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**Date:** 11/5/2018

**GAIN Report Number:**

## Poland

**Post:** Warsaw

### **CSSF Dairy Genetics and Nutrition Program Exceeded Expectations**

**Report Categories:**

CSSF Activity Evaluation

Export Accomplishments - Events

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**Report Highlights:**

Post used CSSF funds to promote U.S. genetics and soybean meal to Polish stakeholders in April. This activity generated \$363,000 of dairy semen sales three months after the activity. Post estimates that because of growing international and domestic demand for dairy products, Polish farmers will increasingly rely on U.S. dairy genetics. U.S. dairy genetic exports to Poland will continue to grow through 2018 and into 2019.

## General Information:

In mid-April, 2018, FAS Warsaw, in cooperation with U.S. Livestock Genetics Export, Inc., the National Association of Animal Breeders, the U.S. Soybean Export Council, and the Polish Federation of Cattle Breeders and Milk Producers organized a seminar focused on U.S. dairy cattle genetics and feeding. The seminar raised awareness among Polish breeders about high-quality U.S. dairy genetics and the advantages of feeding U.S. soybean meal and other soy products to dairy cattle (see [GAIN CSSF Activity Report - U.S. Bovine Genetics and Nutrition Roadshow Warsaw Poland 7-3-2018](#)).

Originally, Post's 12-month sales estimate following the CSSF-funded activity for U.S. dairy semen was \$200,000, and U.S. market share would increase from 40 to 50 percent. However, according to GTA data, three months following the activity (May-July, 2018), exports of U.S. bovine genetics increased by \$363,000 or 176 percent over the same period of 2017. U.S. market in Poland share jumped from 37 to 56 percent.

**Table 1: Value of Imports of U.S. Dairy Genetics (May-July, 2016-2018)**

Partner Country	Thousands United States Dollars			% Share			% Change
	2016	2017	2018	2016	2017	2018	2018/2017
World	1,026	1,301	1,485	100.00	100.00	100.00	14
United Kingdom*	185	188	450	18	15	30	139
United States	265	287	388	26	22	26	35
Total from the US	450	475	<b>838</b>	44	37	56	176

\*Post estimates that 90 percent of U.S. bovine semen is transshipped through the U.K.

Source: GTA

In 2017, Poland imported 1.6 million doses of bovine semen valued at over \$5 million. Direct imports from the U.S. amounted to \$1.2 million, a 17-percent increase over 2016. During the first seven months of 2018, semen imports from the United States increased by almost \$1.0 million over the same period in 2017.

**Table 2: Value of Imports of U.S. Dairy Genetics (January-July, 2016-2018)**

Partner Country	Thousands United States Dollars			% Share			% Change
	2016	2017	2018	2016	2017	2018	2018/2017
World	2,914	3,025	3,806	100.00	100.00	100.00	25.84
United Kingdom*	473	515	1,209	16	17	32	135
United States	720	713	999	25	24	26	40
Total from the US	1,193	1,228	<b>2,208</b>	41	41	58	80

\*Post estimates that 90 percent of U.S. bovine semen is transshipped from the U.K.

Source: GTA