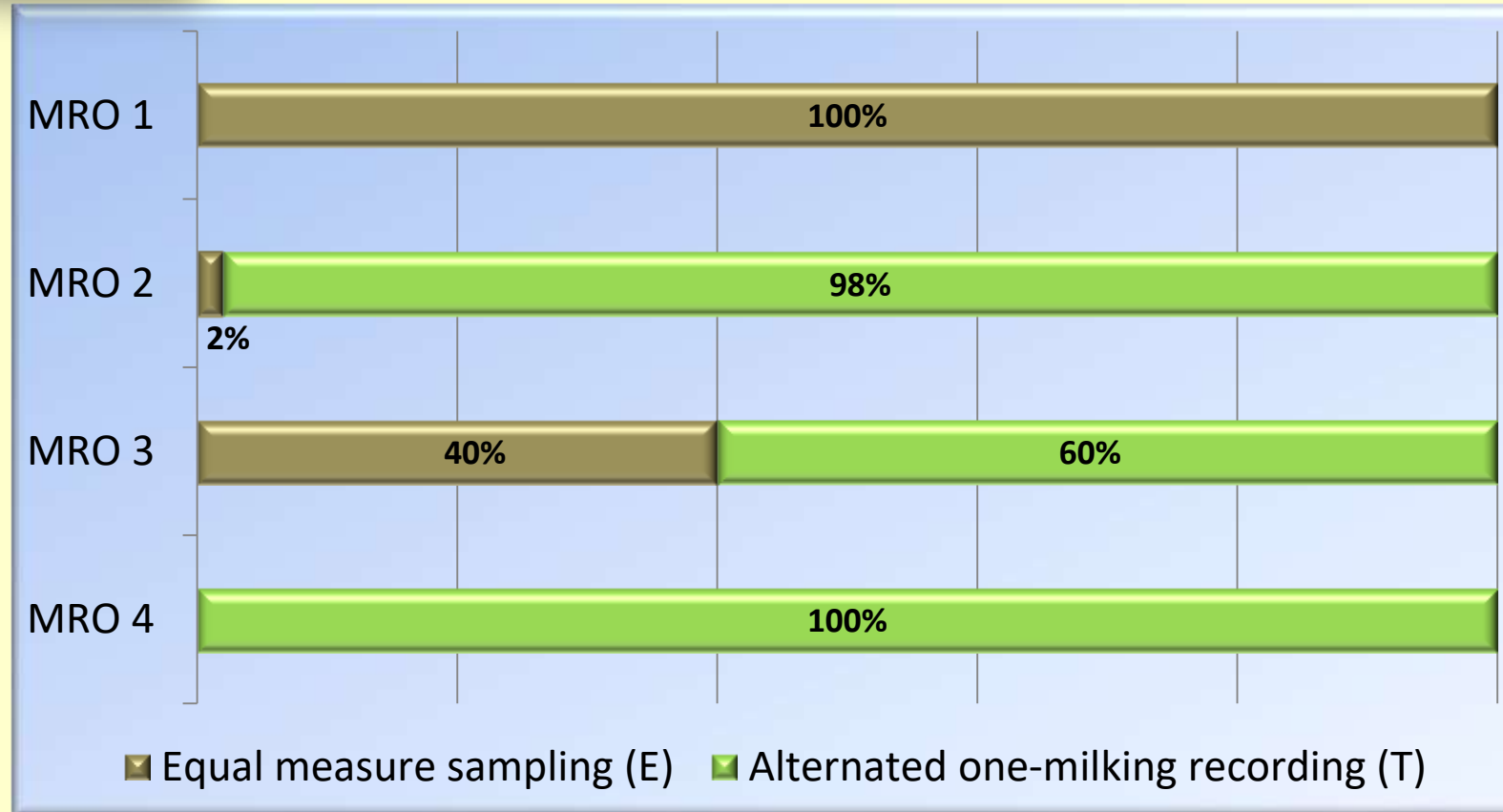
Milk recording methods (% of herds)





Milk Recording

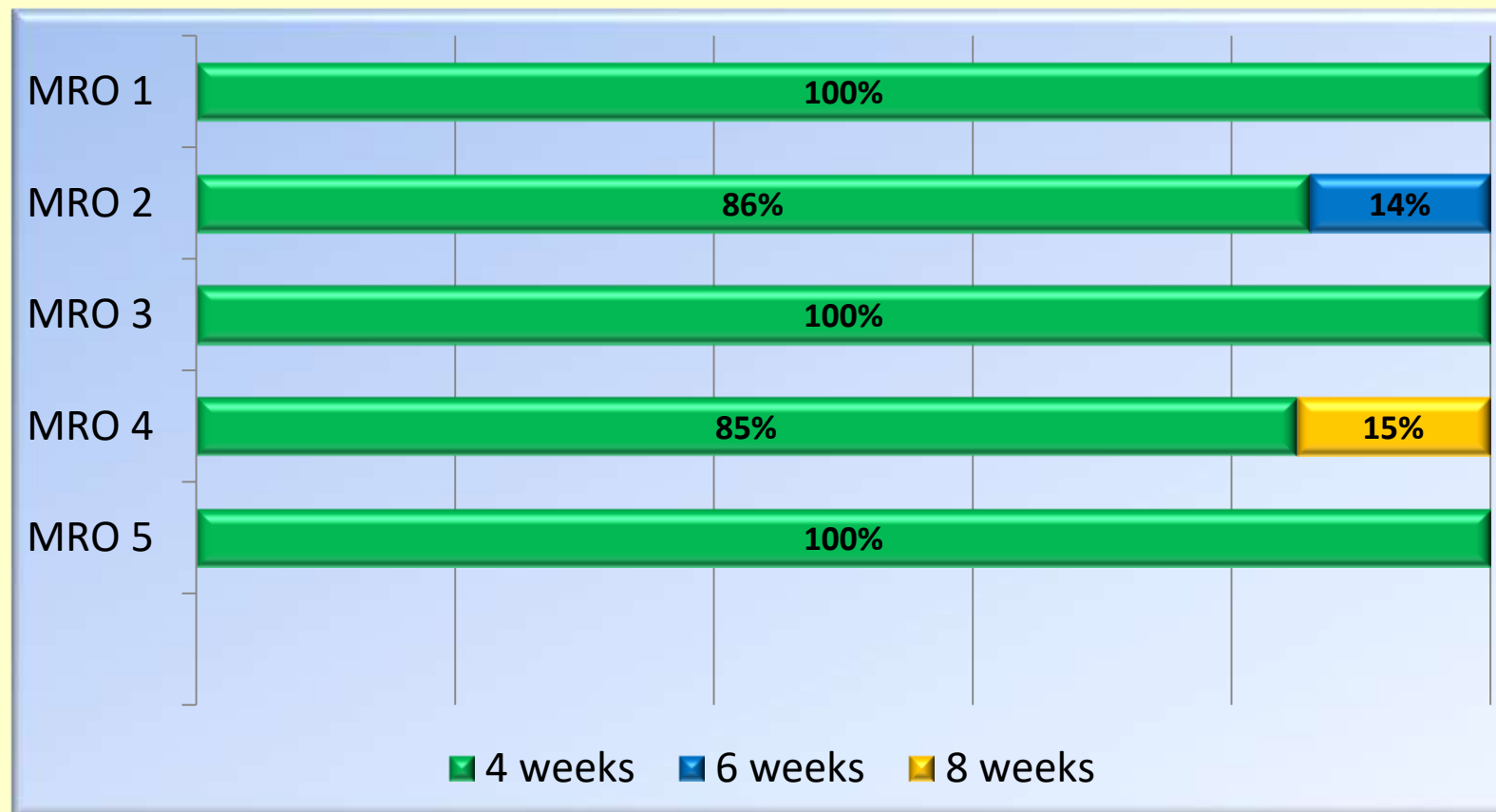
Sampling schemes (% of herds)





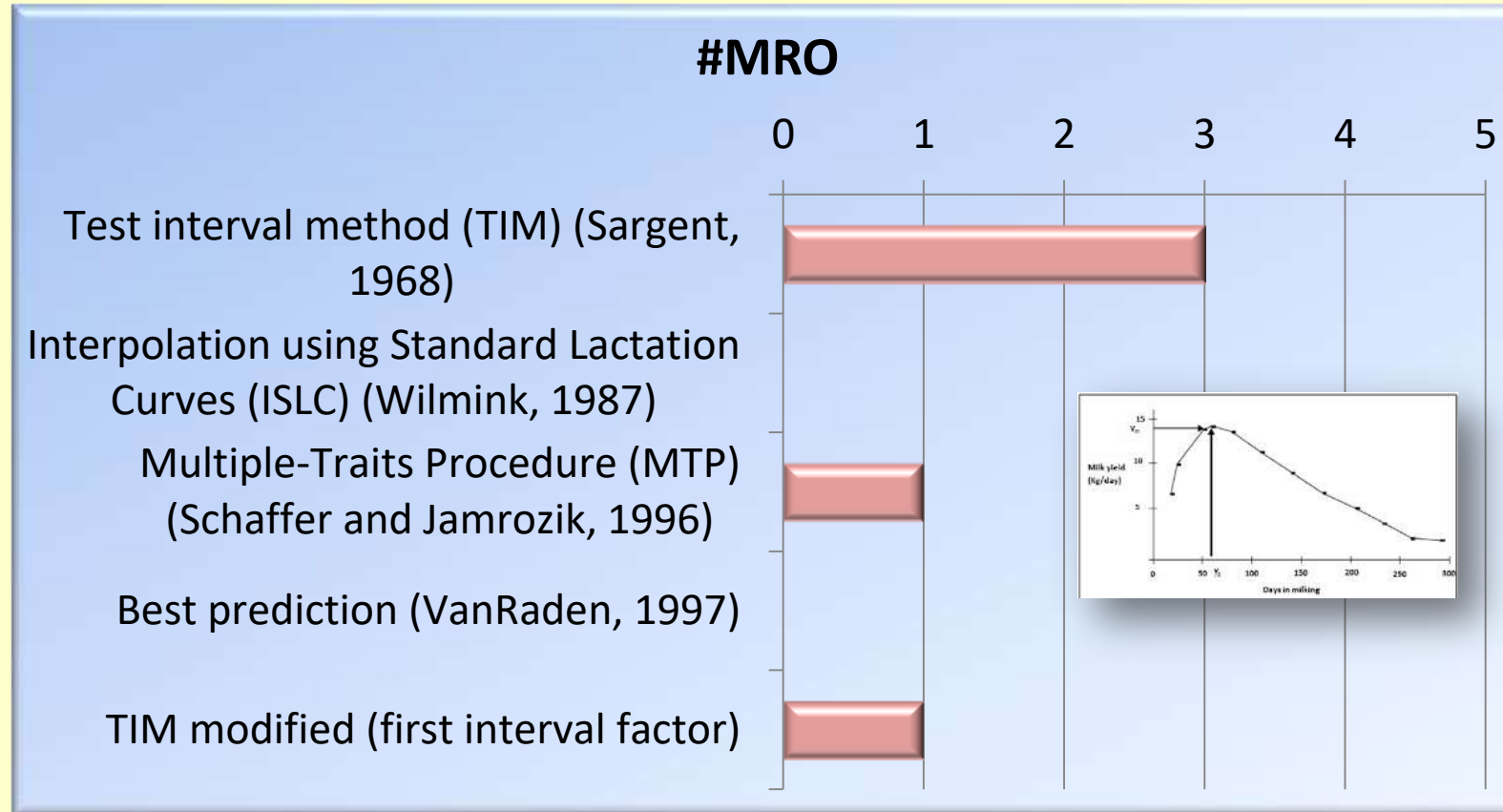
Milk Recording

Recording intervals in weeks (% of herds)



