

Dairy industry of Ukraine and the role of AMP in its development

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Hannover
14.11.2018

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1. Key figures

Cow headcount: 2063.9 thnd.

agricultural enterprises: 466.8 thnd. or **22,6%**

households: 1597.1 thnd. or **77,4%**

Milk production: 10328.6 thnd. t

agricultural enterprises: 2763.7 thnd. t or **26,8%**

households: 7564.9 thnd. t or **73,2%**

Milk supply to processing: 3927.8 thnd. t

agricultural enterprises: 2688.5 thnd. t or **68,4%**

households: 1239.3 thnd. t or **31,6%**

Average milk yield:

agricultural enterprises: 6 025 kg/cow

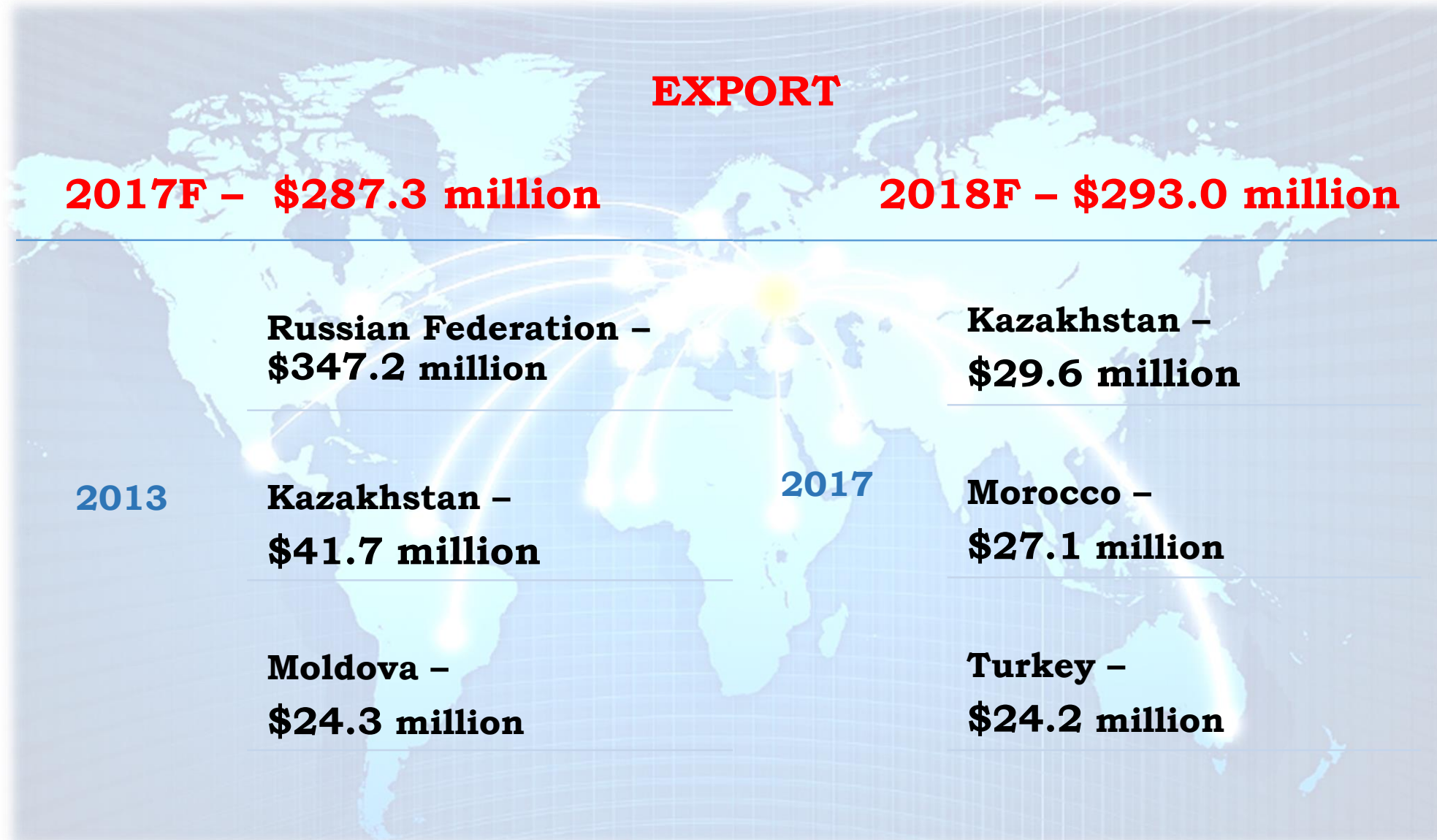
households: 4 480 kg/cow



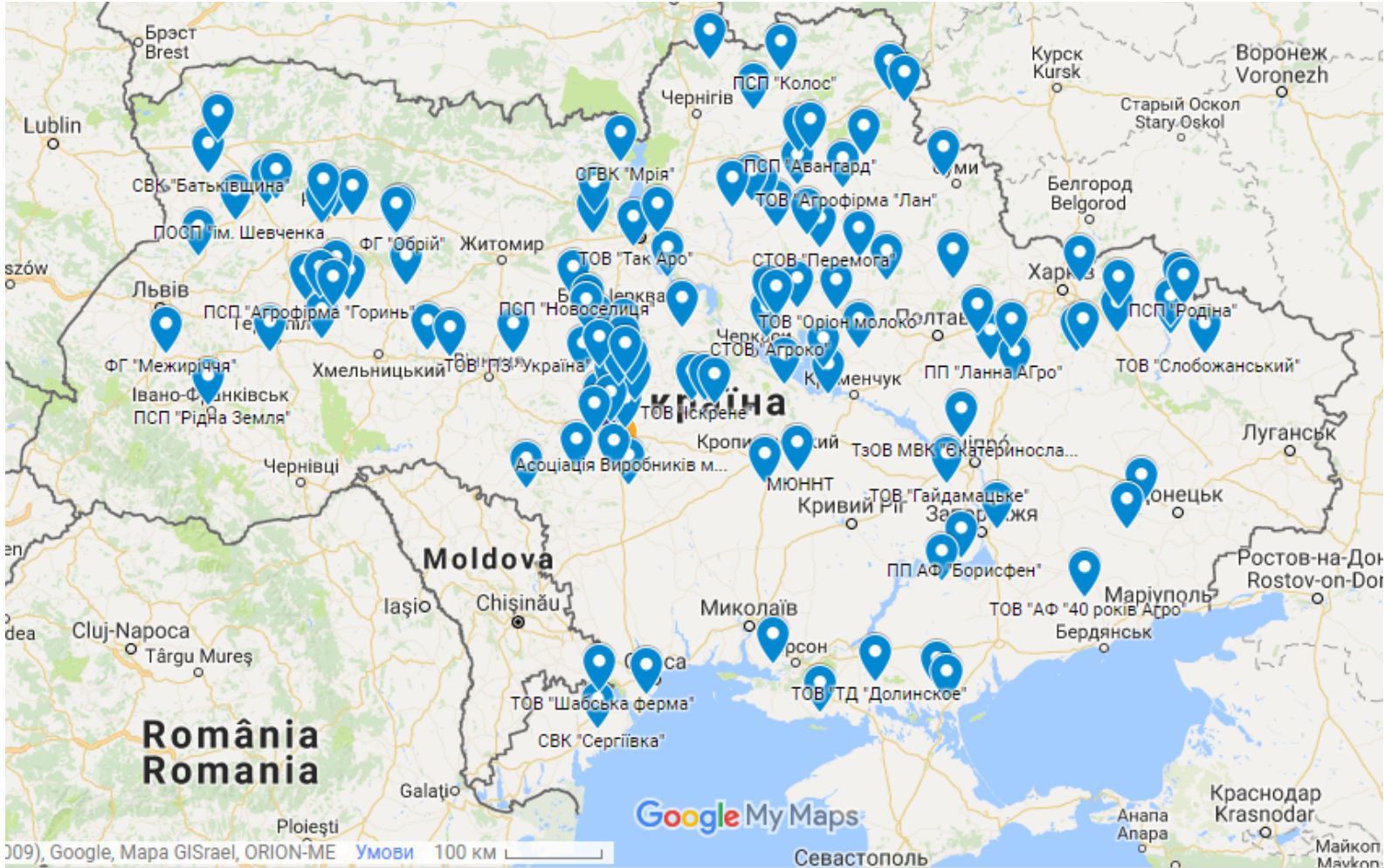
TOP-10 farms by milk yield

Farm	Cows headcount	Milk yield, kg/cow
Dolinskoe, Ltd.	3 000	11 254
Plemzavod "Stepnoy", JSC	1 880	11 086
Piskivske	3 060	10 323
Agroko, Ltd.	1 130	9 730
Rodina	1 660	9 600
Vitchyzna, LLC	4 335	9 150
Molochnye reki, Ltd.	1 600	9 100
Kishchentsi, Ltd.	2 265	9 000
Svitanok, Ltd.	2 700	8 960
Agroservice LTD	2 400	8 845

2. Ukrainian dairy exports



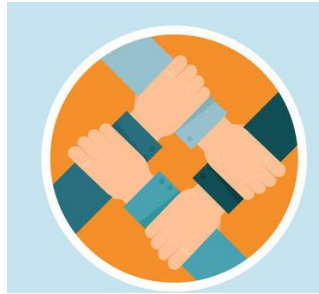
3. AMP - consolidation of Ukrainian farmers!



