

# “The Milk Run”

## Newsletter for ILRI’s Smallholder Dairy Network

### Smallholder Dairy Network is born!

The idea of an internal ILRI smallholder dairy network was floated during the November 2003 Annual Planning Meeting (APM) held at ILRI's Nairobi campus. Dr Steve Staal, the Markets Research Theme (3) Deputy Director, chaired the session on smallholder dairy research which was attended by 25 participants.

A key aim of this network is to maintain synergies and coordination in dairy research across ILRI and partners, given the end of the Market-Oriented Smallholder Dairy project in 2003. Discussions thus centred on identifying ways of dovetailing ILRI's dairy research activities, conducted under different projects by multidisciplinary teams, into the institute's new strategic plan where research themes form the organisational units for research activities.

Specific objectives of the session were:

- Identification of the current and planned smallholder dairy research activities across the ILRI sites
- Discussion of main priorities for small-

holder dairy systems research, by locations and partners

- Discussion of how to facilitate the implementation of cross-thematic smallholder dairy research
- Establishment of a smallholder dairy network within ILRI, and among partners

A total of 20 current and planned dairy-related projects in ILRI were identified. These projects differ in their content of dairy research, with some projects having dairy research as the core activity while in others the dairy component is only part of a broader research agenda. These projects, distinguished between “mainly dairy” and “partly dairy”, are summarised in the table on page 1, along with their relationship to the new Research Themes. The Smallholder Dairy Project, jointly implemented by ILRI and local partners in Kenya, is an example of a core dairy project.

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April 2004

Issue 1

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#### WELCOME

Pagsulabong  
svAgata  
Karibu

Welcome to the first issue of “The Milk Run”. This newsletter will be produced quarterly as a forum for sharing news on dairy-related activities in ILRI and partner institutions. We welcome your feedback and contributions as we endeavor to keep you informed. For contributions to or information on the smallholder dairy network, please contact Steve Staal (s.staal@cgiar.org) or William Thorpe (w.thorpe@cgiar.org)

### Current and planned dairy-related project across ILRI sites

Mainly dairy projects	Present Theme*	Partly dairy project	Present Theme*
Smallholder Dairy Project-Kenya	T3	Farmer Field School (FFS)	T2
Kenya Dairy Development Project-Kenya	T3 & T2	Trans-regional Analysis/Trajectory of Change Project	T1
DANIDA-Uganda	T3	PROSAM Ecological	T1
FAO Dairy Policy EA & SA	T3	ICRISAT-ILRI Crop Disease & Nutrition	T5
FAO PFL Milk Market	T3	Informal Milk Market India (proposal)	T3
Target USAID Dairy in West Africa	T2	Dairy Master Plan Ethiopia (proposal)	Multiple
DFID Dairy Toolbox	T2 & T1	CIDA Central America	
Crop-Animal Systems Research Network (CASREN)	T2	Common Fund for Commodities (CFC)-Central America	T3
Talking Pictures-India	T2	DFID Fodder Project in India & Nigeria	T5
BMZ Bangladesh Dairy (proposal)	T3	Global Environment Facility (GEF)-Asia	T3

\*See page 4 for titles of the research themes

Continued from page 1

Listing of current and potential dairy projects helped to answer the “what” and “where” questions of the projects. Once the projects were identified, focus changed to considering current and potential research issues addressed by these projects. This was important because it indicated areas of possible collaboration, which would limit duplication of research and optimise synergy between projects.

Each research issue was analysed and scored on its current and potential strength for future collaboration. It was noted that some listed research issues have already been covered adequately in the past. This indicated the need for a thorough retrospective review of research agenda to avoid repetition. It was also pointed that we need to maintain a balance between national and international components when designing our research. This point arose from the observation that most of the research pursued in the past had a disproportionate focus on national issues at the expense of international issues.

There was a debate about whether we should concentrate in areas where we have strong comparative advantage or also venture into other areas where our comparative advantage is relatively weak. Most participants favoured a position where we do not limit ourselves to areas of our current strengths. It was argued that comparative advantage is accumulated over time through experience and we should thus

venture even in areas where we do not have comparative advantage. In such situations, the optimal scenario would be to partner with others and bring our individual strength to bear on the problem at hand.