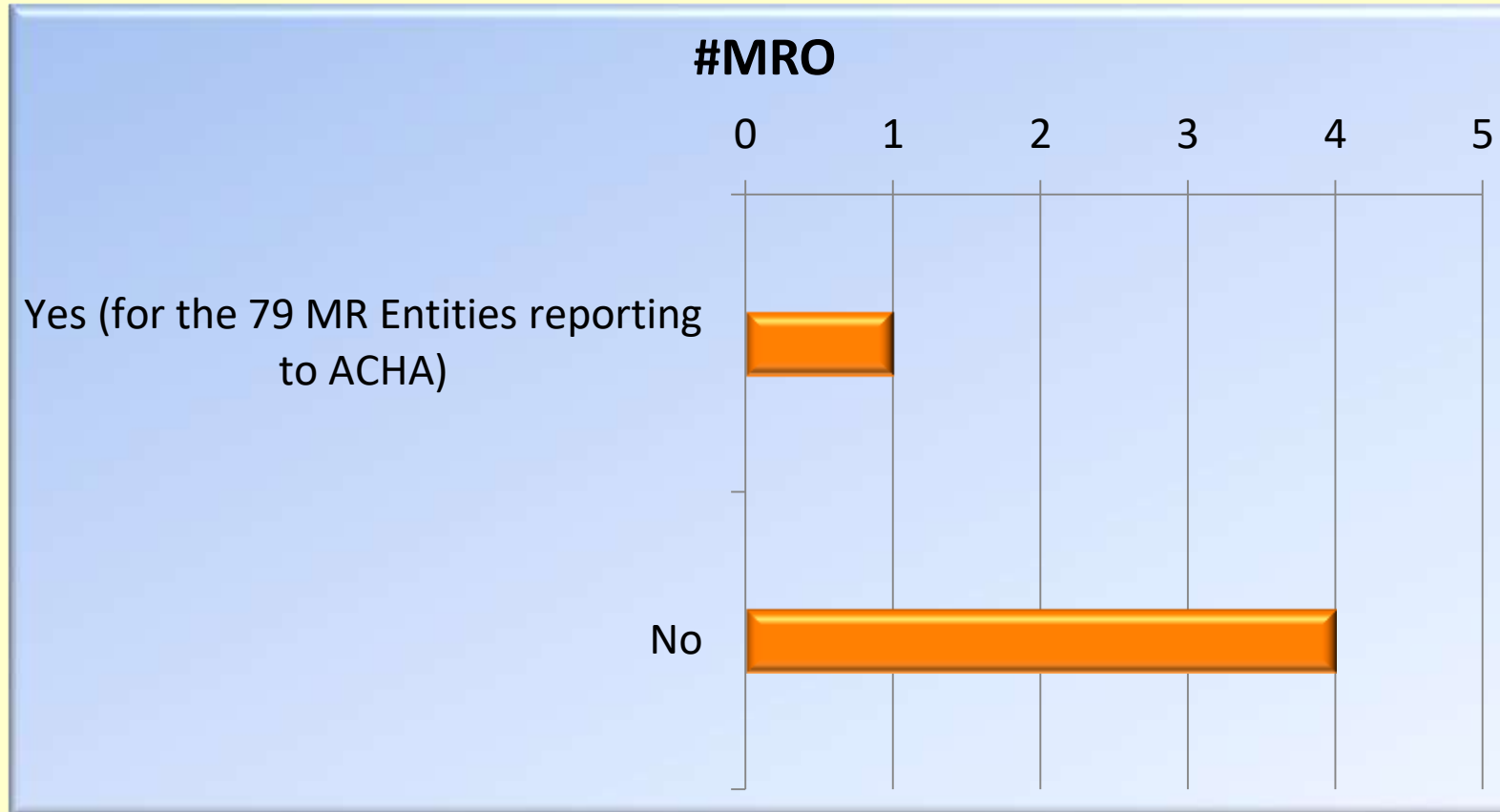
Milk Recording

Which methods are used to calculate accumulated yield / lactation?



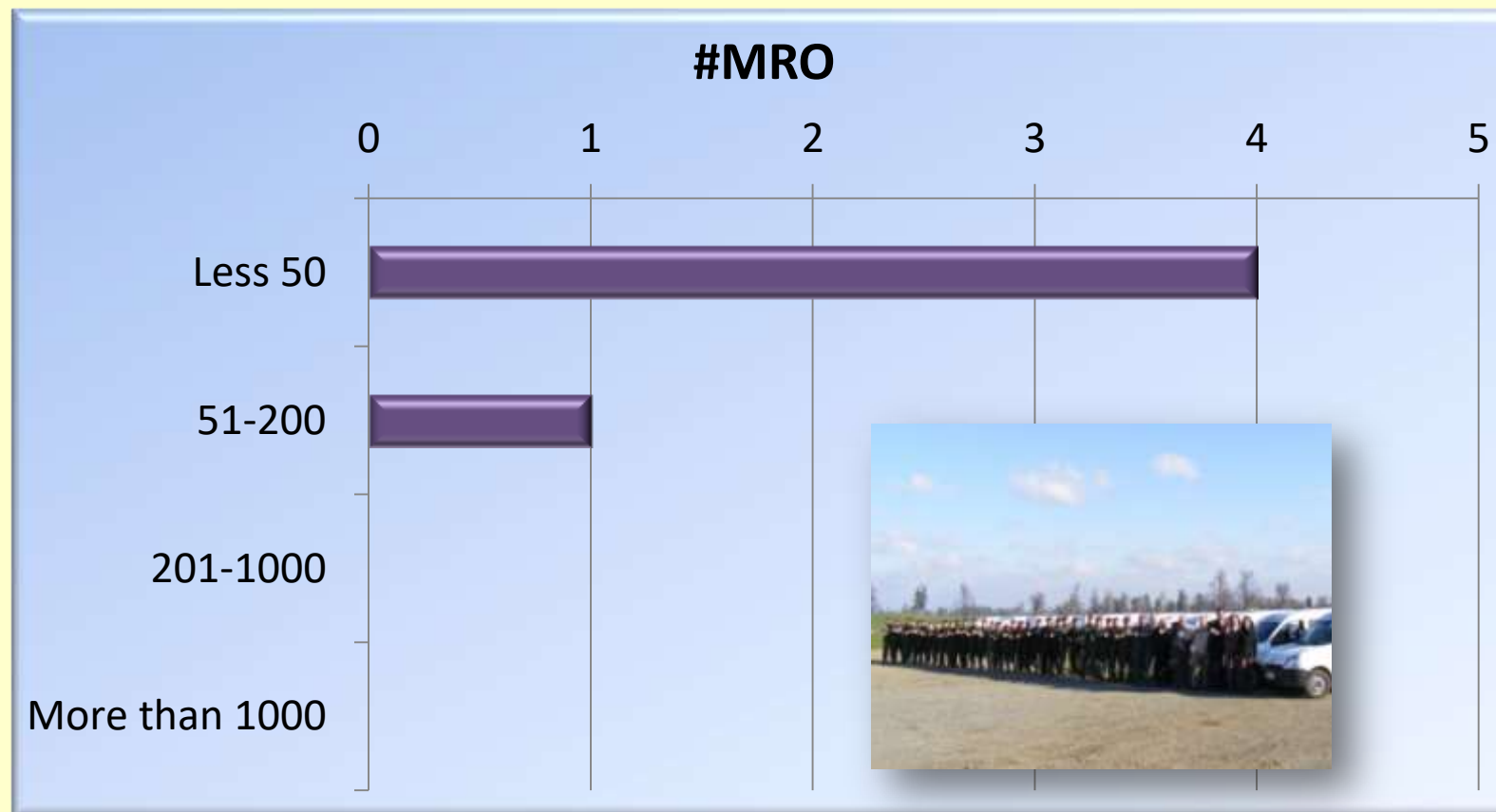
Milk Recording Organisation

Is milk recording the most important business for these organisations?



