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KEYS TO HIGH PRODUCTIVITY IN FARMING BUSINESS

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The purpose of being in any business is to succeed gallantly no matter what. In farming business, being successfully is heavily linked to being very productive. In today's farming business, unless you are highly productive, you cannot be profitable.

Let me share with you four keys that can skyrocket your productivity in farming business

1. DO MORE OF CERTAIN THINGS

You should carefully with your team take the audit of the things you do that seem to make your farming business very productive. Then deliberately do more of these things in your farm every day. I guarantee you that you will see a sudden jump in your productivity. You may also ask your expert about certain things that you should do more of to boost your productivity.

CONT. ON PG. 13

FADLADY

DR. JOSEPH DEJI FOLUTILE

EDITOR-IN-CHIEF

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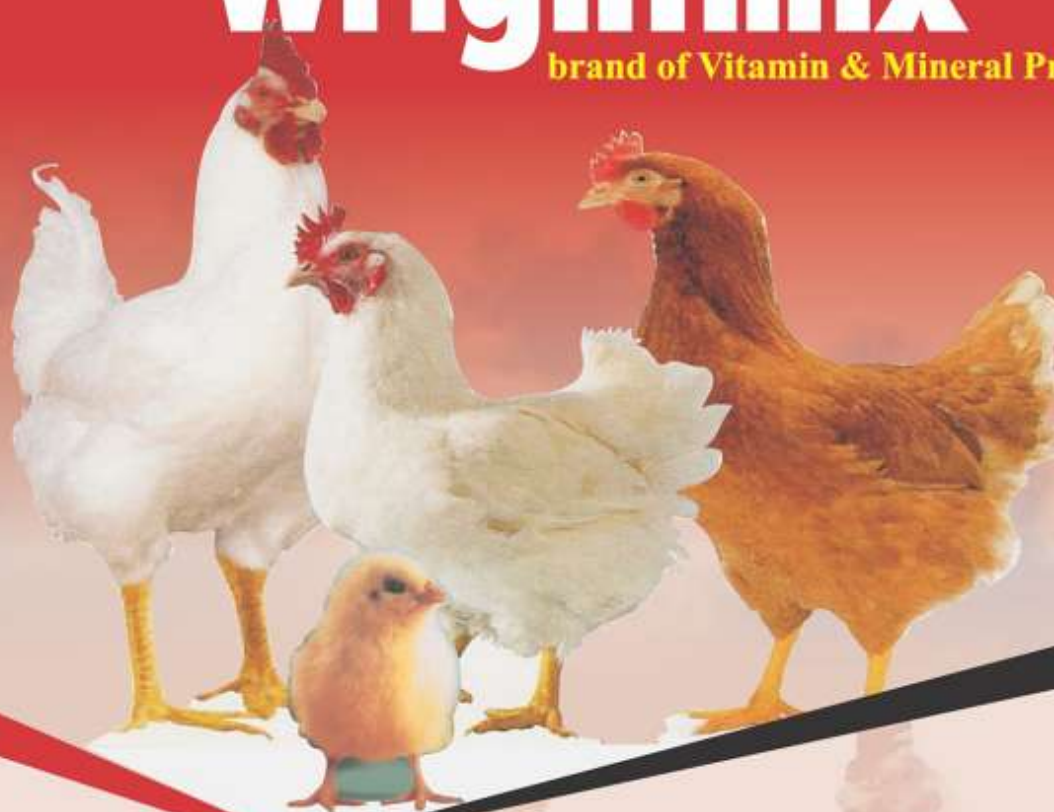


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THE FARMING INTERVIEW by Dr. Joseph Deji Folutile

SPECIAL ADVICE TO FARMERS BY FARMING INDUSTRY GURUS



**MR. RICHES
AVBENAGHA**
CEO, TRENDS VENTURES LTD

The area where I think is a major problem in the farming industry is people paying when and what they owe. Many times those who do business with us don't want to pay when they owe us. I will tell you that they owe us up to 13 million to 15 million and as a result, we end up crossing people like that out. A lot of them have died business wise. This also applies to farmers. You must appreciate the value of your suppliers who supply you and pay them promptly. You must appreciate the value of your customers who are buying and you must see the value of your staff.

There are three customers you have. You have your staff. You have your suppliers. You have your buyers. The people you owe must be key. You must pay those you owe promptly. You

must reserve your money for them before you feed your family. At the end of the month people who left their house for 30 days should be paid. I pay my staff well. As you can see they are all happy and that is because they get their money at the end of every month. Even sometimes I don't even know when they collect their salaries. Some people see workers as slaves. This is not proper!



