

Import heifers

Things to consider before decide of doing it

Heru Prabowo

PT Greenfields Indonesia

KONDISI INDUSTRI PERSUSUAN SAAT INI

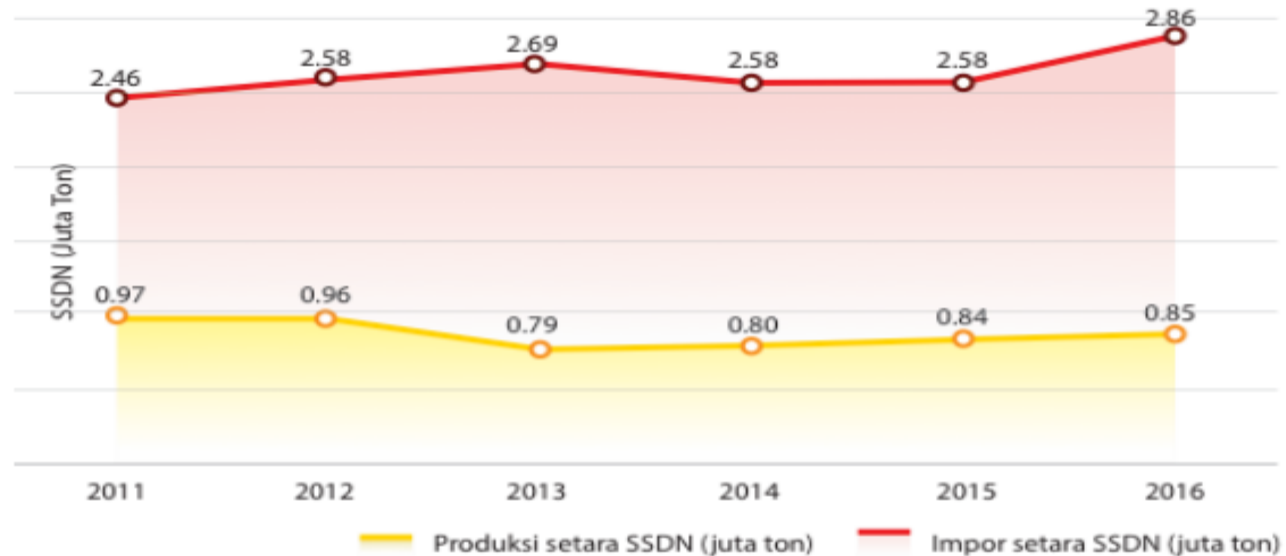
Kebutuhan Susu Nasional

3,7

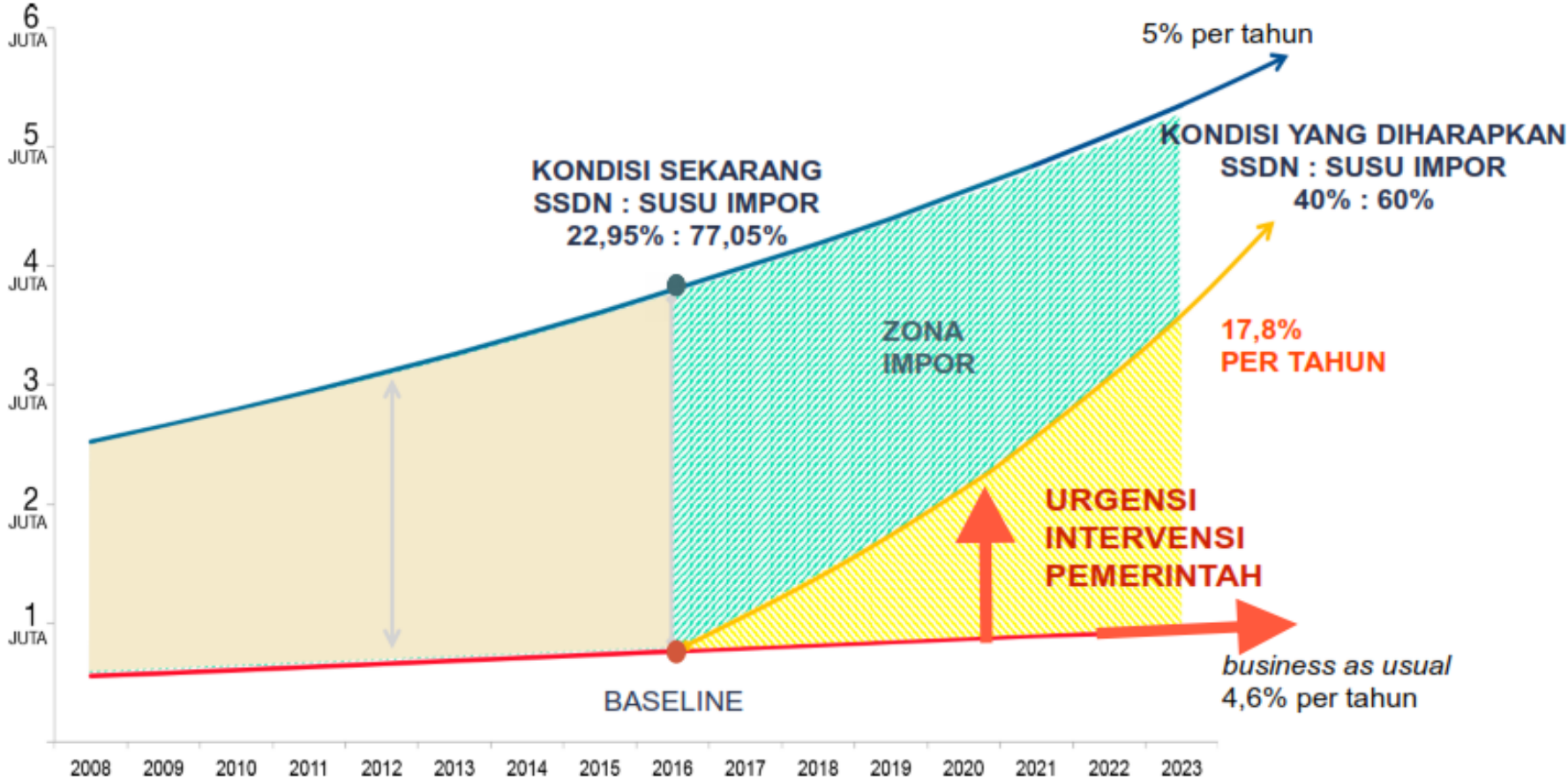
juta ton
(setara susu segar)