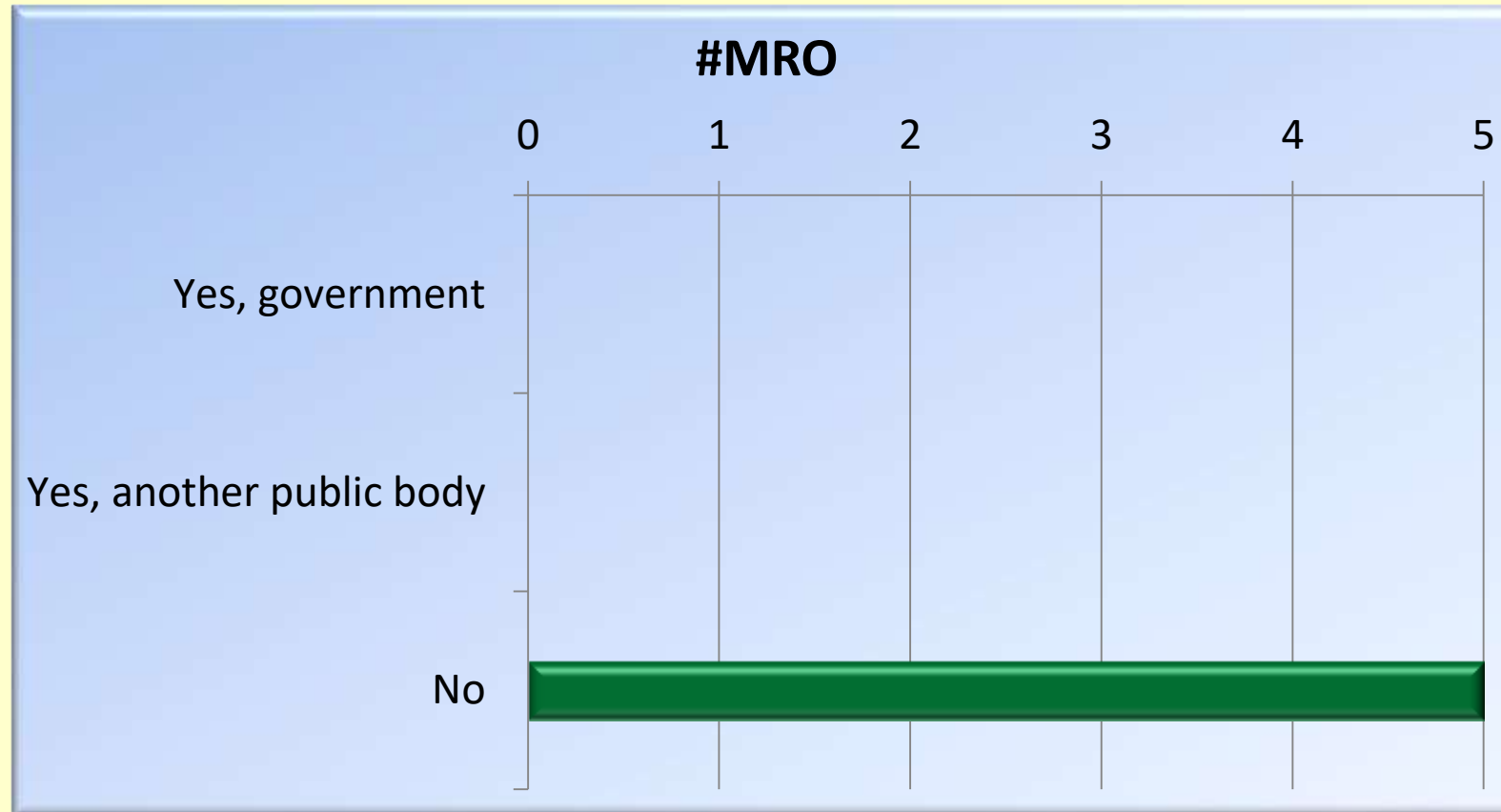
Milk Recording Organisation

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



Milk Recording Organisation

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

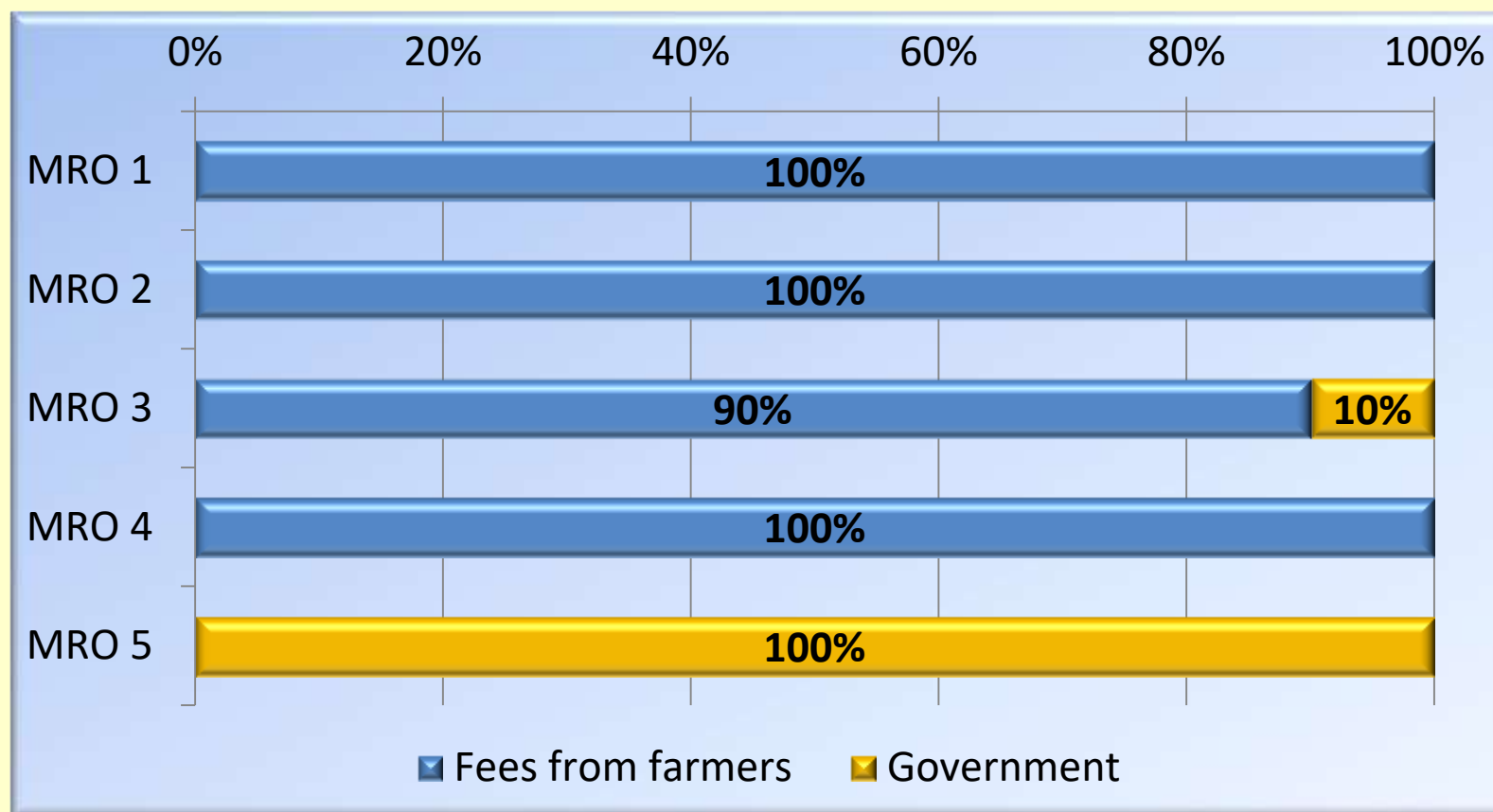




Milk Recording Service

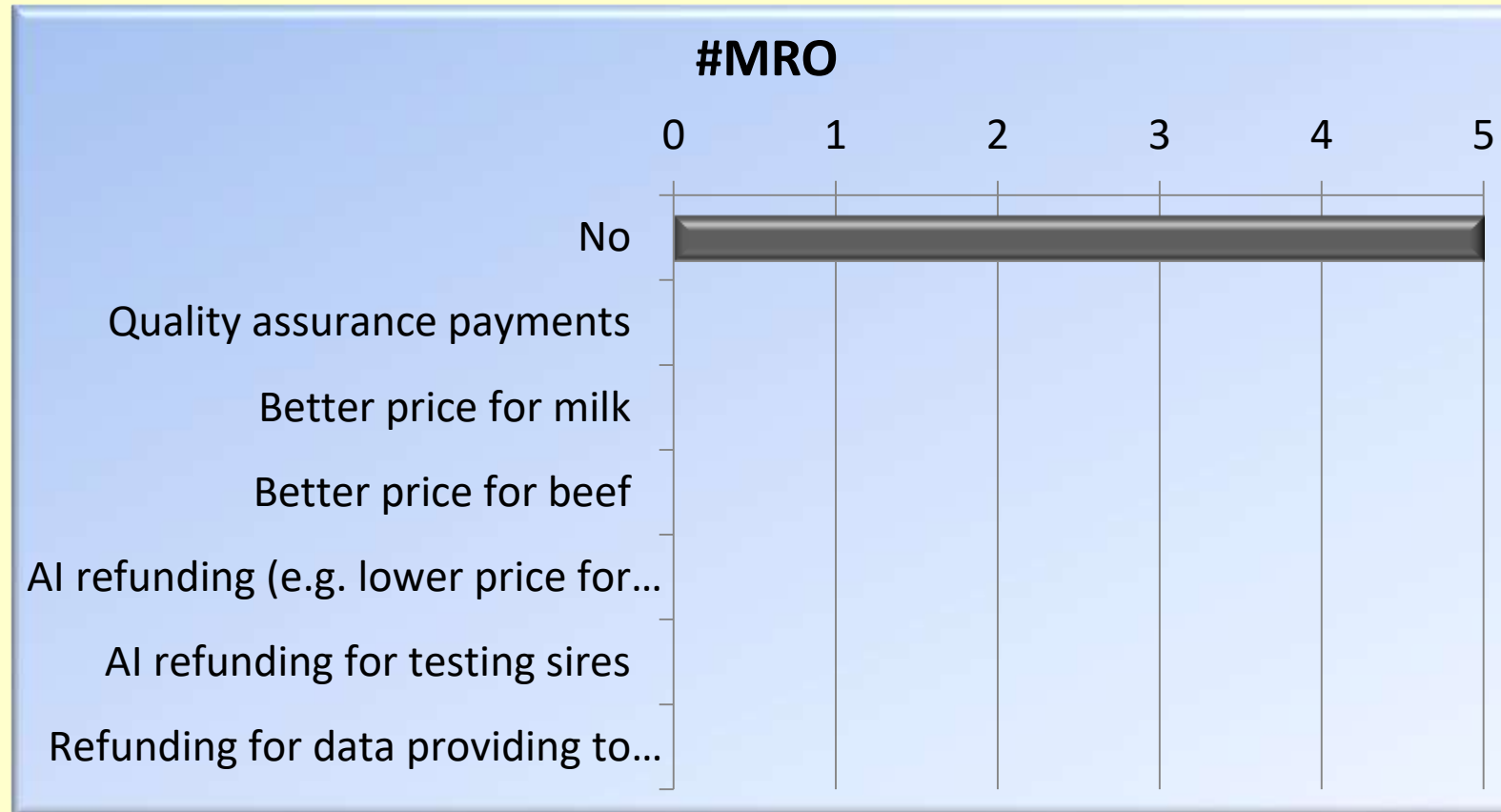
How were milk recording services paid for in 2015?