**MR. GEORGE
EJIOGU**
CEO, GCE NUTRITION
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You should also have discipline in terms of use of fund. For instance you have a layer farm and you make a thousand birds and you sell it. If you eat half of that money, you will have yourself to

blame when financial needs arises.

There is something we call capital formation. This is very important. You need to first form capital in any kind of business you want to go into. How? By investment you form capital not because you took the money from the bank. As you make money from the farming business, you should invest on tools. That is actually what will make the future for you. You should keep buying assets so that your liability in future will be less. You must really adopt capital formation. If you have greater assets and less liability, you are in profit.

In the paper your profit might be low. If you look at banks, they have assets they can point out and government knows this. It is the same with a small scale business. If you are running a poultry business, and you don't have wheelbarrow, cages and all the necessary tools but you have the intention for a cage system, you should start buying the cage little by little. By 3-4 years you would have many cages. You can buy an incubator machine and keep it if you are not using it now. These are assets. The money is not for you to start marrying wives. People tend to live by CONSPICUOUS SPENDING. That is, spending money on things which people can see and praise you. This is a wrong way to start a business. You cannot just wake up and see two million in your account and the next thing is to go and buy a Jeep. You should use the money to buy a truck or a bus that will help you carry goods. You think of buying a flat screen television in your house and yet you may not pay your workers.

Everything has time, the time to sow and time to reap. If you have not sowed and you are reaping that is a wrong start.

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FARMING INDUSTRY HOT ISSUES!!!

THE DEJI FOLUTILE PRESCRIPTIONS (NO. 89)

THE PRESCRIPTION OF BUYING RIGHT



Times are getting harder in the farming business. The wise thing to do is to get smarter. Getting smarter means doing things that will help you change hard times to better times for your business. Getting smarter means doing better no matter the circumstances of the moment.

One of the ways to get smarter in hard times in your farming business is to start buying right. Whatever you are buying that will go into your cost of production should be done with utmost attention and care. Don't just buy anything without the mindset that it must be quality and must be bought at the best price possible.

You will need to develop a good eye for

knowing quality inputs. You will need to develop the art of negotiation in getting the best deals always. You will need to know how to build great relationships with the credible suppliers of good and best priced inputs.

You will need to know that farming is a business that needs the positive contributions of different kinds of players including input suppliers. The more you are able to develop positive relationships with credible inputs suppliers, the better you can leverage things positively to your advantage with mutual benefits.

Buying right will help you in many ways. A lot of farmers are groaning now

because they are not buying right. Some are so attached to buying cheap inputs that they have compromised quality. In this case, things will keep getting harder for them. Some farmers are not exactly guilty of constantly going for cheap inputs no matter the quality, but they err in the area of attention. They are careless in ensuring that they get the best deals in their transactions with input suppliers. And of course, they will pay dearly for this down the line.

To buy right, you must be deliberate about many things. Do not compromise quality, but do not be careless in buying at higher prices than normal. And believe me, this is not the time to

delegate carelessly. This is the time that you want to know what you are buying. You want to see what you are buying. You want to know that you are not being taken for a ride by unscrupulous suppliers and employees.

In conclusion, please note that certain inputs may be expensive but of high quality. I always recommend going for quality because down the line, you will discover that it is actually cheaper to use quality inputs than cheap inputs.

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LIGHTING PROGRAM FOR BROILERS

Turning the lights off is one of the best things that you can do for young meat-type chickens. By giving your birds short days and long nights from one to three weeks of age, you can help them to maintain a healthy body and rapid growth rate. Long dark periods help stimulate melatonin, vitamin D3 and other hormone levels in the blood that improve the chick's immune system and tissue development. Limiting the hours of light will slow early growth slightly, allowing the birds to develop the strong hearts and bones needed to support rapid growth later in the flock. Turning the lights out when the birds are young produces benefits that can last the life of the flock.

Flocks given significant hours of dark from 7 to 21 days of age benefit from fewer health problems:

Leg problems – The most dramatic effect of the lighting program is to reduce leg problems, especially twisted legs. The birds will be more active and spend more time walking.

Heat Problems – Turning the lights off will reduce heart problems such as "flips" and ascites. The flips are large birds in good condition that die suddenly and are often found dead lying on their backs. Ascites is a form of heart failure that can lead to fluid build up in the abdomen and dark discoloration of the comb due to poor blood circulation. Lighting programs will reduce but not eliminate these heart problems. Feeding programs and barns temperature must also be properly managed if you want to minimize these health problems.