Finally the meeting resolved to form a new dairy network or collaborating group to steer dairy research activities, particularly those that were identified as important for future collaboration. One of the recommended forms of collaboration is joint research proposals on key issues of dairy research. ILRI’s Markets research Theme (T3) volunteered to coordinate the new dairy network. In subsequent discussions, Dr Bill Thorpe agreed to help facilitate coordination from the Asia side. To keep everyone informed and exchange news between members and projects, the session recommended the inauguration of a quarterly newsletter. We welcome your suggestions to improve on future issues of the newsletter.

**Research issues for future inter-theme collaboration**

- Institutional innovations in delivery, markets, R & D process, technology and knowledge system
- Dairy cattle breeding strategies (policies) and goals, service delivery, performance
- Feed and fodder (linkages and relevance)- understanding demand
- Animal health, ECF



**Milking time: Smallholder dairy households stand to gain from research**

Research Issues	Current strength	Potential strength	Research Theme
Institutional innovations in delivery, markets, R & D process, technology and knowledge system	**	***	T2
Dairy cattle breeding strategies (policies) and goals, service delivery, performance	*	***	T4, T3
Milk markets, SPS, milk safety, trade, human nutrition	***		T3, T4, T5
Feed and fodder (linkages and relevance)–understanding demand	*	***	T5, T2
Dairy policy and sector analysis (income, employment)	***		T3, T1
Targeting and system evolution	***		T1
Farm-system analysis, analysis and impact	***		T1, T3
Animal health, ECF	*	**	T4

## Raw vs. processed milk debate: Crying over boiled milk?

Following the “Safe Milk” media campaign, launched last November by the Kenya Dairy Board (KDB), debate has raged in the local press as to whether pasteurized packaged milk is indeed safer than boiled hawked milk.

The KDB campaign exhorts the public to “be safe and buy processed milk” because hawked raw milk poses a “health hazard”. This stand may threaten livelihoods of small dairy farmers, small scale traders, and the majority of Kenya’s poor who cannot afford to buy processed milk.

In an article in the Daily Nation, a postgraduate student at the University of Nairobi, Ms Tezira Lore, refuted the potentially alarmist claims in KDB’s advertisements by quoting key findings of a recent study by the Smallholder Dairy Project (SDP).

In a 2002 report entitled “Assessing and Managing Milk-borne Health Risks for the Benefit of Consumers in Kenya”, SDP researchers found that hawked milk is just as safe as processed, packaged milk as long as it is boiled. Almost all sampled households reported boiling of milk before consumption, thereby eliminating any pathogen hazard.

SDP is now working closely with the KDB to arrive at a common approach to raw milk market policies. This includes training small-scale milk traders to improve milk quality and meet minimum standards and practices, and in turn licensing and so “formalizing” their activities. This will provide a positive policy environment for sustained small scale market development. This consensus SDP-KDB position is being put down in a joint policy brief that will be presented in a joint National Policy Forum in April (see Dairy Diary).

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## To breed or not to breed? One of the questions for Kenya

A study on the assessment of dairy cattle breeding services and strategies in Kenya is currently in progress, including ILRI, the USAID-supported Kenya Dairy Development Project (KDDP), the DFID-supported Smallholder Dairy Project (SDP) and partners from Kenya’s Veterinary Department.

This Theme 2 (Innovations) and Theme 3 (Markets) study aims at assessing the current status of breeding services in the country, and the broader issues related to breeding policies for dairy cattle, particularly in the context of smallholder strategies and needs. The assessment entails a critical analysis of both the supply of breeding services (e.g., production and delivery of semen, bull services) and smallholder farmers’ demand for livestock breeding services. Particular focus is on the demand side, which is intended to respond to the perception that dairy cattle breeding services have typically been “top-down” in their approach, and have not always addressed small farmers needs adequately. The collapse in use of AI in Kenya over recent years, for example, may partially be a consequence of a supply-driven

perspective. This study will generate insights into market-oriented smallholder farmer needs for breeding services and the current strengths and weaknesses of the system in meeting those and, with partners, identify strategies for more demand-driven breeding policies and services.

Preliminary analysis of dairy characterisation survey data collected in key dairy farming regions of Kenya indicates that only 18% of dairy households used artificial insemination (AI) services. This is despite the fact that 60% of the respondents reported that AI services were available in their area. Therefore, availability is not matched by use, and the study will investigate socio-economic (farmer and market) and bio-physical (locational) factors determining not just use of AI, but farmer choice of breeding strategy in general. A qualitative response model is being applied in the investigation, as well as some farmer-participatory methods. Besides the knowledge and practical input into the dairy breeding policy and strategies for Kenya this study will generate, it is also intended to develop and refine learning and methodologies that can be applied in other countries. In Bangladesh, for example national partners have expressed strong demand for support in this research area.