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



Milk Recording Service

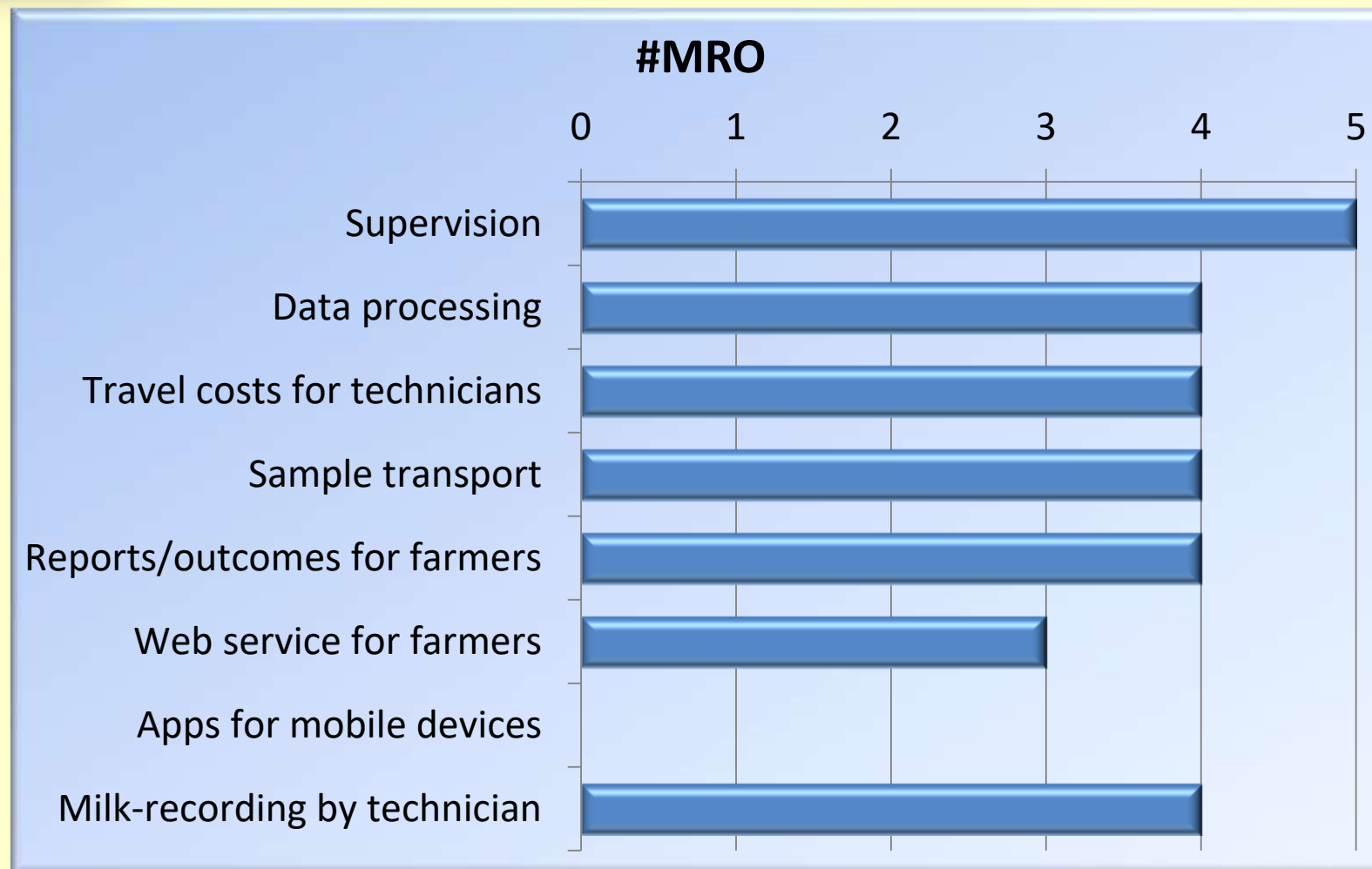
Does the farmer receive any public refunding for his recording fee?