Tren Pertumbuhan Rata-rata
5% per tahun

- Pasokan **dalam negeri** hanya sekitar **0,85 ribu ton** atau **23%**
- **Impor 2,85 juta ton** atau **77%** dalam bentuk:
 - Skim Milk Powder (SMP)
 - Whole Milk Powder (WMP)
 - Anhydrous Milk Fat (AMF)
 - Butter Milk Powder (BMP)dari New Zealand, Australia, Thailand, USA, Eropa

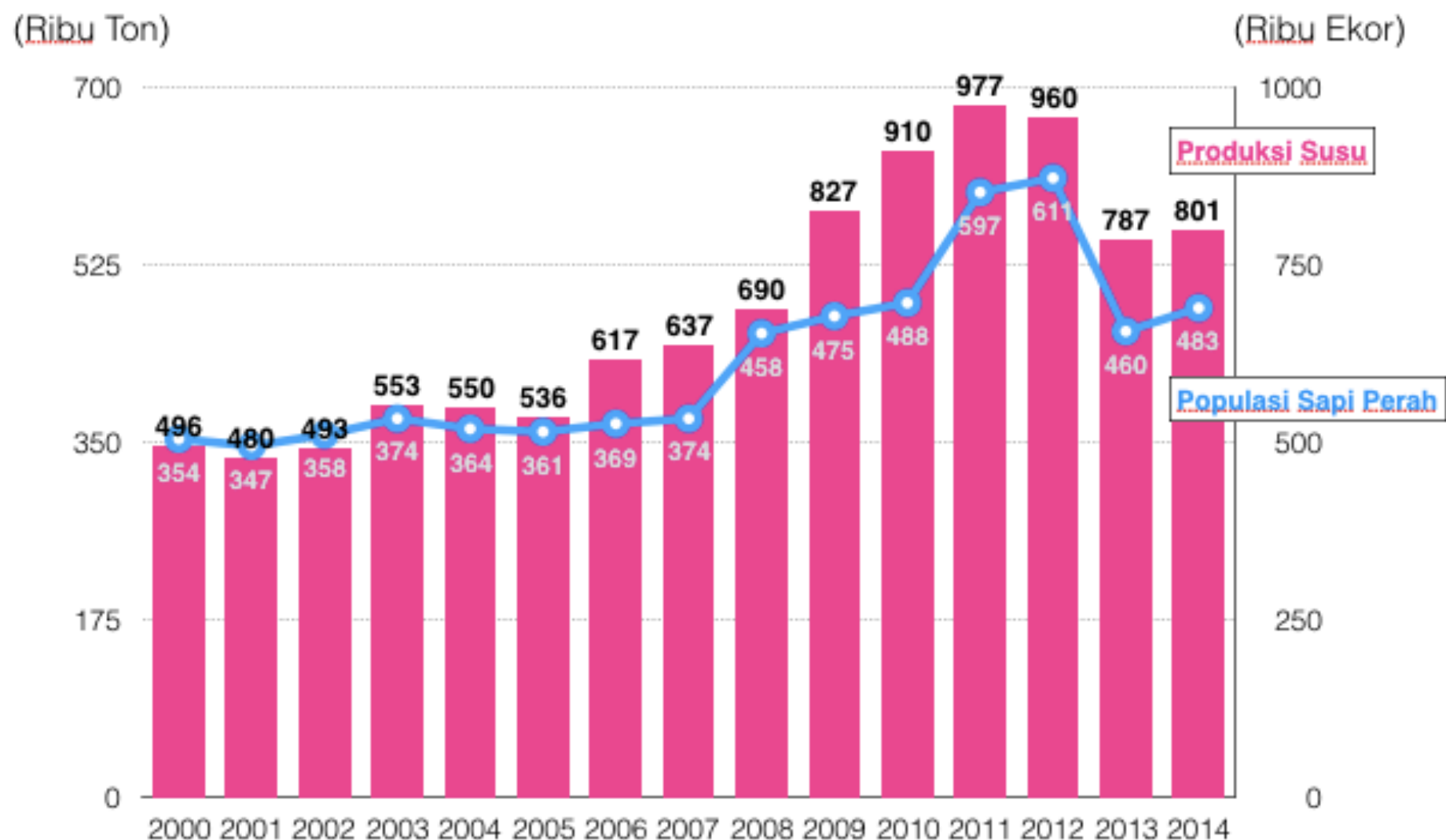


INTERVENSI PEMERINTAH



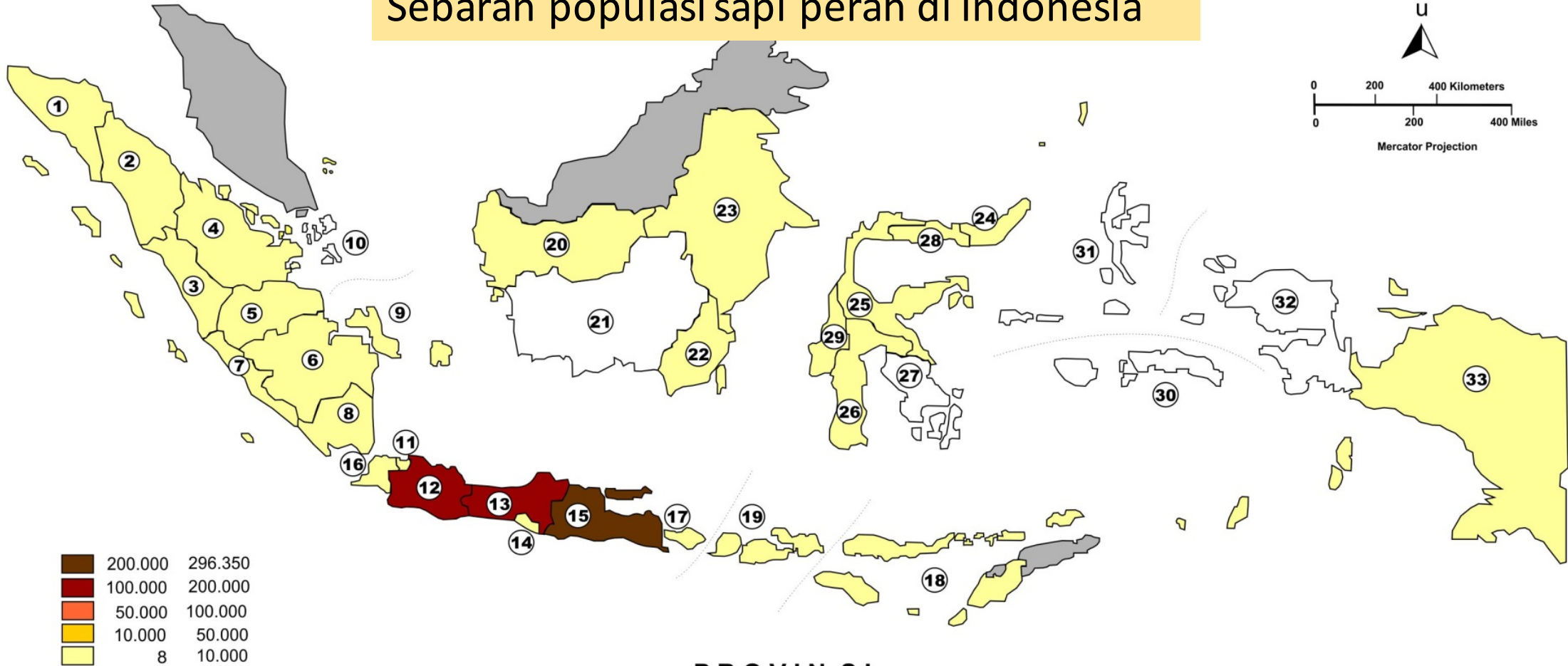
- Kebutuhan SSDN
- Ketersediaan SSDN
- Produksi SSDN dengan Intervensi Pemerintah

