



Modern dairy needs an extensive management system

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A photograph of a brown and white cow in a modern barn. The cow is looking directly at the camera with its mouth slightly open. Several white thought bubbles with blue outlines are connected to the cow by small white circles. The background shows other cows in stalls and large windows.

Valio Ltd

Some needs and requirements

How do we do it

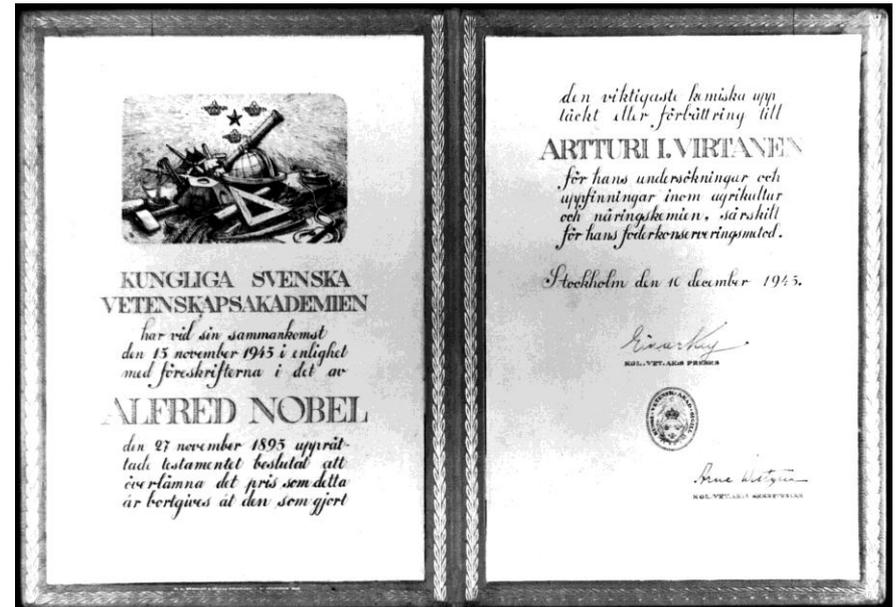
Legislation vs guidelines



Valio Ltd - founded 1905

The biggest milk processor in Finland

- Valio Ltd is owned by dairy farmers' co-operatives
- 8 200 milk producers
- Net sales € 1.9 billion
- Plants: 15 in Finland, 2 in Estonia, 1 in Belgium, 1 in Russia
- Personnel 4 400
- Milk intake 1 870 million l - 85% all milk in Finland
- **Mission:**
To promote the business of Valio milk producers
- 2011 av. milk prize 44,9 € snt
- 2012 est. 46 € snt for farmers





Milk production meets several needs

Consumers

- Food safety
- Nutrition
- Quality
- Environment
- Society
- Animal welfare



Industry

- Raw milk quality
- Production quantity
- Clear processes



Farmers

- Economics = milk price
- Reliable partner
- Support & advising
- Easy to work



Officials + Associations

- Good co-operative essential
- Food industry is active in advising dairy farmers
- Additive regulations and requirements is needed (legislation is not enough)
- Voluntary agreements, involved
 - all slaughter-houses
 - all dairy industry
 - farmers
- The Association for Animal Disease Prevention (ETT)
- health data bank NASEVA



Food safety

- Base: EU and national legislation
- Food Safety Authority Evira
- Residue control program
- Milk hygiene regulations for farms and food industry
- Farm controls every 3rd year by officials,
- Auditings in industry

Valio Ltd:

- No GMO accepted – checked 1/year all feed suppliers – farmers are not allowed to use GMO-feed
- Feed only from "positive list" companies (following ETT guidelines)





Herd health: The Association for Animal Disease Prevention (ETT)

- Established by food industry (since EU 1995)
- Herd health management concept
- Rules for importing animals etc
- Supervising feed companies in animal diseases risks
- Positive list of operators
- Disease Management on farm level
 - Animal and feed trade, feed production
 - Visitors in dairy farms
 - Travelling abroad and foreign visitors
 - Other domestic animals and pest animals
 - Control of the infection chain and lowering of the infection pressure
 - Resistance to diseases