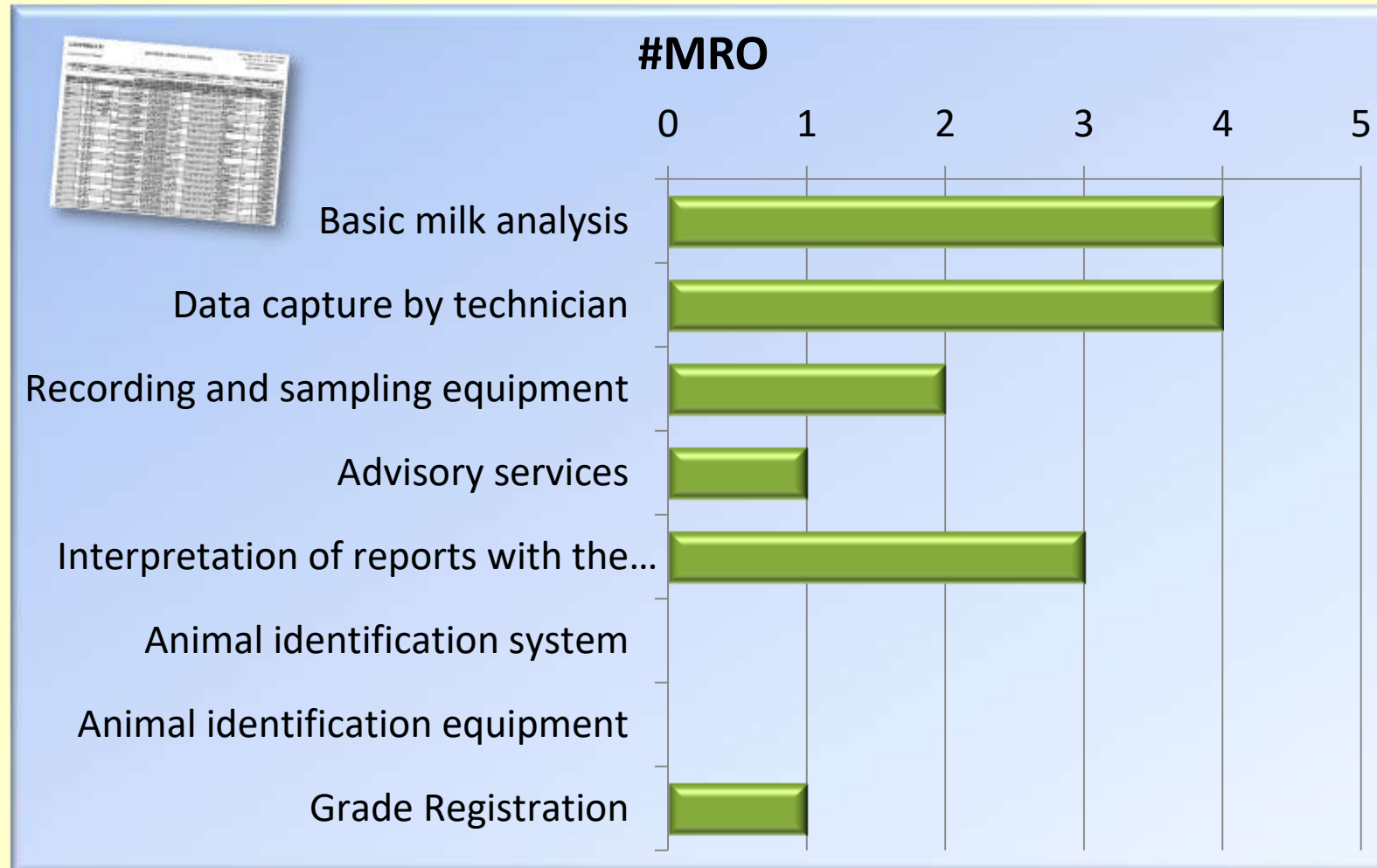
Milk Recording Service

Options included in the minimum payment for recording



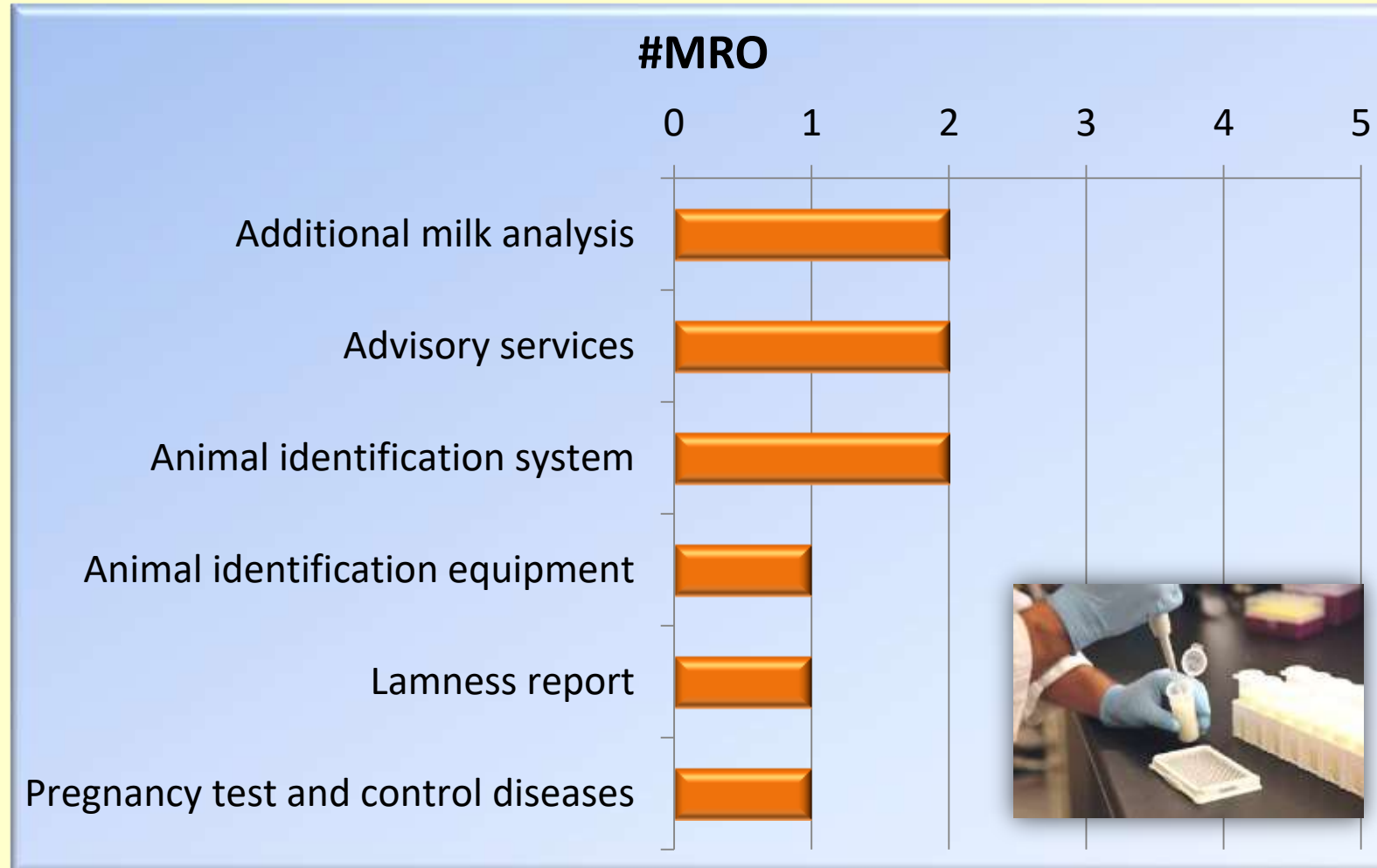
Milk Recording Service

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



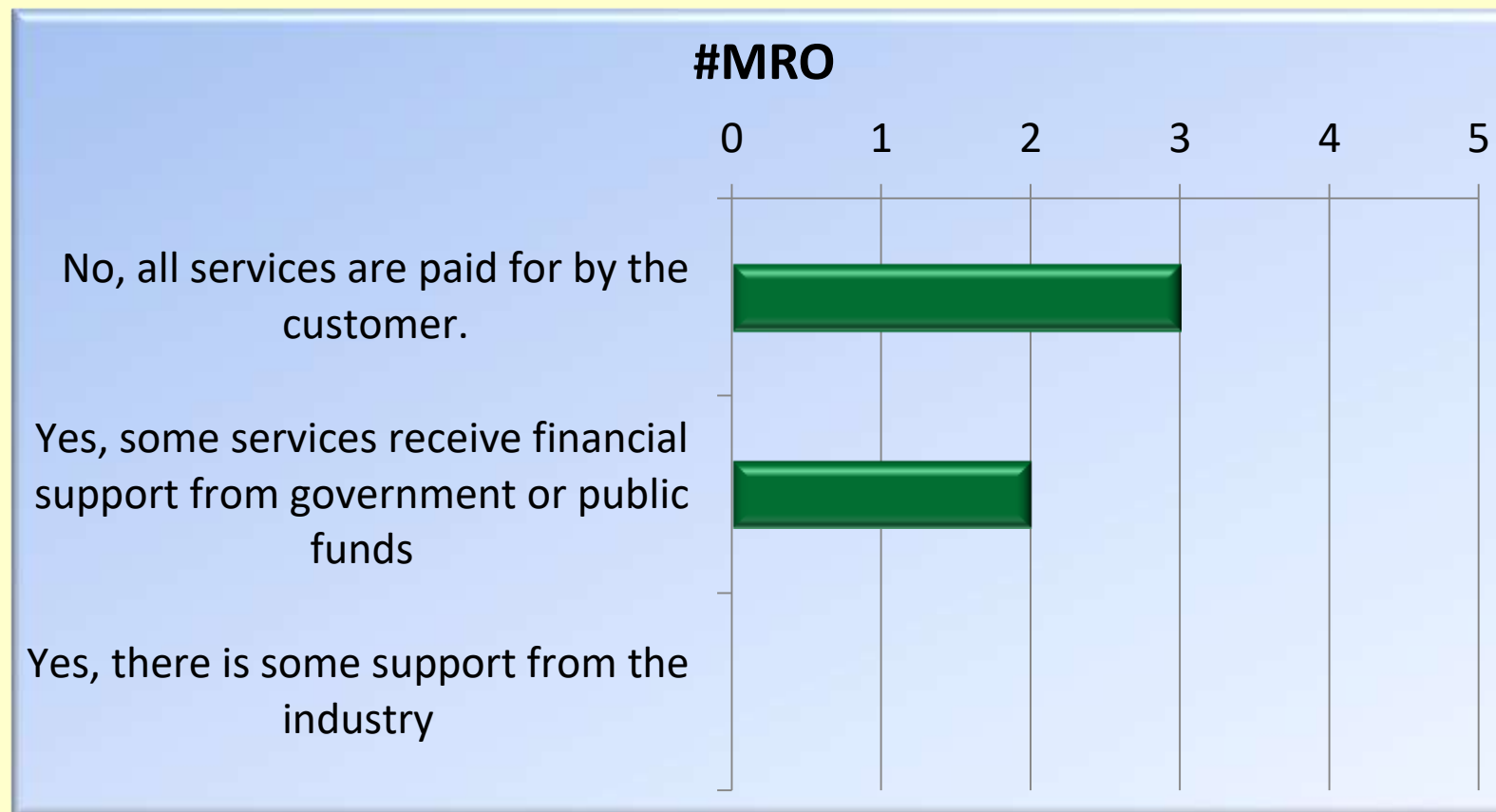
Milk Recording Service

Additional payment options provided by your organisation



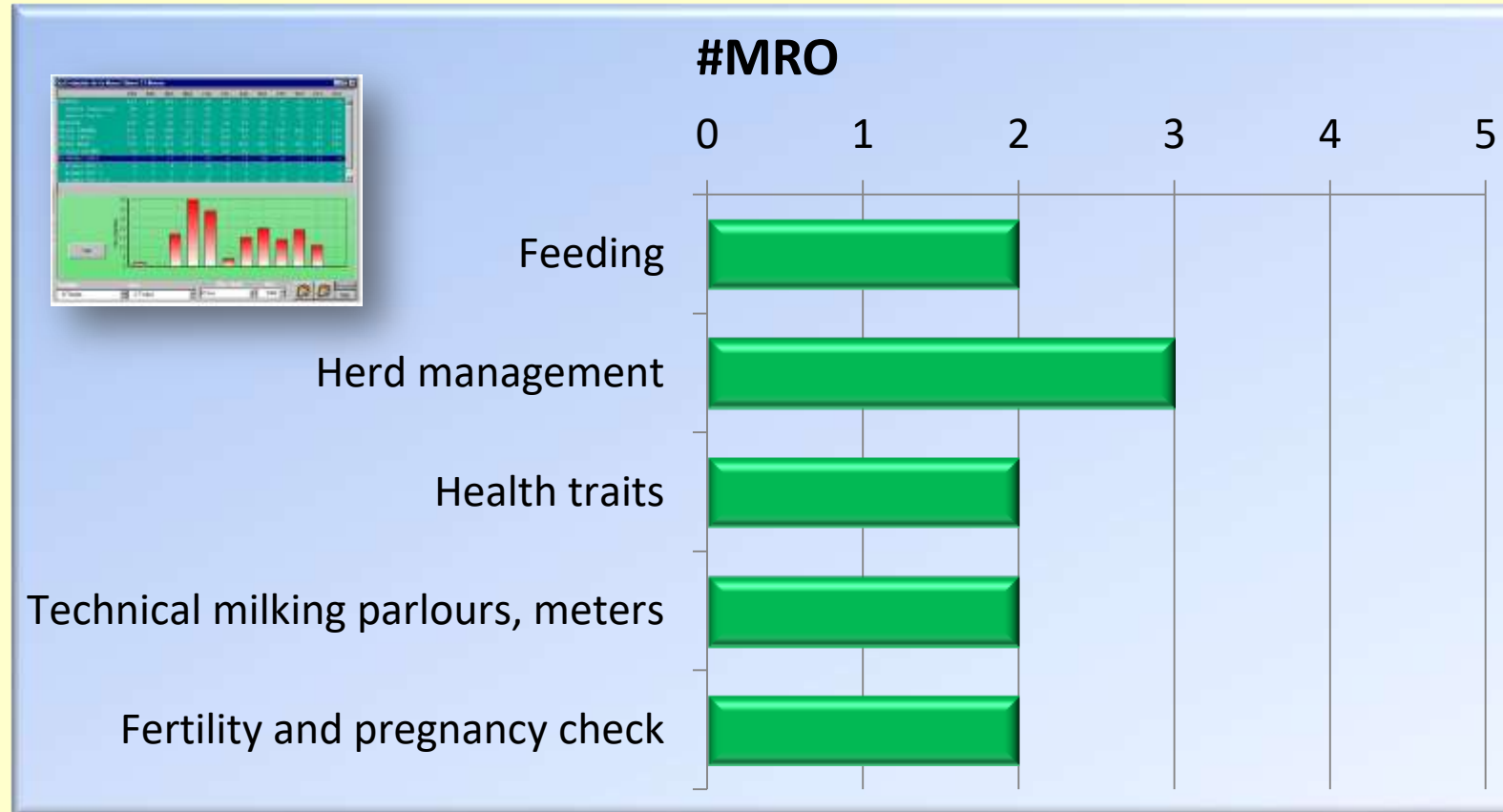
Milk Recording Service

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



Milk Recording Service

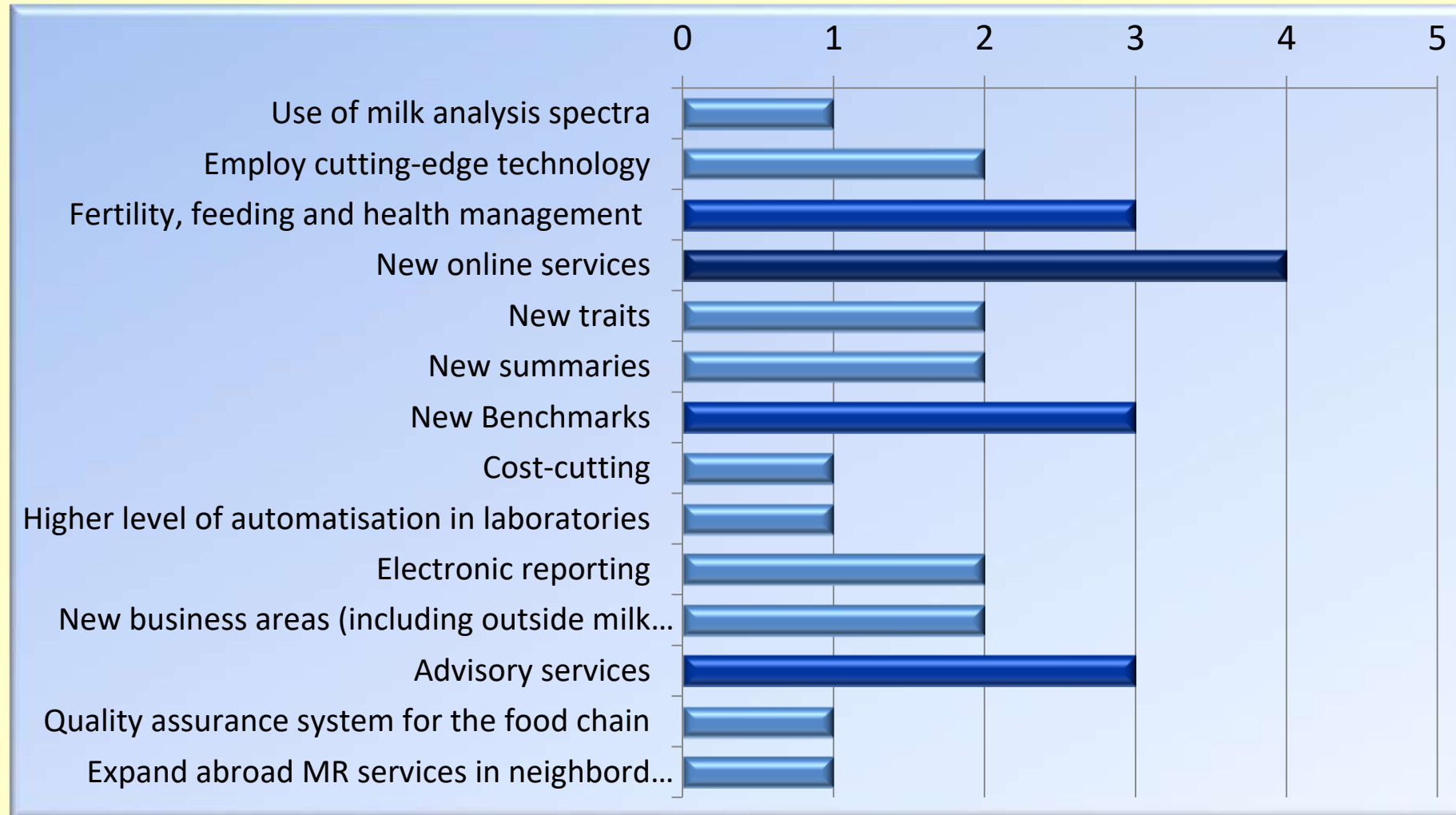
In which field do you offer advisory services?