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## Congratulations!

Congratulations to Dr. Azage Tegegne and Ada’a-Liben Woreda Dairy and Dairy Products Marketing Association of Debre Zeit, Ethiopia for being highlighted on CNN’s World Report programme on Sunday 28 March 2004. Dr. Azage and ILRI assisted in the establishment of the dairy co-operative in 1998 and continue to offer support in form of training in dairy production and milk processing, project preparation, guidance and technical advice.

## Coming up in the next issue

In the next issue of “The Milk Run”, we shall highlight planned and on-going smallholder dairy projects in other ILRI sites and Themes. To this end, we invite you to send brief articles (up to 300 words) that you wish to be featured in the newsletter. Email your articles to Steve Staal on s.staal@cgiar.org.

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## International Livestock Research Institute

P.O. Box 30709  
00100 GPO  
Nairobi, Kenya.

Phone: +254 20 630743  
Fax: +254 20 631499  
<http://www.cgiar.org/ilri/>

## Who we are

ILRI, headquartered in Nairobi, Kenya, is a non-profit institution governed by an international Board of Trustees. ILRI is one of the 16 Future Harvest Centres, which conduct food and environmental research to help alleviate poverty and increase food security while protecting the natural resource base. The Centres are supported by the Consultative Group on International Agricultural Research. ILRI's research products are designed to raise livestock productivity without depleting the natural resources on which farming depends. *ILRI's mission* is to enhance the well-being of present and future generations in developing countries through research that improves sustainable livestock production.

### *ILRI's research themes:*

Theme 1: Targeting opportunities

Theme 2: Enabling innovation

Theme 3: Market opportunities

Theme 4: Biotechnology

Theme 5: People, livestock and the environment

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## Dairy Diary: Important dates for you to note!

28th April, 2004

Kenya National Dairy Policy Forum will be held in Nairobi, jointly convened by ILRI, KARI, the Min. of Livestock and Fisheries Development, and the Kenya Dairy Board. The Forum will highlight policy-related outcomes of the DFID-funded Smallholder Dairy Project.

17th to 20th June 2004

FAO Dairy Outlook Conference and Intergovernmental Group on Meat and Dairy Products, Winnipeg, Canada.

27th to 30th September 2004

FAO APHCA (Animal Production and Health Commission for Asia and the Pacific) conference on Smallholder Dairy. Chiang Mai, Thailand

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## New project development : Milk market access in India

**T**heme 3 is currently developing a proposal on "Market Access for Smallholder Milk Producers in India" to be submitted to the Capitalization of Livestock Programme Experiences India Project (CALPI), a Swiss SDC-funded development project. The institutions involved in the study are the Indian Institute of Management (IIM), Ahmedabad; ILRI, Nairobi; and the National Dairy Research Institute, Haryana. The project leader is Prof Vijay Sharma of IIM.

India is today the world's largest milk producer (80 million tonnes annually), having recently surpassed the USA. Milk is mainly produced on smallholders' farms that keep a few head of cattle or buffaloes. Half of the milk produced is consumed at home while the rest is marketed directly, either by the producers themselves or through a myriad of mostly small-scale market intermediaries. While considerable research and development attention has been devoted to cooperative and private formal dairy activities, few studies have addressed the much larger "informal" or traditional market. The study aims at filling this gap by looking at the whole range of India's milk market intermediaries.

The main objective of the study is to facilitate efficient improved market access and remunerative milk price to small producers and ensure adequate supply of milk and milk products to consumers at economical prices. A production-to-consumption approach will be used and different levels of the marketing chain will be analysed: smallholder dairy farms as well as milk and dairy product market

agents and consumers. Also, milk and dairy product quality will be assessed along the marketing channels, through lab analysis of milk samples.

ILRI's main contribution will be to provide overall support to the study design and outcomes, based on experience from similar studies in sub-Saharan Africa. Specific tasks will include providing technical backstopping for the design of the survey procedure and instruments as well as milk testing procedure and analysis. ILRI will also contribute in data analysis, report writing and presentation of outcomes from the project, which will end in Dec. 2005. For more information, please contact Steve Staal ([s.staal@cgiar.org](mailto:s.staal@cgiar.org)) or Isabelle Baltenweck ([i.baltenweck@cgiar.org](mailto:i.baltenweck@cgiar.org)).



**A *dudh-whallah* (milk trader) markets milk from rural farmers to urban household buyers.**