



# GATÚ

The good news from the field

ONLINE

## Brazil: Condominiums of cows



Photo: Folha de São Paulo

Produce scale is the output. Very efficient in agriculture, producers from the city Carambeí in the region of Campos Gerais (state of Paraná, southern region), decided to invest in milk.

They created a condominium, the MelkStad ("milk city" in Dutch language).

In 2012, there were three producers, with 50 cows. Today, there are six, with 600 lactating. The objective is to reach 1,800.

Comfort for the cows, fed up and continuous power control of animal health conditions are essential points for a good evolution of the condominium.

Diogo Vriesman, partner and manager of the financial and administrative side, says the outlet for milk production is the same of the agriculture: scale and productivity.

Will be on the market large and small producers. The large producers for scale. Small producers because the family will take the business forward, he says.

Producers of "milk city" that would initially make separate investments in own farms, they saw in the union a chance to reduce fixed costs and advantages in purchasing inputs.

No participants of milk production, the consortium financed the project, which, when complete, in 2019, should reach an investment of US \$ 10 million.

The project, which already has three sheds with capacity for 900 cows, must add other three following. Among the condominium gains is the reduction in labor costs, the second largest item in the design weight behind the food.

In addition, producers gain in price due to the amount of milk passed to the industries.

Current production is 23,000 liters a day, but the objective is 60,000 liters. Another advantage is the reduction of prices and the longer period on the purchase of inputs.

"The heart of a project like this is milking," says Vriesman. Called Carousel, is capable of milking 50 cows together and 350 per hour. The cow enters and, after completion of the milk collection cycle it gives the way to another.

The condominium producers seek incessantly also another mark: productivity.

Located in a region that has an average yield of 25 liters, the "milk city" is already 37 liters.

This productivity is achieved through the evaluation of animals. After entering the carousel, computers register, besides the cow production performance, possible necessities as food and medication.

They made three milking a day: at 3am, at 10 am and 6pm. Not to lose skilled labor -and scarce in the region-, the group only hires married couple, employing both. Women have the function of milking.

The need to maintain the workforce also requires producers to afford the housing costs and supply of workers, apart from making agreements in private schools for the children of school age.

"Our philosophy is not to be the largest producers, but the most efficient."

Source: Mauro Zafalon / Folha de São Paulo

Marangatú Seeds Ltda

Via Anhanguera, km 313 - P.O. Box 336 - Zip Code: 14001-970

Ribeirão Preto - SP - Brazil - Phone: +55 (16) 3969-1159

marangatu@marangatu.com.br - www.marangatu.com.br