Milk Recording Service

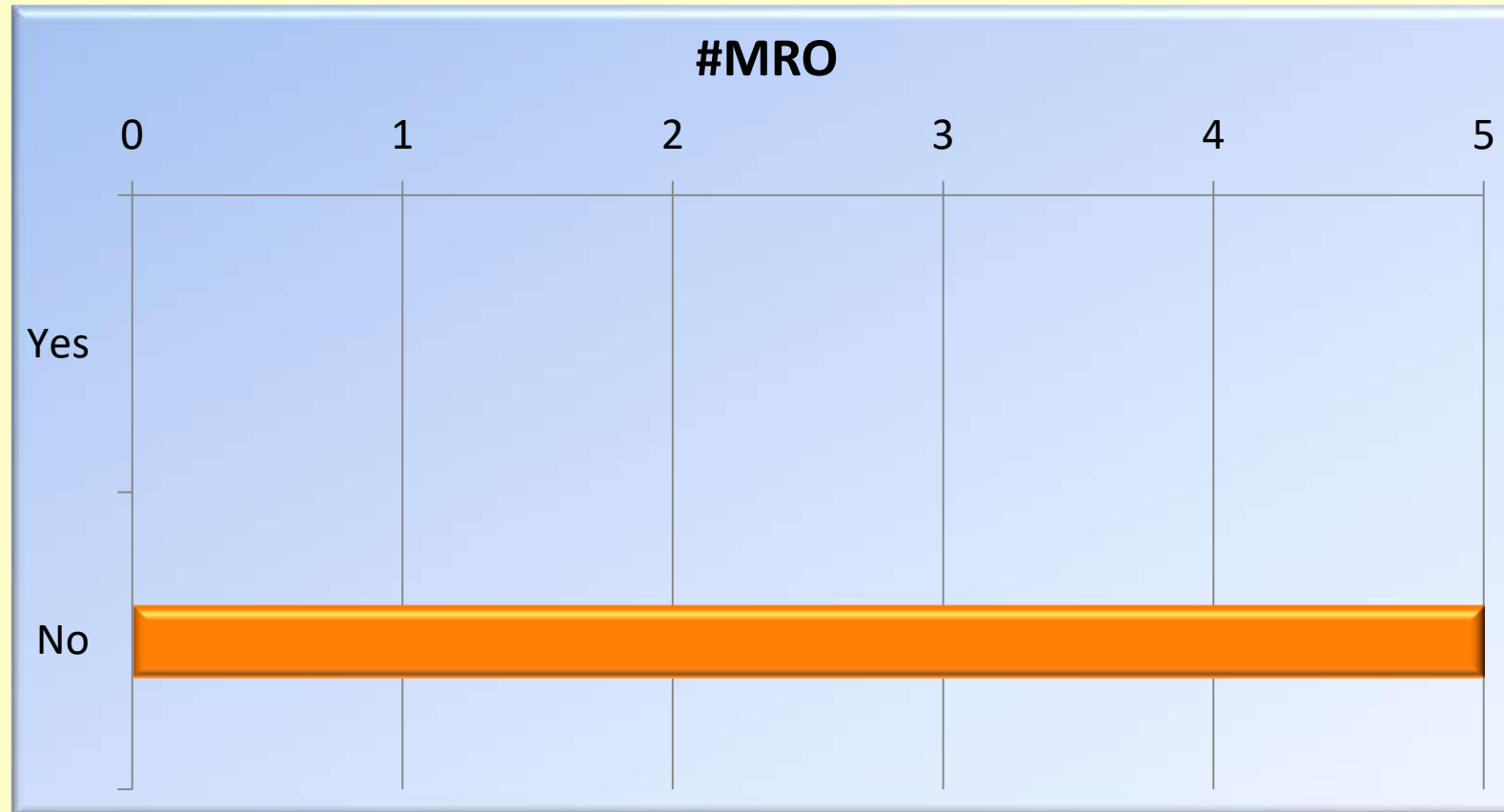
What is your future milk recording strategy?



Milk Recording Service

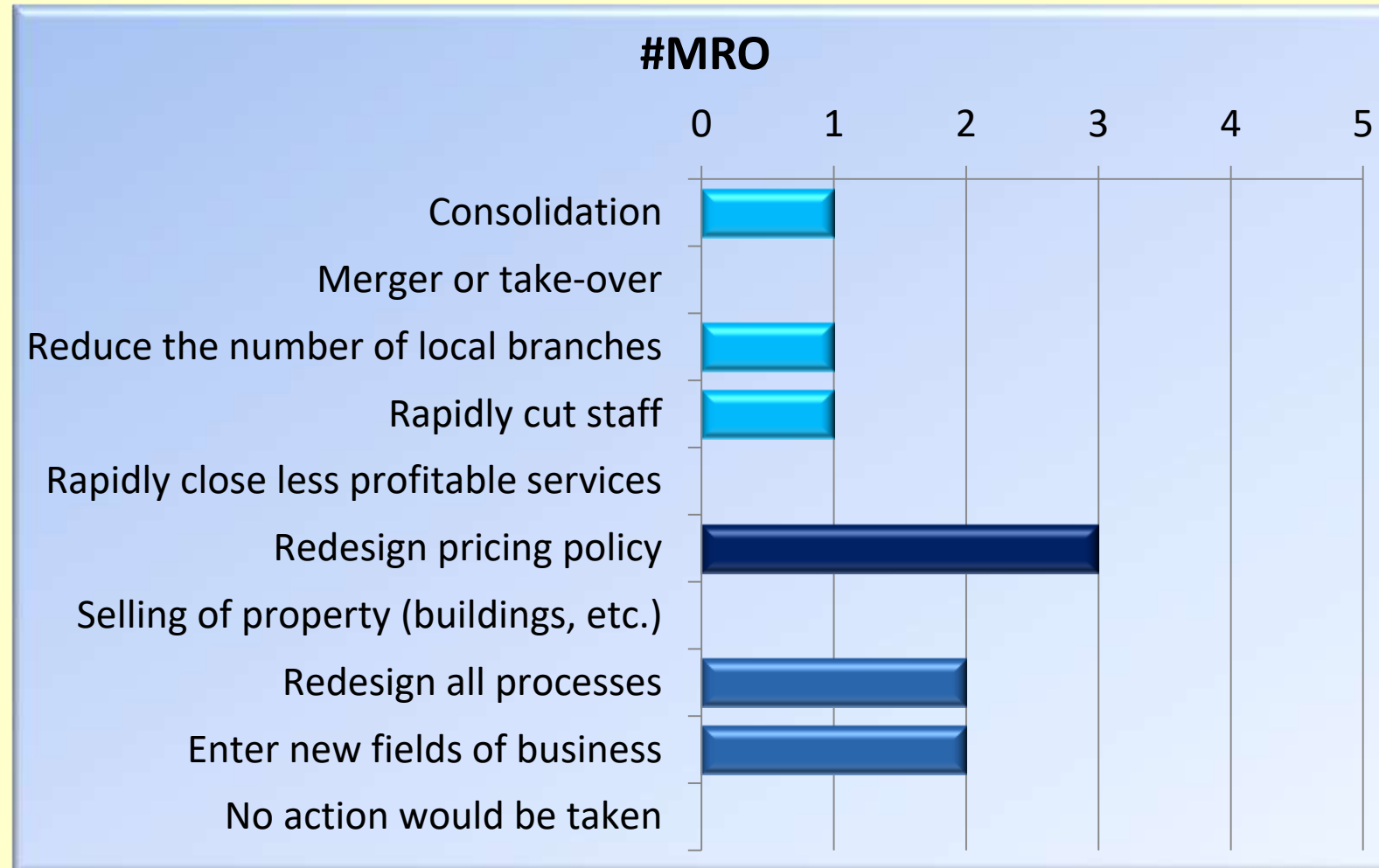
Financial matters

Are there any special tax incentives for farmers?