Stunting – Sometimes birds that are challenged by disease early in life will become stunted (noticeably smaller in size than their flock mates). In severe cases, the birds may not feather properly and retain much of their chick down. Research and farm experience suggests that a lighting program will help to combat this condition. In general, all flocks benefit from lighting programs but farms where total mortality averages 5% or higher will benefit the most.

What Lighting Program is Recommended?

1) Provide 24 hours of bright light each day for the first 3 days after the chicks hatch.

2) Provide 18 to 23 hours of light (1 to 6 hours of darkness) each day from 4 to 6 days of age. The dark period should be provided in one large block, not in little periods of darkness throughout the day. The full 6 hours of darkness is preferred but even one hour of darkness will help the birds become accustomed to having the lights off.

3) Provide 8 hours of light and 16 hours of darkness each day from 7 to 21 days of age. The dark should be provided in one large block during the day or two large blocks split up by an hour of light. For example, you could turn the lights off at 5:00 p.m. in the afternoon and turn them back on at 9:00 a.m. the next morning. An example of breaking up the dark period would be to turn off the lights at 4:00 p.m., turn them on again for an hour at 10:00 p.m. and then leave them off until 9:00 a.m. the next day. The dark period should not be provided in small periods interspersed throughout the day.

4) At three weeks of age, provide the birds with 12 hours of light each day. From 4 weeks of age to market, provide 14 hours of light or natural daylight.

Frequently Asked Questions

Minimum hours of darkness? – Roaster chickens

will perform well over a wide range of lighting programs but a large block of darkness when the birds are young is critical. Sixteen hours darkness each day from 7 to 21 days of age is recommended. Are the birds afraid of the dark? – When you first start the lighting program, the chicks may cheep loudly for as long as 20 minutes after the lights are turned out. Within a week, however, they will be noticeably calmer at "lights out".

Do you want the heat lamps turned off? – No. The heat lamps do not produce enough light to interfere with the lighting program. If the lamps are the only source of light in the room, the birds will behave as if it is night time. One benefit of the heat lamps is that the birds seem calmer when you first start turning off the lights.

Will the birds crowd the feeders? – When the lights first turn on, the birds are very active and will crowd the feeders and drinkers. Normally, the increased activity lasts for only about 15 minutes after the lights turn on and is normally not a significant problem. If bell drinkers are used, the chick may push down on the drinkers and prevent them from filling with water. Standing in your barn when the lights turn on will help you decide if you should be concerned.

Do I need fan hoods? – Shutters and hoods over the fans are preferred but not essential. Experience indicates that the lighting program is still effective if there is some light leaking into the barn. The birds will sit close to areas where light enters the barn through the fans. Crowding has not been a problem but sometimes it may be necessary to remove caked litter from where the birds have been congregating.

What about windows? – Windows can be a problem. If the pen has windows, look at the birds when the lights go out. Do they start to spend more time sitting and sleeping? Do they draw closer to the brooder lamps? If the birds do not react like it is night time, the glass needs to be covered.

Will the birds eat in the dark? – Yes. While the birds are less active and eat less per hour, they can consume a large part of their daily feed intake in the dark. As they get older, their eyes adjust to the dark and they can eat more when the lights are out.

Can the dark period be broken up? – Yes. When you have a very long dark period of 12 or more hours per day, you can break this up by turning the lights on for an hour or two at night. In hot weather, this mid-night break is recommended to give the birds the opportunity to eat and drink during the cool part of the day.

What if I need to work in the barn? – Turn the lights on when you go in the barn and turn them off when you leave. Interrupting the dark period will not hurt the program.

What about Leghorns? – Leghorns (egg-type chickens) do not have the same leg and heart problems as meat-type chickens. This lighting program is not designed for birds bred for egg production.

Summary

Turning the lights off when the birds are young will improve bird health from brooding age to market. A large block of 14 hours dark each day from 7 to 21 days of age is recommended.

Prepared by Animal Industry Branch,
Manitoba Agriculture and Food February,
2001

FAD

Quick Notes for FARMERS

FUNCTIONS OF

FEED NUTRIENT COMPONENTS

1. Crude Protein

Function- Building blocks for all protein containing material in the body – primarily muscle and connective tissue, milk, fibre, blood, certain enzymes and hormones.