Populasi Sapi Perah vs Produksi Susu



Source : Ditjenak

Sebaran populasi sapi perah di Indonesia



PROVINSI

1. Aceh	31	8. Lampung	201	15. East Java	296.350	22. South Kalimantan	110	29. West Sulawesi	13
2. North Sumatera	894	9. Bangka Belitung	119	16. Banten	19	23. East Kalimantan	32	30. Maluku	0
3. West Sumatera	484	10. Riau Kepulauan	0	17. Bali	139	24. North Sulawesi	22	31. North Maluku	0
4. Riau	172	11. DKI Jakarta	2.728	18. NTT	18	25. Central Sulawesi	8	32. West Papua	0
5. Jambi	81	12. West Java	139.970	19. NTB	32	26. South Sulawesi	1.690	33. Papua	11
6. South Sumatera	154	13. Central Java	149.931	20. West Kalimantan	227	27. S.E. Sulawesi	0		
7. Bengkulu	247	14. DI Yogyakarta	3.522	21. Central Kalimantan	0	28. Gorontalo	8		

Summary 1:

- Need more milk to satisfy national demand
- Wants to increase local milk production
- Milk from cows
- Increase milk production per cow is not enough and not easy job
- More milk needed, mean more cows to bring in
- Buying cows from area to area in Indonesia is not increasing population, it is moving the cows around
- Bring in cows from import, that will increase population

Cattle Population

$$\text{Replacement} + \text{Culling} = \text{Population}$$

- Balance of the equation
- Dairy farm with CI 13-14 month, PR 20%, calves/heifer mortality < 5% and culling rate 28% annual basis will gain excess of cow population every year
- Many factors and complex influencers in the dairy farm
- A well managed dairy farm shall have excess of heifers every year, more heifer population every year

Imports heifers

- Breed
- Age
- Pregnancy status
- How to bring in? Sea, air
- How many?
- Global price situation
- When to import, seasonal vs year round calving pattern
- Price, what kind? Buy direct or via local agent?
- Most important thing, how we manage them after they arrive in our farm.

Import heifers - Breed

- Purpose of the business: more liquid milk business or milk component business
- Holstein for liquid milk business
- Jersey for more milk component business
- Crossbred of both
- Related to legal permit/regulation
- Related to on farm management factors. Big cows, small cows, feed sufficiency, climate/environment factors

Import heifers – Age and pregnancy

- Big question: at what age? Pregnant how heavy?
- Related to buying price and after landed cost till calving
- Shipping risk and how soon need more milk
- Customization to local environment before calving
- If pregnant, with what? What spec expected for the calves when they born?
Same breed vs crossbreed, natural vs AI mating, conventional vs sexed semen
- How if aborted during the shipment? How to cover the risk? Sea vs airfreight

Import heifers – mode of transport

- By ship or airplane?
- Plus and minus?
- Cost difference
- Flexibility in timing and number
- Cow factors

Import heifers – time and number

- When to import, related to heifer status and country of origin season
- Pregnant heifers will be easier to get after spring time in Australia, virgin heifer will be less difficult to get
- Environment changes concern after arrival, cold to hot and humid Indonesia
- Watch the global heifer price situation. Watch China factor!!!

Import heifers – how to buy?

- Buy direct or via agent?
- Legal aspect in buying heifers, import permit etc. Not simple and not easy
- Easy way is buying via agent.
- How much can we afford? The heifer price + agent fee

Import heifers – dairy management

- No wise we select the best heifers when we buy then we fed them with rice straw when they arrive!!!
- No wise we buying big breed cattle when we are no able to feed them properly
- Do not buy single use only cows!
- Think and consider many things before decide to import heifers
- Import is just the beginning, our dairy management at home will determine how good we provide the E factor to make cow potential come out fully.

Simple summary 2:

- If we wish to increase national milk production progressively, bring in heifers from abroad is the way to full fill the thirsty of fresh milk production in the country. Not by moving cows around from Bandung to Malang!
- But be wise before decide to import. Think many factors before decide.
- Do not waste the money buying expensive heifers then neglecting them in our farm.
- Make dairy business a sexy business so every one wants to enter dairy.

Thank you