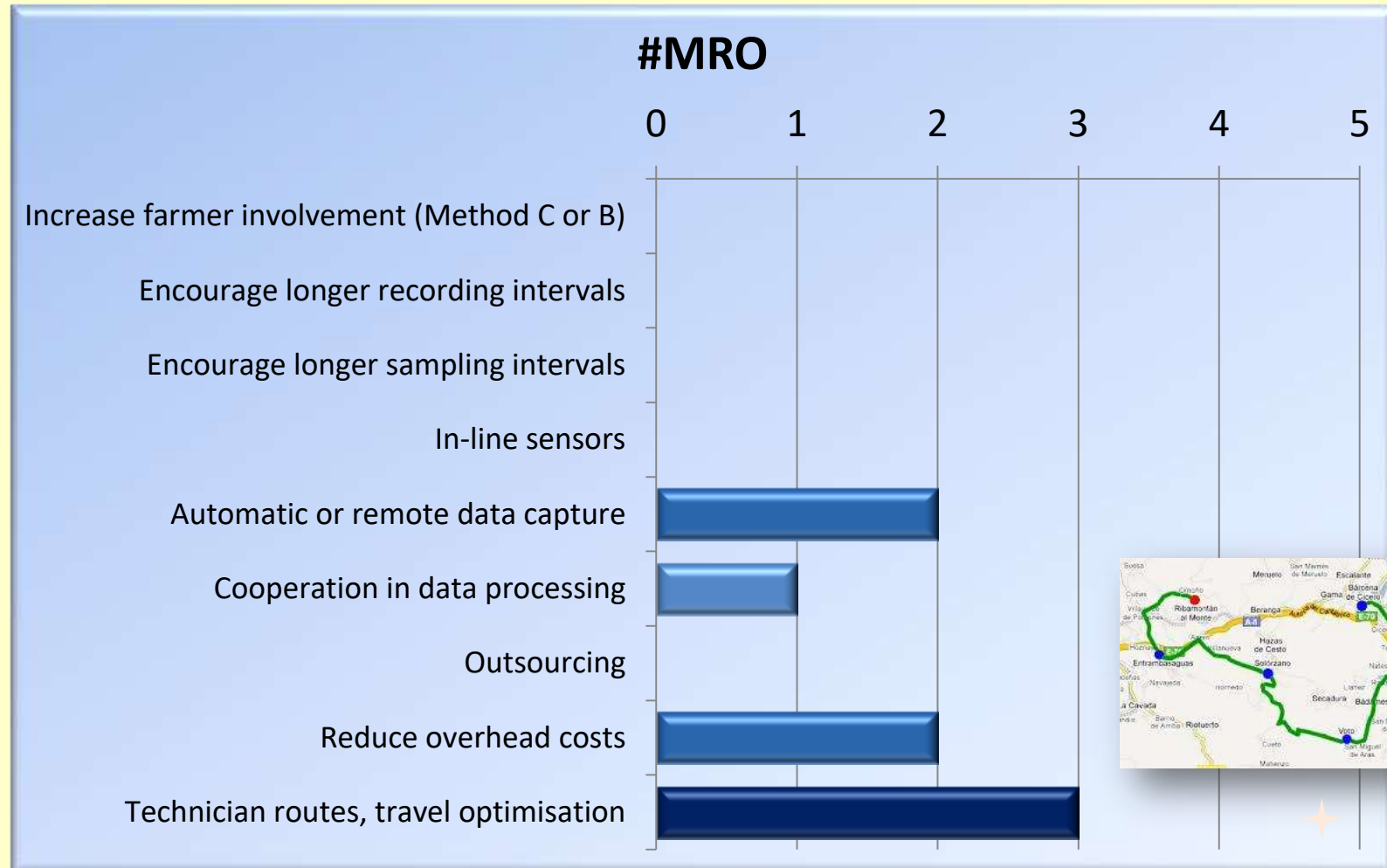
Milk Recording Service

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



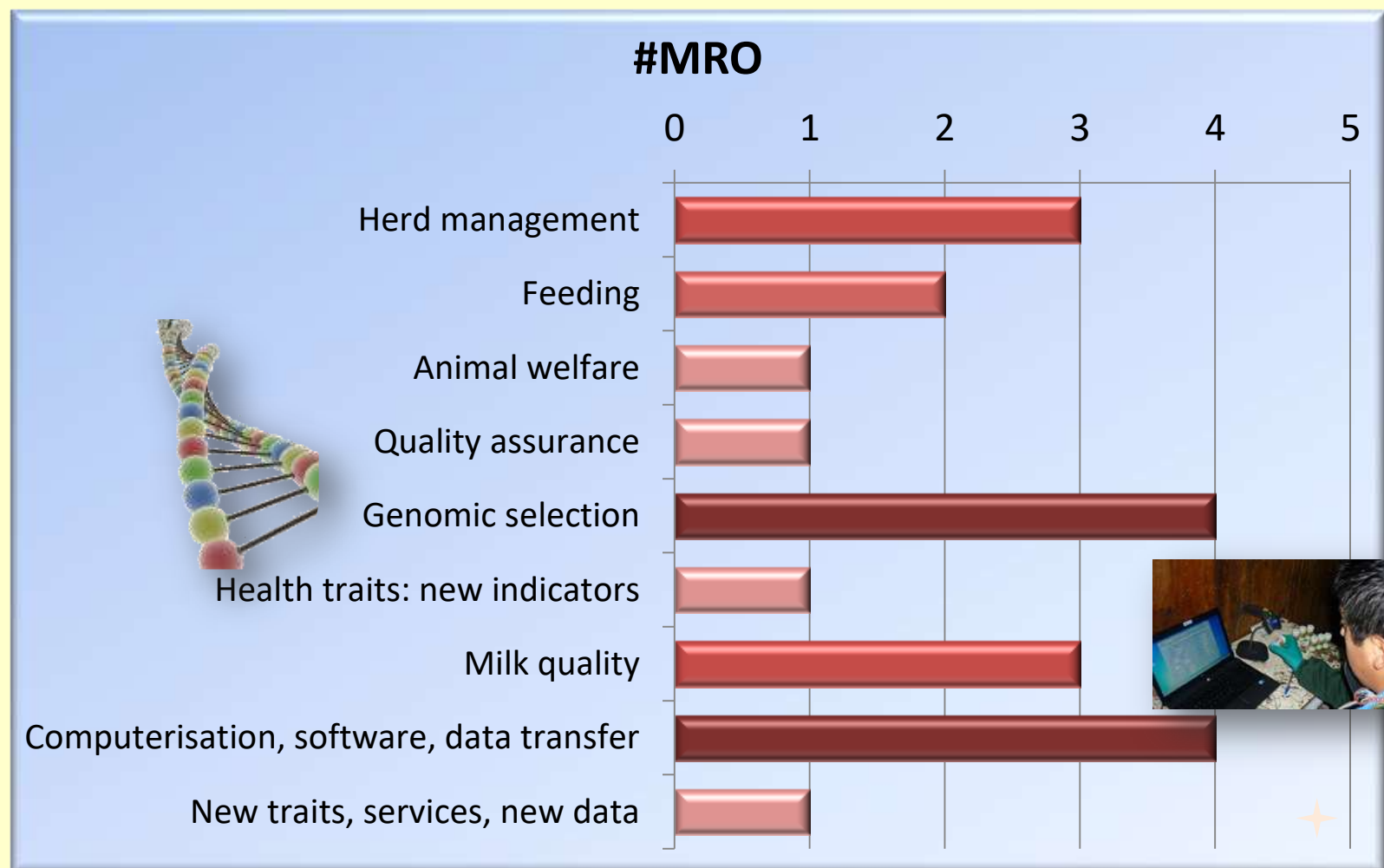
Milk Recording Service

Which type of cost-cutting option would you prefer?