2. Carbohydrates / Starches

Function- Supplies the day to day energy for "running" the body's whole metabolism

3. Fats & Oils

Function-Supplies extra energy during times in which the carbohydrates are too few; Stores surplus energy as body fat; Necessary for the function of certain vitamins and enzymes.

4. Crude Fibre

Function- Contains some carbohydrates and starches that can be utilized by some animals. The roughage aspect of this fraction helps to keep the gut working properly.

5. Minerals – Ca or calcium

Function- 99% of the Ca in the body is found in the bone and teeth. Essential for the normal functioning of the heart and skeletal muscles. Essential in the activity of the enzyme system. Also involved in the coagulation of blood.

P or phosphorus

Function- 80- 85% of the P in the body is found in the bone and teeth. Essential for the energy metabolism of the body. Essential for balancing the acidity of the body fluids.

K or potassium

Function- Important in carbohydrate metabolism as well as nerve and muscle function. Also essential for the general balancing of fluids in the body. Urine contains high levels of K.

Na or sodium

Function-Plays a role in transmission of nerve impulses and in the absorption of sugar and protein from the digestive tract. Essential in the balance of the body fluid and maintenance of muscle tone.

Cl or chloride

Function- Chemical component of digestive juices- it aid digestion. Essential in the balance of the body fluid and maintenance of muscle tone

Mg or magnesium

Function- Activator for many different enzymes. Plays a role in balancing body fluids.

S or sulphur

Function- Essential for the formation of S-containing proteins. Wool contains high levels of S. Essential for hormone and enzyme functions.

Fe or iron

Function- Essential part of the haemoglobin molecule that carries the oxygen in the blood. Is either part of or activates a number of enzyme systems.

Vitamins

Function- In general they are either a part of or help to activate the enzyme and co-enzyme systems of the body. Vitamins are essential for all aspects of energy transmission in the body.

Water

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FARMING SPECIAL 2

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POULTRY HOUSING AND MANAGEMENT IN DEVELOPING COUNTRIES BROODING AND MANAGEMENT OF YOUNG CHICKS

Hatched chicks should be active, uniform in size and healthy. Although newly hatched chicks can survive on their own body reserves for up to 72 hours, depending on environmental conditions, their survival is increased if they are provided with food and water within 24 hours of hatching. The sooner they are provided with these and a warm area, the higher the rate of survival. Chicks must not be chilled or overheated at any time.

BROODING SYSTEMS BROODY HENS

Under natural conditions, the mother hen keeps the chicks warm by allowing them to nestle under her feathers. The chicks follow the broody hen around and learn to forage and drink by watching her behaviour. In small village poultry settings, hens can care for up to 15 chicks. Ideally, chicks should be provided with a commercial ration (Ahlers et al., 2009) or other feed for at least the first two weeks, to improve the survival rate.

SPOT BROODING

For small flocks of up to 20 chicks, a small enclosure in the poultry house or a confined area can be set up. This can be made from cardboard or timber, with a heat lamp suspended over the enclosure to keep the chicks warm. When the chicks are provided with an ideal temperature, they spread uniformly over the enclosure. When chicks feel cold, they crowd under the heat source. If the pen is too warm, the chicks move away from the heat and pant with their wings spread out (Bell and Weaver, 2001).

For larger flocks of up to 400 chicks, circular enclosures are set up in the poultry house to retain them. These areas are usually made from Masonite or sheet metal,

with a gas brooder suspended over them to provide the required temperature (about 35 °C immediately under the brooder). There should be sufficient space for chicks to move away from the heat source. Temperatures in the outer part of the enclosure may be as low as 20 °C.

Commercial layers are often raised in growing cages (of up to 20 chicks/cage) with warm-room brooding, or with a heat source over each cage in tropical climates. As the birds age, the stocking density is reduced by moving chicks to other growing cages.

Whole-house brooding

In large commercial operations, the whole shed is maintained at a temperature of 30 to 32 °C both day and night, using forced-air heaters. This can be achieved only if the shed is completely sealed. As most developing countries are located in the tropics, there is usually no need for whole-house brooding. When this system is used, the house temperature is lowered by about 2 to 3 °C per week until it reaches ambient temperature, provided this is not below 18 °C.

CHICK FEEDERS

At one day old, feed for the chicks can be scattered on paper. After three to four days, the paper can be removed, and chicks provided with feed in shallow feeders on the floor or cages.

