



TABLE OF CONTENTS

Acknowledgements

Summary

Sumario

1. General introduction	1
1.1 The dairy sector	1
1.1.1 World context	1
1.1.2 Brazilian context	2
1.1.3 External milk market	2
1.1.4 Domestic milk market	3
1.1.5 Milk producers and changes in the Brazilian milk market	4
1.2 Problem definition	4
1.3 Research objectives	5
1.4 Research hypotheses	5
1.5 Materials and methods	5
1.6 Outline of the thesis	6
References	7
2. Milk production in the South of Rio Grande do Sul, Brazil: classifying and characterizing small scale farmers	9
Abstract	9
2.1 Introduction	9
2.2 Materials and methods	11
2.2.1 Study location	11
2.2.2 Baseline survey	12
2.2.3 Data and statistical analysis	12
2.3 Results	12
2.3.1 Farm classification and major farm characteristics	12



2.3.2 Land use and crop management	14
2.3.4 Labor requirements of farm activities	17
2.3.5 Product marketing	18
2.4 Discussion	20
2.4.1 Farm classification	20
2.4.2 Feeding strategies	21
2.4.3 Milk marketing	22
2.5 Conclusions	23
References	24
3. Milk production in the South of Rio Grande do Sul, Brazil: differences in marketing channels and effects on small scale farmers	27
Abstract	27
3.1 Introduction	27
3.2 Materials and methods	29
3.2.1 Study location	29
3.2.2 Baseline survey	29
3.2.3 Data and statistical analysis	30
3.3 Results	32
3.3.1 Major farm characteristics concerning milk production	32
3.3.2 Main influences on milk production	32
3.3.3 Main influences on contribution of livestock to family income	34
3.4 Discussion	34
3.4.1 Factors determining milk sale to cooperatives	34
3.4.2 Factors determining milk sale to private companies	35
3.5 Conclusions	36
References	37



4. Feed use efficiency on small scale dairy farms in the South of Rio Grande do Sul, Brazil	39
Abstract	39
4.1 Introduction	39
4.2 Materials and methods	41
4.2.1 Study location	41
4.2.2 Selection of study farms	42
4.2.3 Data collection and analysis	42
4.3 Results	43
4.3.1 Feeding of dairy cattle herds	43
4.3.2 Body weight development and milk yield	46
4.4 Discussion	48
4.5 Conclusions	49
References	50
5. General discussion	53
5.1 General aspects	53
5.2 The relevance of milk production and marketing channels for small scale farmers	53
5.3 The relevance of feed use efficiency and feeding strategies	55
References	55
6. General conclusions	57