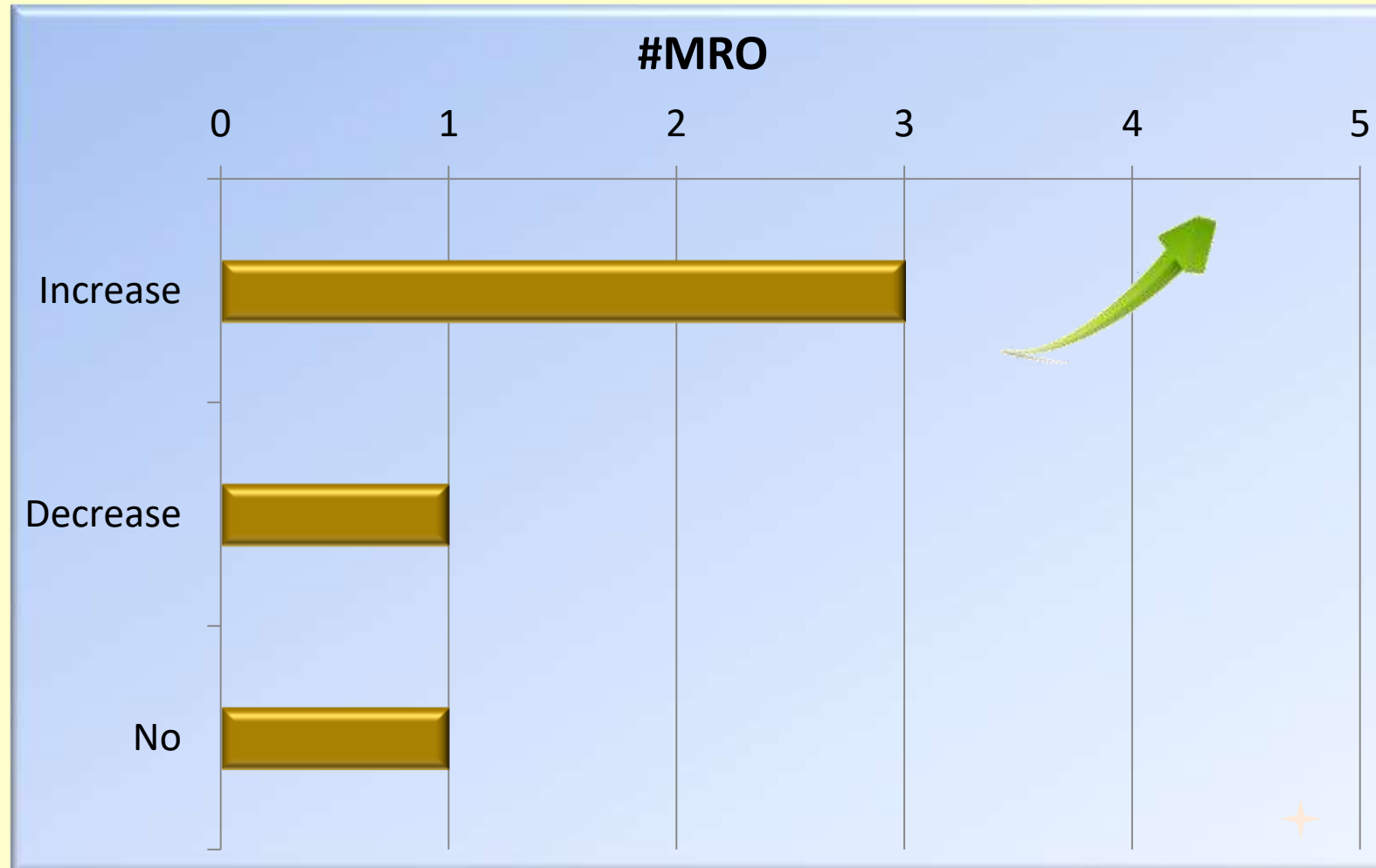
Milk Recording Service

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



Milk Recording Service

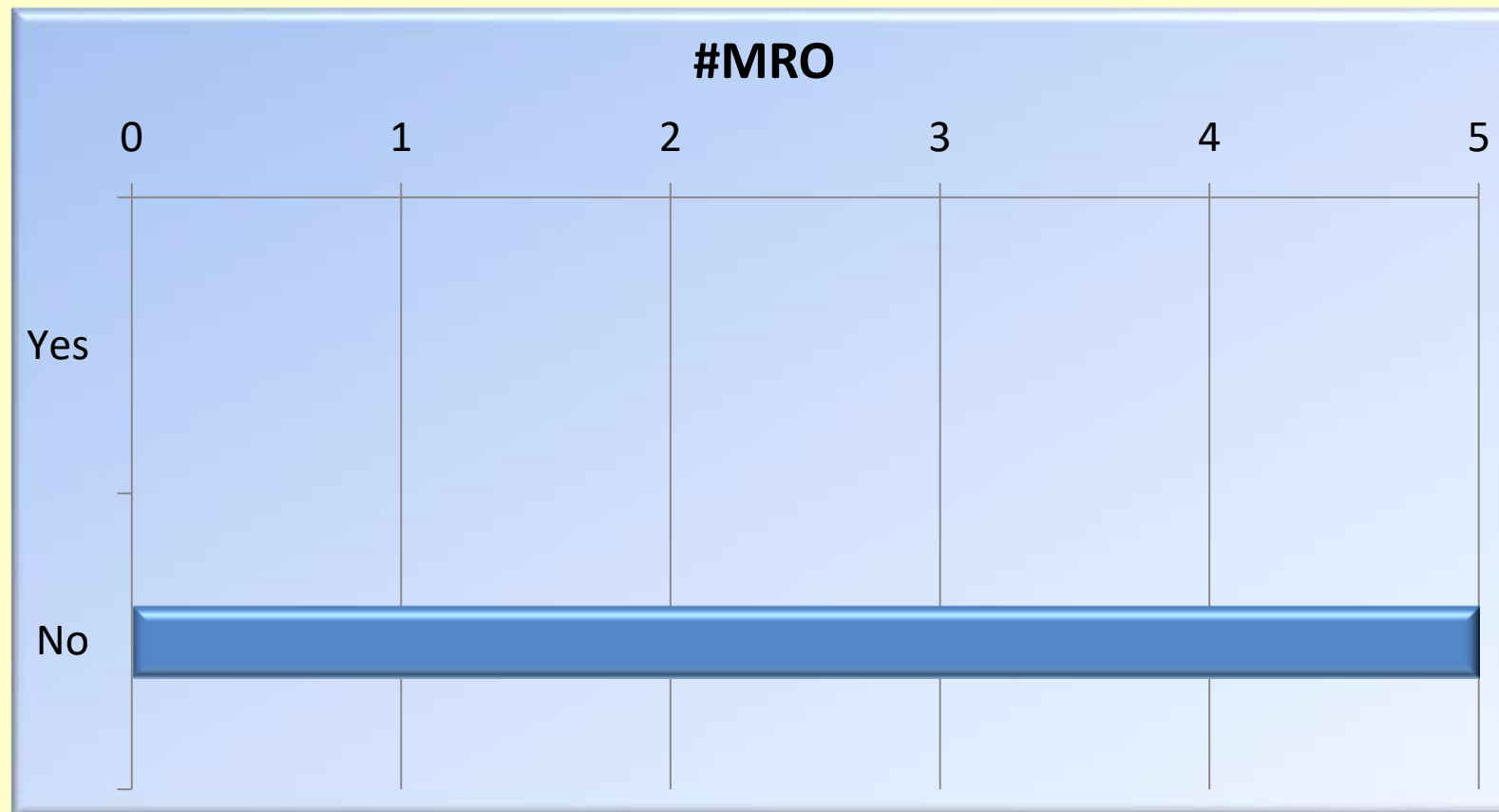
Have you observed a change of interest in milk recording?





Milk Recording Service

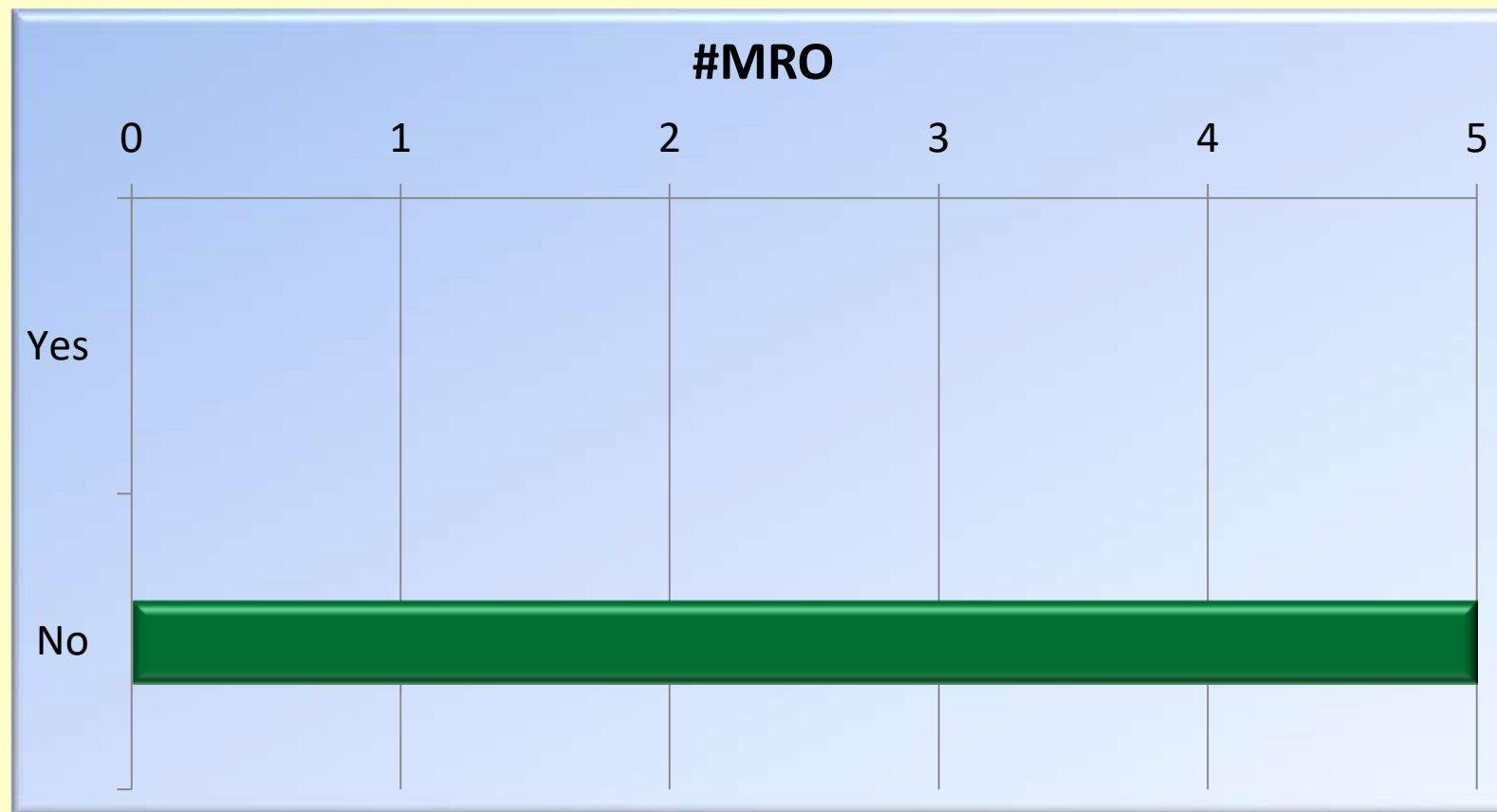
Do you offer your services to farmers in foreign countries?





Milk Recording Service

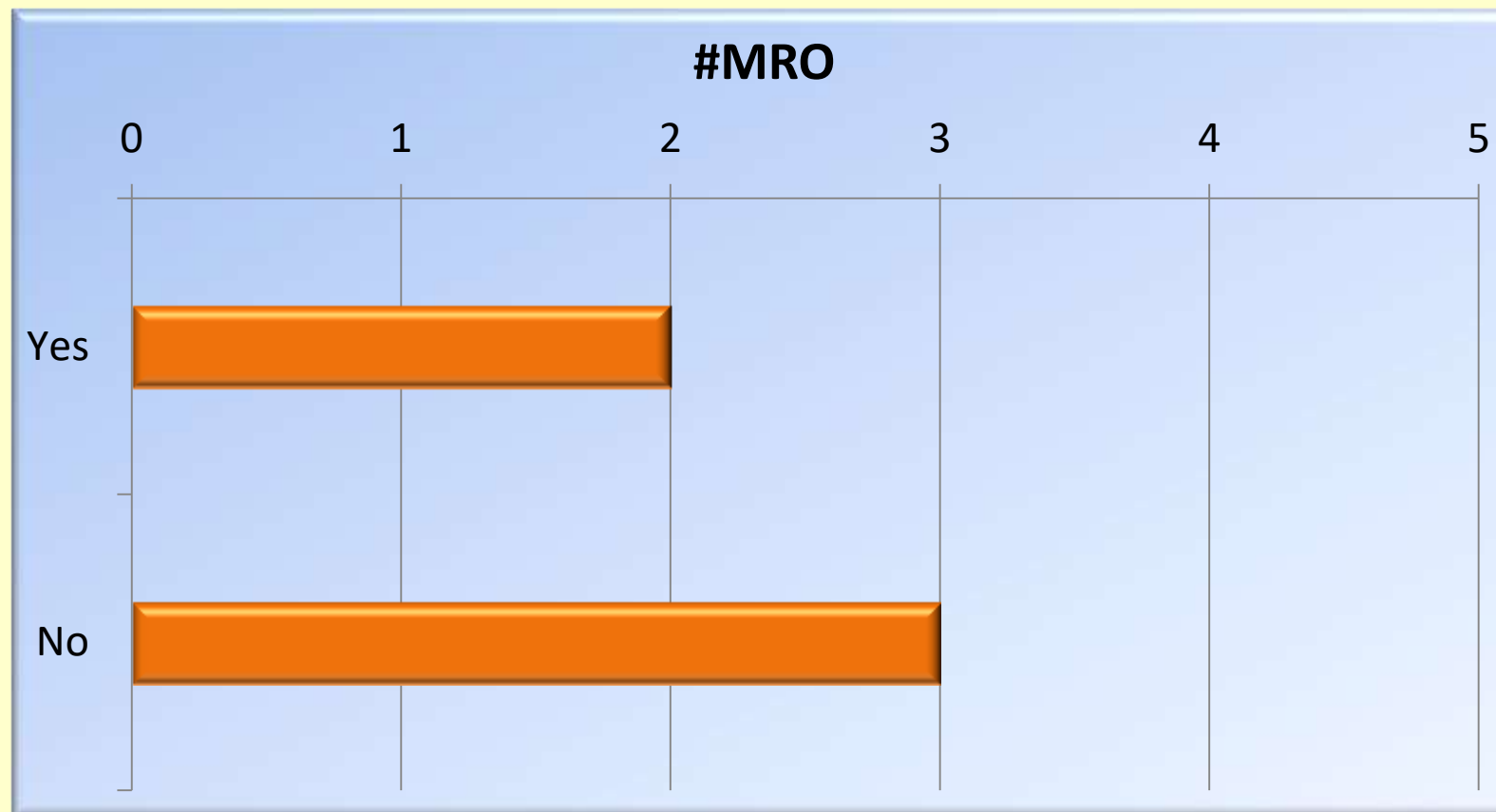
Do any foreign milk recording organisations offer services to farmers in your area?





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...