AMP – consolidation of interests



9 years on dairy
market



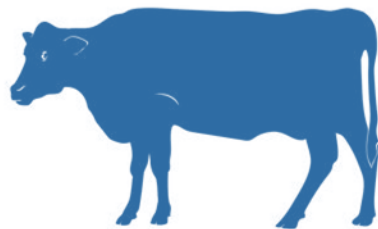
150 members



Driver of agricultural
lobbying



520 000' tons of milk



70 000' cows

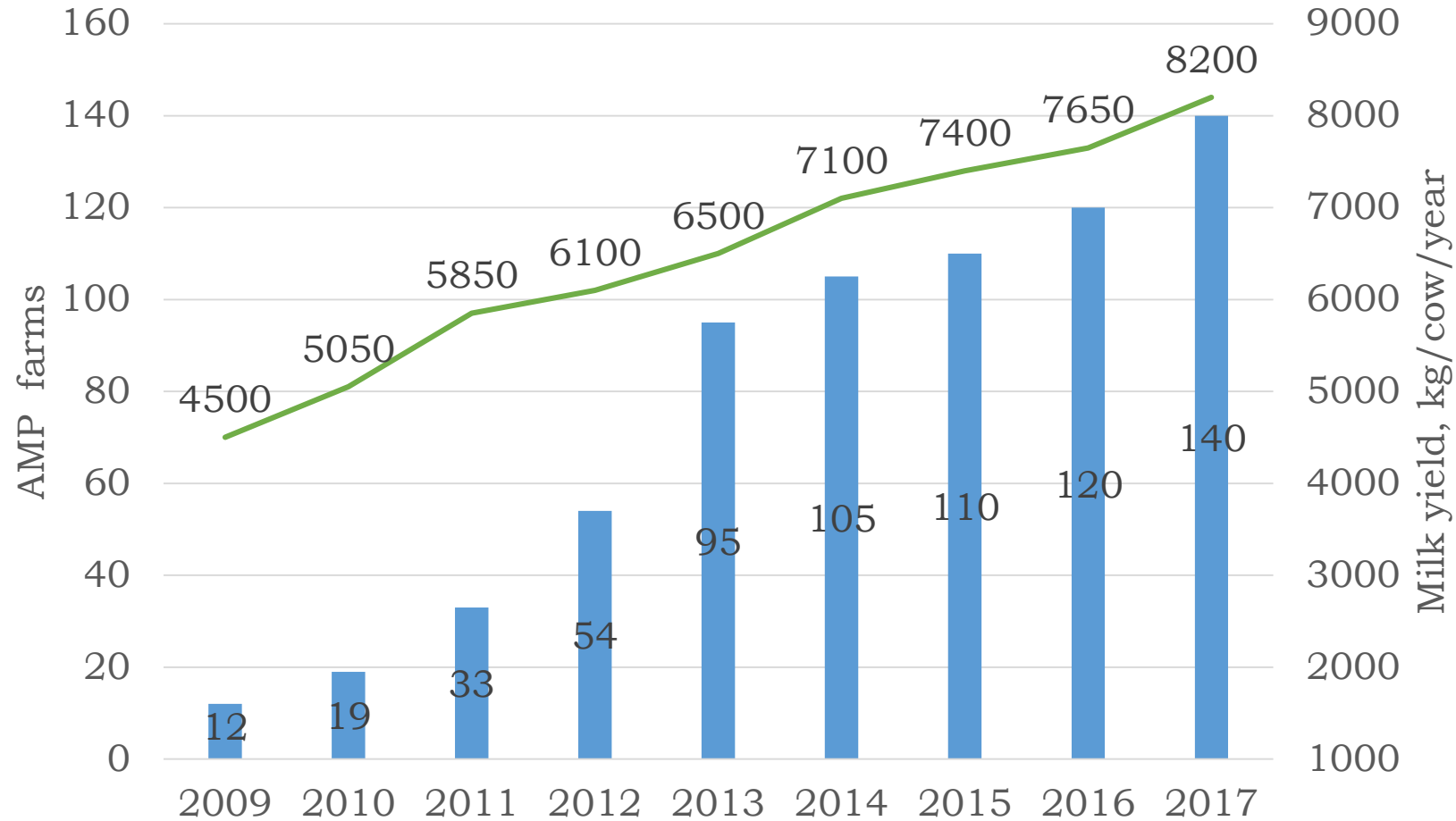


50% extra grade milk

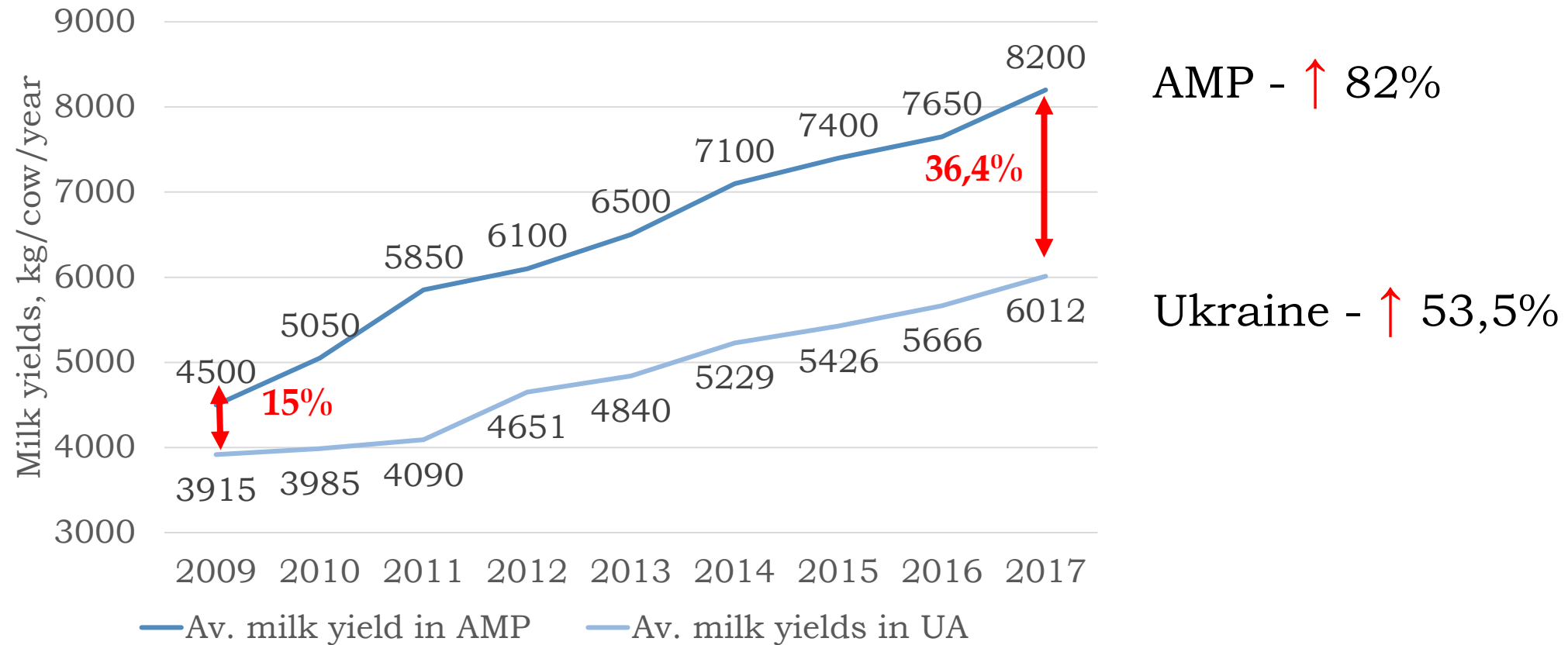
4. AMP services

- Consulting
- Analytical support, negotiation on fair prices
- Agricultural lobbying
- Profitability reserves search
- Staff recruitment and training
- Training centers
- Milk and feed labs

Dynamics of AMP farms number and milk yield



Dynamics of milk yields in Ukraine and AMP farms



Consulting

- 50 veterinarians and technologists

Technology & Veterinary support:

young stock raising | feeding | animal welfare | milking | management

Engineering:

barn design & construction | equipment supplies | project team | turn-key projects

Herd Management:

common software - one data base

Breeding:

selection and supplies of replacement herd

Ukrainian Holstein Association:
appraiser, best genetics import