Herd health management: NASEVA data base

- Build up by food industry – based on contracts
 - no animals for slaughter without record information in data base
- Data collection for food safety, farm management and breeding (WEB)
- Breeding for health traits since 1984 (dairy)
- Health checks on farm level once a year, improvements , Vet+farmer
 - Infections, mastitis, medicine handling, residues management, animal welfare, feeding, fertility, claw and leg disorders, calves
- Access to the data for farms, vets and advisors
- Certificates for herd/animal health status for animal trade etc





Salmonella

- No salmonella accepted in Finland
 - EU exceptional permit to test imported food
- Feed industry: in-house control
- The Association for Animal Disease Prevention (ETT) takes care off renovations on salmonella cases on farms
- Less than 10 dairy farms / year – all cleaned
- ETT guideline in animal trade
 - max 3 month old test of salmonella, if older – no sale

Valio:

- Assurance terms (insurance company owned by Valio) covers if salmonella found and cleaned on farm



Medicin residual: antibiotics

- On farm every single animal must be tested after treated with antibiotics – negative result -> milk for processing
- Delvotest set given to every farm by co-operative
- The lorry driver takes a sample from every farm tank when collecting milk from the farms (every 2.nd day)
- Sample from each loading (SNAP & Delvotest) before unloading in plant
- Positive analyse in any step -> milk to bio waste
- Last year 24 antibiotic cases - all human errors





Valio Quality Manual - good farm practices

- Agreement between the farmer and co-op.
- Regularly updating by the farmer
- Milk hygiene requirements
- Self control, written report
 - sanitation, feed and water quality control, pest control, waste handling, food safety and traceability, storages (medicine, additives, pesticides, fertilizers, biocides etc.)
 - labour introduction to food hygiene and disease prevention
- Prize bonus +0,5 € snt/l milk
- 97% of Valio dairy farms committed
- Milk samples, farm auditing by advisors (5%/year)

Maidon laatukäsikirja 2007



Maidon laatukäsikirja





Data for farm quality system is kept up in a database by dairy advisors (access by a intranet software)

Maitotilantiedot

Maitotila Siirry Ohje

Hakuehdot

Neuvojatunnus: 100 ... Laitinen Hanna HOSK: ...
Tuottajatunnus: 30625 ... VÄLJÄ MARKO 06-2336174
Viimeisin Reitti: 309 KARVIANTIE 902 61920 NUMMIKOSKI 0400843197
Ajo-ohje ym.:

Analyysit | **Laatutiedot** | Tilasäiliö | Lypsykone ja pesuri | Taudit ja kiellot | Tilakäynnit

Laatusopimuspvm: 01.01.1996
Kilpailuvuodet: 1
Alkuvuosi: 2006

Laatuksoulutukset
 Laatuarviointit
 Laaturaukinnot
 Maitotilaopaste
 Korvattu maito

Laatuarviointit

Nro	Tyyppi	Pvm	Arvioija
1	Opastearviointi	11.10.2006	AK
2			

CAPS NUM INS

Quality agreement

Audit information

Training sessions

etc.



Valio Quality Sign - shows the way to the farm

- Quality training for farmers
- Quality manual, updating, auditing
- Descriptions on management processes
- Continuous improving on farm
 - animal welfare
 - environment
 - management etc
- 2000 farms





Animal Welfare

- Legislation only draws the line at criminality
 - welfare needs more
- Quality contract farms:
 - Need of natural behavioural
 - Focus on single animals as well as herd level
 - Health management – prevention of diseases
- Coming soon: In-house control – observing animal welfare by the farmers
- Educating farmers
- Preparing for Welfare Quality and Global GAP in the future



Valio Milk Pricing Principals

> 94% of raw milk in class E 2011

	Bacteria / ml	Cell count/ml	Price
Class E	< 50 000/ml	< 250 000	Basic price 4,3% fat, 3,3% protein
Class I	50 000 – 100 000	250 000 – 400 000	- 2 € snt
Class II	> 100 000	> 400 000	- 30 € snt

Quality contract +0,5 € snt/l
Milk samples 2 a month for prizing



Farm Quality Steps in the Future?



GLOBALG.A.P.



Certified level



Valio Quality: observed AW

NASEVA health care plan
vet-advisor-farm

National level – health checks in
NASEVA

Legislation – all dairy farms

Animal welfare
Foot prints
Society
Fair trade
Labour



Food safety
Animal
Health
Environment
Feed

When making business on animals –
we need to keep up quality,
transparency and accept new demands.

Thank you

