DZIAŁ OCENY

WYNIKI OCENY
WARTOŚCI UŻYTKOWEJ RAS MLECZNYCH
STADO ONLINE
TO PROGRAM DO ZARZĄDZANIA STadem
BYDLA MLECZNEGO, STWORZONY PRZEZ PFHBIPM
NA POTRZEBY KAŻDEGO HODOWCY DBAJĄCEGO
O ROZWÓJ SWOJEGO GOSPODARSTWA.

REJESTRACJA ZDARZEŃ
PLANOWANIE PRAC
PRZYPOMNIENIA SMS
TWORZENIE WYKAZÓW
PRZEGŁĄDANIE ANALIZ
W FORMIE WYKRESÓW I TABEL
GENEROWANIE DOKUMENTÓW

Dołącz do grona użytkowników Stada Online!
– zarejestruj się na stronie
www.stadoonline.pl

ORAZ WIELE INNYCH FUNKCJI SPRAWIA, ŻE PROGRAM SOL
JEST NARZĘDZIEM POZWALAJĄCYM OSZCZĘDZIĆ CZAS
ORAZ ZOPTYMALIZOWAĆ ZARZĄDZANIE STadem
KAŻDEJ WIELKOŚCI!
NO WAY WITHOUT MILK RECORDING
WHAT HAPPENED

IN A FEW WORDS
– CHANGES, CHANGES, CHANGES...

Who does not develop goes backwards - says the popular saying and it’s hard to deny it. The Milk Recording Division is also an agent of progress, that is why in 2017 we carried-out a few important - and we do hope - profitable changes, that our breeders will benefit from.

In March and May, we introduced new, ICAR approved milk recording methods dedicated to farmers who have their herds equipped with:

• milking robots - methods AR4 or AR8,
• calibrated milking parlours with an automatic milk recording system - methods AZ4 / AZ8.

The new method used in herds with milking robots allows to shorten the time of a test day procedure by the limitation of sampling process to one sample only per a cow during 24h of a test day. Moreover the accuracy is maintained at the same level due to taking into consideration the milk yield data registered in an automatic milking system within 2 days preceding the test day for each particular cow and the use a special formula for estimation of milk components. The main advantage of the AZ method is the use of information on milk kilograms directly from the computer system installed on a farm. Data on full daily milk yield are linked with daily production of fat and other milk components estimated on the basis of the laboratory results of one milk sample, and including the exact milking interval for each of cow. The new methods AR and AZ have a preferential rate of payment for the service additionally.

Starting from January we have provided our breeders with the new service i.e. Overall Advisory services. Its main goal is to provide a comprehensive support for breeders cooperating with us, within the standard milk recording fee. The service is based on individual, specialist consultations and assistance in the areas of:

• detailed analysis of the herd status based on the data in Milk Recording Reports - their profound understanding and practical use from the very beginning;
• defining the farm’s profile, organizing its resources and setting priorities and short and long-term tasks;
• monitoring cattle breeding environment, welfare and animal health;
• improving the profitability of milk production by identifying weak points and suggesting the ways of bettering them both in the barn and milking parlour;
• support in terms of breeding;
• the analysis animal behaviour using Cow Signals.

We encourage you to learn more about our offer on the page 78.
In 2017, in accordance with the expectations and needs of breeders, we launched a new service i.e. **beef recording for Red Polish cattle**. Till the end of the year, we have registered 30 herds with 479 cows RP in the beef recording. The beef recording for Simmental and Red Polish breeds, is carried-out using the so called C method, which is based on a methodology of beef recording approved by the Minister of Agriculture, the articles of the agreement with a farmer, and a system of internal procedures. More information, on the page 53.

Starting from September, we have extended the **offer of fodder laboratory services** by several new parameters, important for evaluation of silage quality. Besides, the chemical composition analysis and nutritional value, we are carrying-out determination of following parameters in both our fodder laboratories, i.e. Kobierno and Jeżewo Stare:

- lactic acid,
- acetic acid,
- ammonia nitrogen,
- alcohol,
- ADIN (nitrogen insoluble in acid detergent

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**IMPROVING QUALIFICATIONS**

Running trainings is not a new topic for PFCBDF. We have been training our employees, breeders, students of agricultural technical schools and students for years.

