

USDA Foreign Agricultural Service

GAIN Report

Global Agricultural Information Network

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Rising Demand for U.S. Bovine Genetics in Poland and the Baltic States

Report Categories:

Livestock and Products

Market Development Reports

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Report Highlights:

Poland's demand for US dairy genetics continues to expand, with seven months 2011 trade data showing a 10 percent increase over same period 2010. For 2010, Poland's imports total 1.183 million, an increase of \$300,000 or 46 percent over 2009. The mushrooming Polish market reflects the U.S. genetics industry long term development horizon coupled with an auxiliary boost provided by the 2009 mutual recognition agreement of herd books between the U.S. Holstein Association and Polish Federation of Dairy Cattle Breeders and Producers.

General Information:

In 2010, Poland imported U.S. bovine genetics valued at US\$ 1.183 million, an increase of US\$ 300,000 or 46 percent, in comparison to 2009. In the first seven months of 2011, Polish imports of U.S. bovine semen increased US\$120,000, an additional 10 percent in year over year comparison, raising Polish share of U.S. bovine genetics imports to seven percent of total EU-27 imports.

Demand for U.S. genetics is mainly attributed to development of the Polish dairy sector after the 2004 accession into the European Union and the Polish and US Holstein Association agreement signed in April 2009 which helped eliminate several trade barriers (see FAS Warsaw GAIN Report “Bovine Genetics Market” dated June 16, 2009).

FAS Warsaw actively advocated for the 2009 mutual recognition of herd books agreement between the US Holstein Association and the Polish Federation of Dairy Cattle Breeders and Producers (PFDCBP), by organizing a visit of Polish representatives to the US Holstein Association in Vermont and by coordinating the 2009 joint conference on dairy cattle breeding in Krakow attended by the US Holstein Association.

FAS Warsaw continues to advocate for the interests of the U.S. artificial insemination (AI) industry in Poland through providing support to firms promoting U.S. genetics like World Wide Sires (WWS) Polska, Cooperative Resources International (CRI), and American Breeders Service (ABS) acquired by Genus Breeding Ltd. but importing U.S. bovine genetics to Poland via Great Britain.

In addition to generating direct sales through traditional promotional activities in Poland, FAS Warsaw’s support of training programs and outreach to other Baltic countries have resulted in measurable commercial returns for AI affiliated industries in the U.S. For example, in February 2009 FAS Warsaw supported six Polish scientists and breeder association representatives to a seminar on Cattle Genomic Selection in Washington DC. The USDA and the U.S. AI industry had organized the seminar for major importers of U.S. genetics to promote genomic selection of breeding bulls based on a new selection technology. The event both generated commercial activity for bovine semen and spurred interest in the technology on display as well. In 2011, the National Research Institute of Animal Production in Balice, near Krakow, procured from the United States the “* Genome Analyzer” which was the laboratory equipment used for testing the genomic set up of animals presented during the seminar. Value of the equipment purchases is Polish Zloty PLN 2.9 million (US\$ One million).

Baltic States outreach included seminars on Genomic Selection conducted during the AGROBALT trade show in Vilnius (2010), at the Agricultural University of Lithuania and at the Lithuanian Association of Dairy Cattle Breeders in Kaunas (2010) by the FAS Warsaw livestock specialist. These activities enhanced interest in U.S. genetics in Lithuania, Latvia, and Estonia which jointly host the biannual AgroBalt agricultural fair. In the first seven months of 2011 U.S. exports of bovine genetics to these three countries increased by US\$ 93,000 (66 percent) in comparison to the same period of 2010.

Contact information to the U.S. exporters and Polish importers of bovine semen and of laboratory equipment for genomic selection follow:

I. Major U.S. exporters of bovine semen to Poland:

World Wide Sires, Ltd.

5545 Avenida de los Robles
Visalia, CA 93291
Tel: (559) 622 2222
Fax: (559) 741 2828

ABS Global Inc.

1525 River Road
DeForest, Wisconsin, USA 53532
Phone: (608) 846 3721
Fax: (608) 846 6443
Email: mailbaq@absglobal.com

Cooperative Resources International

117 E. Green Bay Street
P.O. Box 469
Shawano, WI 54166
Phone: 715-526-2141
Fax: 715-526-4511
Email: info@crinet.com

II. Major Polish importers of U.S. bovine genetics:

WWS-Polska, Robert Pakuła s.c.

Nowa Wieś, ul. Słoneczna 10
05-806 Komorów, Poland
Tel.: (022) 759 15 78
Fax: (022) 759 12 84
Email: biuro@wws.pl

Fundacja Wspierania Przedsiębiorczosci w Polskiej Hodowli i Inseminacji

Berylowa 34, 05-806 Komorow, Poland
Phone: (603) 780 343
Email: artur.cholewicki@gmail.com

National Research Institute of Animal Production

Sarego 2; 31-047 Krakow, Poland
Phone: (12) 422 8852
Fax: (12) 285 67 33
Email: izooinfo@izoo.krakow.pl

*Please note that the Genome Analyzer was purchased by the National Institute of Animal Production in the Illumina Inc. through the Dutch middlemen.

Illumina, Inc.

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1.858.202.4566

Author Defined:

Picture of Polish Dairy Herd based on imports of U.S. Holstein Genetics



Owners of the above dairy operation pictured with the AgAttache in front of their breeding trophies.

