

# Zambia Dairy Transformation Programme

JULY 2018 NEWSLETTER



*Welcome to the latest edition of our monthly newsletter, which summarises activities carried out under the Zambia Dairy Transformation Programme (ZDTP) in July 2018.*

*Left: Chrispine Banda is a Dairy Farm Extension Officer with the ZDTP. He is based in Mufilira, in Copperbelt Province. Chrispine provides extension support to 120 farmers who are members of eight primary milk cooperatives across an area with a 40-kilometre radius.*

## Team member spotlight: Chrispine Banda

Chrispine Banda, 28, grew up as a city boy in Lusaka; however, he says he's always had a real curiosity for farming. After finishing high school, Chrispine completed a three-year Diploma in Agribusiness Management, which covered animal husbandry, crop science, soil science and agribusiness. He then managed a rural property outside Lusaka, where he was responsible for a diverse range of livestock – from cattle and sheep to goats and poultry. The property was 70 hectares, but also utilised an additional 100ha of communal grazing. During his time as farm manager, Chrispine extended the scope of the farm to include a vegetable enterprise which provided a range of fresh vegetables for local households. He then took on a new position as a milk procurement supervisor for the milk processing company Varun Beverages, where he gained a real interest in the dairy sector and gained new skills in milk quality procedures, including lab testing for grading milk. His combined experience in management and milk processing led Chrispine to the ZDTP. Chrispine has been working for the ZDTP as a Dairy Farm Extension Officer for nearly 18 months and has already noticed a real impact of his services on smallholder dairy farmers in his region. He has also gained new skills, such as group facilitation, coordination across a diverse stakeholder group and technical knowledge about feed conservation, financial analysis and milk processing requirements. Chrispine says he's looking forward to an exciting future in the Zambian dairy sector.

## IN BRIEF

### Milk quality

Our milk quality specialist, Greg Braggins, is visiting Zambia from August 20 to September 7. Greg will help facilitate the joint development and implementation of Standard Operating Procedures (SOPs) at each of the Milk Collection Centres (MCCs) associated with each of our six target Cooperatives. Officers from Zammilk and Parmalat will be involved in this process, as will representatives from the Dairy Association of Zambia and the Ministry of Fisheries and Livestock. Any agreed SOPs will be aligned to Zambian national standards, current legislation and international good practice.

## A brief visit from the New Zealand High Commission

We were delighted to host a brief visit from Pretoria-based New Zealand High Commission representatives (accredited to Zambia) at the start of July. During his visit to Zambia, High Commissioner Mr Mike Burrell also made a brief excursion to Liteta and Chibombo, where he spoke with Dairy Cooperative Union farmer and Board members about the positive changes they are seeing as a result of their engagement with the ZDTP. This feedback was brought to life during the opening of a silage pit at a demonstration plot hosted on Mr Gilbert Mweemba's farm in Liteta – the result of our programme's 'seed to feed' activities. Following the opening of the pit, Beatrice Mwilima – the ZDTP's Extension Officer for Chibombo and Liteta – spent time showing Mr Mweemba how to weigh the silage and record the amount eaten by his animals and the volumes of milk produced as part of an on-farm feeding trial. Data collected from six farms, including Mr Mweemba's, will be incorporated into ZDTP extension materials as a way of further reinforcing anecdotal evidence from farmers that 'feeding silage makes animals produce more milk'. Mr Burrell's visit to Zambia culminated in a meeting with Dr David Shamulenge – the Permanent Secretary at the Ministry of Fisheries and Livestock. Mr Burrell emphasised the ZDTP's determination to achieve sustainable change within the smallholder dairy sector beyond the five-year funding of the programme and said he also appreciated the invaluable support being provided to the ZDTP team by Dr Shamulenge and his central, provincial and district teams of officers.