Besides previously used forms of improving qualifications, we also decided to improve the communication system with breeders. In 2017, a set of comprehensive trainings aimed at the improvement of communication effectiveness with the client were carried out for our employees in the field i.e.: advisors and supervision inspectors. Our relations with breeders are generally excellent; years of cooperation have created a bond that can not be learnt at any courses or trainings. Although we can not forget that breeders are both: our partners and clients. That’s why we would like our visits at their farms to bring as many benefits as possible, and were first of all professional and fruitful for breeders, not only some nice meetings. We run many trainings. These are current and specialist topic trainings, certification courses, lectures, etc. We have run over 200 of them in 2017. We estimate that in the whole country several thousand people passed through our trainings throughout 2017: among them breeders, our employees and others. We do not care about the number of trainings, but their effectiveness, which is monitored and assessed constantly. We also work on new forms of knowhow transfer. The breeders have the access to our training brochures on a daily bases, we also enter Youtube with a certain shyness. We are ready and happy to get some suggestions and hints from the breeders themselves - what kind of transfer of knowledge would be the most interesting for them.
A RECIPE FOR A GOOD PRODUCTION

The International Fair “Ferma Bydła” held in Łódź Expo Hall is one of the largest and most interesting agricultural events in the country. This event is highly valued due to the large number of exhibitors, an interesting offer of workshops and a large programme of discussion panels. For several years, Milk Recording Division regularly participates in this event presenting our offer to the farmers. We are very pleased with the exceptional visitors’ attendance to the fair, including the interest in our services for both farmers and cattle breeders, as well as the youth from agricultural schools visiting the PF-CBDF’s stand. “Ferma Bydła” Fair is a great possibility for us to meet breeders directly, to present our services and products associated with them in details. On the other hand, it is a great opportunity to learn more about breeders’ opinions, remarks and expectations. Simultaneously, we can see that visitors, besides visiting industry stands, are more and more interested in participating in specialist lectures and are keen on attending debates organized during the fair. Therefore, the topic of one of them, i.e. “How to manage milk production in the global market”, was especially important for us and our clients. This debate clearly indicated that cattle breeding can bring tangible benefits provided that reasonable cost calculation is carried out, which cannot be mistaken for saving, because— as everyone agreed— you cannot economize on cows. In order to decrease dairy production costs, breeders should analyze their labor costs and work organization. The tools supporting an effective herd management are very crucial. One of such tools that can be useful in the process of production optimization and search for reasons of losing money is milk recording along with the full access to data resulting from it. The assistance of Feeding and Overall Advisors and the use of farm management programmes are all additional support.

AMERICAN TECHNOLOGY
OUR EXPERIENCE

Thinking about the highest level of advisory services, PF-CBDF has decided to equip our feeding advisors with a specialized supporting tool for managing nutrition in dairy and beef cattle herds i.e. AMTS.Cattle.Pro. AMTS.Cattle.Pro is a software based on NRC nutrition standards that base on the CNCPS biological model. This solution allows to set feeding rations for high-yielding cows, to determine cow’s feed and water demands. The programme helps to monitor and prevent metabolic disorders. AMTS uses feed analyses results for estimation of nutrition production costs and besides that, offers many other useful functions. The programme is an excellent tool supporting feeding advisory services. We encourage you to learn more about our advisory services and check on your own cows data how much you can gain if feeding rations are properly balanced.
**BEST OF THE BEST**