Hoof Trimming:

herd monitoring | orthopedist training | hoof trimming, treatment, prosthetics

Lab Tests:

CVAS Lab (USA) – forages sampling

Uman Labs - milk quality | mastitis control and prevention





Uman Labs your support in mastitis management



1. MilkoScan Mars 6 (Foss) - infrared milk analyzer:

- protein, fat, lactose content
- t° freezing
- dry matter
- inhibitors
- arbitration with milk processors
- improving cow welfare, feeding, milking, treatment
- information for breeders



2. TDR300B Plus Microbiological analyzer:

- Pathogens identification (over 2,000 phenotypes) and their resistance to antibiotics
- Prompt results! in 2-3 days since samples receiving

Presentation on Euro Tier M-Lab



3. Quick lab testing mastitis pathogens:

- antibiotic treatment is useless in 70% cases of mastitis
- quick identification of pathogen group
- defining treatment and prevention strategy

Interests protection

- Negotiations on **fair price**
- **Juridical team of APM on regular basis** participates in Working Groups and Committees Meetings of Ministries and Government Departments
- Developing Law of Ukraine **“On Milk and Dairy Products”**; Law of Ukraine **“On Cooperation”**
- **“Antirader”** is Association’s initiative that serves as a first line support for farms under raider attacks
- **Advocating farms’ individual cases**
- **“Hot Line”**

Training & Recruiting

✓ Dairy Center Kischenzi

- Staff training on regular basis
- Trainings and advanced training of farm specialists

✓ Cooperative studying:

- International Dairy Congress
- National Farm Days
- Agricultural study tours abroad

✓ AgroJob — staff recruiting

- Cooperation with agro universities
- Project “Future Farmers of Ukraine”
- Ukrainian Agrarian Lyceum



5. Development path of Ukrainian dairy industry

- * Milk production increasing by 50%
- * Food safety & Quality control
- * Staff training in Ukraine and internationally
- * Centers for know-how and upgrading technologies
- * Milk processing coop





Thank you for attention!