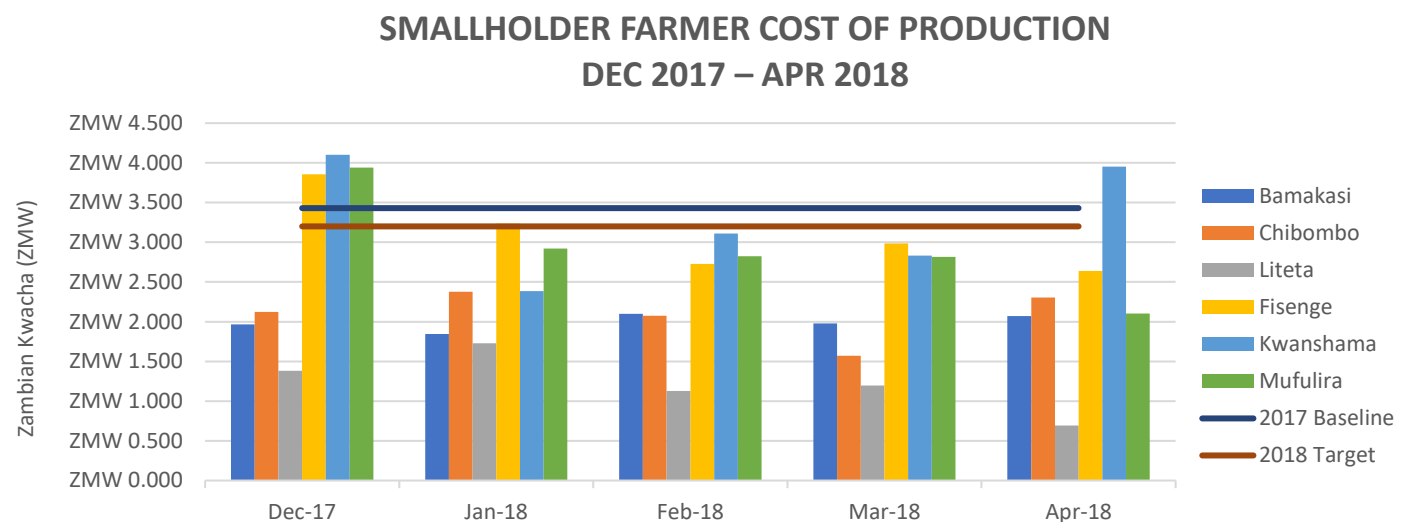
*Mr Mike Burrell, left, and Dr David Shamulenge pose for a photo following their meeting at Mulungushi House.*



*A farmer tending to an animal.*

## Pleasing results from Real-Time Monitoring initiative

Information collected on a monthly basis through our Real-Time Monitoring initiative is being used to track ZDTP progress, as well as being fed back to farmers through quarterly reports to help improve their understanding of their dairy businesses. Although it's early days we are pleased to see that since December 2017, average Cost of Production for a litre of milk (direct and indirect costs included) for RTM farmers is below the programme baseline of ZMW 3.43, with the exception of farmers in Kwanshama in April. We recognise that this is for a period when animals traditionally benefit from better nutrition so will continue tracking progress over the coming months and report back accordingly. Farmers say receiving RTM reports has improved their understanding of their dairy businesses and allowed them to make informed management decisions and understand whether they are making a profit or a loss – something which is essential in the development of any business.



## What's the fuss with milk adulteration?

One of the challenges faced at this time of year by farmers and Milk Collection Centres (MCCs) is lowered milk volumes. This can be due to a number of reasons, with one of the major ones being the shortage of quality feed, given we have had almost four months without rain. Cattle struggle to maintain weight and have less energy to divert to milk production. Access to free water may also be an issue impacting on milk volumes. Increased feed costs alongside decreased milk volumes lead to higher costs of production – one of the indicators we are tracking as part of our Real-Time Monitoring initiative (see above). With all these factors, it is not surprising that some people may be tempted to add water to milk in order to increase volumes sold and thus the price received as milk is paid for on a per litre basis. But the addition of water to milk dilutes the milk and the nutrients it contains. It can also impact on milk processing and the quality of the final product (i.e. fresh, long life and sour milk, yoghurt and cheese) bought by consumers. We're working with farmers, MCCs and processors to try and remove the temptation for adulteration, through supporting farmers to conserve fodder and feed their animals economically, plus ensuring rigorous and reliable testing is in place to ensure there is a deterrent in place. Testing for adulteration will be an important topic during our upcoming stakeholder milk quality workshops as it requires a joined-up approach.

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**The ZDTP is focused on supporting dairy farmers to improve their productivity, milk quality and linkages to urban markets. The views expressed in this publication are those of the implementers of the programme and do not necessarily reflect those of the New Zealand Government.**