May is the time when the best breeders and milk producers meet in Warsaw. The annual ceremony called “Dairy Gala” is organized by the PFCBDF’s Milk Recording Division in recognition of the year-round work of breeders resulting in their herds’ milk yield data. The 4th edition of Dairy Gala took place in the historic halls of the Kęrglicki Fort. Besides the laureates themselves the ceremony was attended by PFCBDF’s employees and authorities, representatives of the departmental authorities, agricultural agencies, dairy cooperatives, science and the agricultural industry. During the Gala the achievements of 54 farmers in XV categories were presented. The breeders who took the first place in individual categories, apart from the crystal statuettes of the Dairy Gala, were granted a special prize i.e. a voucher for a one-time, free of charge milk recording service. In 2017, the Dairy Gala formula was extended, by granting special diplomas engraved in glass to dairies that cooperate closely with us in gratitude for their partnership and engagement in Polish breeders’ matters. Dairy Gala 2017 turned out to be a success, showing substantially that despite of some problems harassing dairy market, Polish cattle breeding and milk production are in excellent condition and constitute very strong competition for both the European neighbours and the rest of the breeding world.

**JUNE MARKED BY RED CATTLE**

In June, we participated in the Conference of the European Red Dairy Breed Association, which took place in Krakow and Szczyrzyc. The conference was organized jointly by the National Association of Red Polish Cattle Breeders and the Polish Federation of Cattle Breeders and Dairy Farmers. The whole event was held under the patronage of the Minister of Agriculture and Rural Development and the Marshal of Małopolskie Voivodship. This was another after ICAR in Krakow and the 21st World Fleckvieh-Simmental Congress, international forum successfully accomplished. The main goal of the congress i.e. to create a platform for free networking and sharing opinions, ideas and expertise on red dairy cattle breeds issues has been achieved. That was also a great opportunity to present and discuss topics important for the whole breeding society, including breeding programmes and the use of genomic selection. The congress participants - leading representatives of breeding organizations from Poland, Denmark, Estonia, Finland, Latvia, Sweden, Germany and Austria took part in the XI National Red Polish Cattle Exhibition in Szczyrzyc and visited one of the farms breeding Red Polish Cattle owned by the Smag family in Stróżę. The opportunity to visit famous Krakow and Wieliczka Mine was an additional attraction for our foreign guests.
EFFICIENT USE OF BIG DATA

This is the shortest summary of the goal of last year’s ICAR conference, that took place on 11-16 June 2017 in the capital of Scotland - Edinburgh. The conference focused on some strategic issues confronting those ICAR members whose business is animal data recording. As underlined by Mike Coffey, Programme Committee Chair, the rapid deployment of genomics in the dairy industry and the rise of new sensor technology mean that ICAR members will be confronted with competing demands for data, information and farmer expectations for integrated data solutions. Forty-two papers prepared by 138 authors dealt with the legal implications of data provision services, the use of robots and sensors, the future of ICAR under alternative phenotyping strategies, integrating data to provide added value services, the impact of genomic services on performance recording organisations, and methods of gathering new phenotypes. The conference was attended by more than 350 participants from 51 countries and representatives of 16 companies producing equipment and devices used in cattle breeding.

FOR THE GOOD START

Mid-October, as a respond to De Heus invitation, PFCBDF participated in the first edition of Agro Days. It is a new event in the Polish market dedicated to breeding of many species including cattle, pigs and poultry. The event took place at the MT Polska Trade Fair and Congress Centre in Warsaw, gathering over 70 companies from the agricultural industry and numerous visitors. A debate titled „Made in Poland” took place during the Agro Day in order to discuss dairy market development prospects, possibilities of increasing the exportation of Polish dairy and meat products, and the ways of strengthening Polish products presence on the international markets. The PFCBDF’s President - Leszek Hądzik participated in the discussion. Besides the above-mentioned, workshops and lectures focused on cattle breeding were organised during the fair. Particular emphasis was put on breeding development prospects and practical aspects of herd management, economy and animal health in regard with the programme of antibiotic reduction. There was also a discussion on how to produce milk more profitably. Breeders who participate in the forum shared themselves their own experiences and suggestions in this regard.
FARM MANAGEMENT IN PIĄTNICA

During the last weekend of November in „Jędruśiowa Zagroda” near Piatnica, dairy farmers and employees of PFCBDF met at the “Podlaskie Forum Bydła”. This is an interesting event, that becomes more and more popular among visitors who can visit companies stands and also participate in topic lectures. The event attracts a wide range of numerous companies working with and for farmers, as well as interesting range of topics presented during the conference along with a possibility to meet national experts of cattle breeding and milk production matters. The topic of the Forum was the first official demonstration of the new PFCBDF’s programme called Stado Online - SOL. This new tool for the effective farm management has been being created by PFCBDF’s specialists in close cooperation with breeders – its final users.

During the two days of the Forum, the employees of Milk Recording Department had the opportunity to present stakeholders a wide range of our services. Such an event is a suitable solution for calm conversations with our clients and even demonstration them tools and technologies that can not be shown nor explained during routine visits on a test day. Our recent initiative - „Laboratory under a cloud” was a bull’s-eye. During the Forum, 45 breeders analysed 98 samples of feeds, free of charge and benefited from interpretation of the results done by PFCBDF’s advisors. However, the real star of the event was SOL. And there is no wonder why. Such a comprehensive IT solution has never been available on the domestic market.

YOUR COWS AT YOUR FINGERTIPS

Everyone who breeds dairy cattle is aware of the importance of reasonable farm management, that helps to monitor proper rearing conditions, animal health factors and last but not least profitability. A comprehensible analysis of many factors is crucial for such an activity. Fortunately, we live in the 21st century – the age of computers and mobile communications, and PFCBDF can count on its co-workers who are both: enthusiasts of breeding and programming.

Stado Online - SOL is an online application for farm management of dairy cattle. A programme created by PFCBDF’s specialists to meet breeder’s needs who cares about their herds improvement. SOL enables to record events and observations in the barn standing next to a cow. It also facilitates the organization and planning of tasks to do, and the information management deriving from many sources and various institutions. Thanks to the built-in analyses, SOL helps to make strategic decisions regarding the whole herd. The definite advantage of the application is the ability to work in it on any device that has Internet connection. PHCBDF offers the application to all dairy farmers - both those whose herds are in milk recording – then the APP use is covered in the milk recording service free, as well as for those farmers whose animals are not yet milk recorded.

More information the page 57.
**UREA PROJECT**

**FIRST STAGE IS BEHIND US**

In 2017, our Feeding Advisors accomplished implementation of the first stage of the so-called urea project in cooperation with the Faculty of Food Science and Nutrition at the University of Life Sciences in Poznań. The aim of this stage was to create a model of interpretation of urea value in milk, as a biomarker of nutrition quality and environmental conditions for dairy cows.

The first stage of the project assumed:

- setting the frames of the whole task, planning actions to be taken and rules of a cooperation;
- appointing 11 breeding farms for the project and start cooperation with them within the project frames;
- carrying full feeding advisory at these farms including monthly analyses of bulk tank milk;
- making independent analyses of roughage at PFCBDF’s and UP fodder laboratories.

The main objective of this project is to develop and implement in practice the use of urea indicators for the assessment of energy - protein balance in feeding rations for cows in each lactation group. The aim of such a new service is to indicate possibilities of more efficient use of energy and protein feeds in dairy cattle nutrition, and thus improving a herd’s economic effects.

There is still a lot of work ahead of us i.e.: monitoring the project’s operation in the field and its evaluation, corrections if there is a need, and the outcome implementation in the case of a positive evaluation. Keep on your fingers crossed for us!

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**BRETON EXPERIENCE**

**WE USE ALREADY PROVEN SOLUTIONS**

In November, a group of our Feeding Advisors, participated in a topic training on the methods and tools used to build an effective advisory services. We took the advantage from our constant partnership with Bretagne Conseil Elevage Ouest, that is French peer of PFCBDF, that provides breeders with milk recording and extensive advisory services in Brittany. BCEL-Ouest brings together over six thousand breeders who altogether manage over 380,000 cows. During three days, we had been intensively trained using lectures, demonstrations of the principles, model of work and tools that are crucial for a professional advisory service. The opportunity to use Breton experience and share opinions have shown us new possibilities and inspired us for an application of some solutions that we want to adapt to our conditions. Considering the rich experience of our western colleagues, we hope that some of their tools and ideas which have been demonstrated will accordingly serve further development of our advisory services.