CHICK DRINKERS

For village chicks, drinkers can comprise bamboo sections or water bottles. These should be cleaned

and refilled daily. Feed and

water should be within 1.5 m of all chicks. In large flocks, automatic drinkers are typically used. These can be nipple, cup or bell waterers.

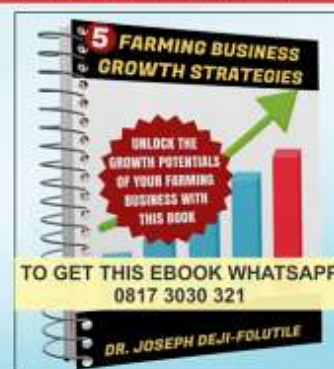
Daily management of chicks

Chicks should be checked four times a day, taking note of any abnormal behaviour and ensuring that they are healthy and not heat- or cold-stressed (Barnett and Glatz, 2004). They should be observed to see if they are able to eat and drink successfully from the equipment provided. Any dead chicks should be removed, and litter should be dry.

2 Contributed by Phil Glatz, Pig and Poultry Production Institute, SARDI, Roseworthy 5371, South Australia, Australia

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MAJOR NON INFECTIOUS DISEASES IN CATFISHES AND THEIR PREVENTIVE MEASURES

Aquaculture accompanies several disease problems caused by different microbial pathogens which are common evident in general culture practice. High stocking densities, over feeding and other organic loads stimulate the proliferation of pathogenic microorganisms. Bacteria, virus, fungus and protozoan parasites are the important microorganisms to cause diseases in fish culture. Disease outbreaks continue to be a major problem for the sustainable development of the aquaculture industry. Clinical outbreaks can negatively impact on the welfare of the fish and the economic gain.

CRACK HEAD DISEASE IN CAT FISH.

The "Crack Head" disease is the only obvious catfish disease reported from pond culture. It is

also called the Broken Head Disease / Broken Skull Disease. It is a highly devastating disease in commercial catfish farming in India.

CAUSES.

Crack Head disease is due to one or more of nutritional deficiencies like Vitamin C, Vitamin D, calcium, and phosphorus. Crack Head disease believe to be caused by a poor diet or lack of unbalanced nutrients, poor water quality and over feeding etc.

SYMPTOMS.

Begins as small pits on the head region, usually just above the eyes. The affected fish shows a reddishness lateral line on the skull, between the two air chambers, parallel to the skull plate joints

. In later stage, these turn into large cavities in which the disease is progresses along the lateral line. Skull will break ultimately fish will die.

The clinical symptoms are slightly distended abdomen due haemorrhages, occasionally exophthalmus (pop-eyes), reduced growth, scoliosis, lordosis, haemorrhages, lesion on fin distorted gill filaments, fin erosion, abnormal pigmentation, increased capillary fragility, poor reproductive performance and spinal deformity.

Recently, it has been noticed that the Crack Head disease is reported as Vitamin C deficiency syndrome in intensive catfish culture. The dearth importance of vitamin C as an immune modulator and a key nutritional element for catfish.

POSSIBLE TREATMENTS.

- Increase frequent water changes.
- Add vitamins supplements enriched with Vitamin C in the feed.
- Remove sludge from the pond bottom.
- Maintain optimum DO, pH and minimizes ammonia level in pond water.
- Supply balanced diet regularly.

FAD



PIG FARMING DIGEST

IMPORTANT FACTS ON BABY PIG MANAGEMENT - Part 1

1. Good care and management in the farrowing quarters has a major influence on the number of liveborn piglets that are weaned and on how well they perform in later stages of production.
2. According to a 1995 survey of swine management practices in the United States, the average number of preweaning piglet deaths per litter on farms was .88 or 9.4% of those born alive.
3. The two leading causes of preweaning deaths were laid on (48.7%) and starvation (20.5%). Other surveys have shown that over 50% of the deaths occur in the first two to three days of life.
4. A successful caretaker understands that newborn piglets have certain physical characteristics which make them very reliant on proper management and care.
5. Piglets are born without any antibody protection, their bodies contain fat energy for about one day of life, and they cannot regulate internal body temperature well until they are a few days old.
6. Thus, anything that may lead to a reduction in milk

production or consumption, such as chilling or exposure to disease organisms, compromises the health and well-being of newborn piglets.

7. Piglets born alive fall into two broad categories—normal and disadvantaged. It is important to recognize the difference between normal and disadvantaged piglets so appropriate assistance can be provided.

8. Normal piglets will be born quickly, get on their feet within a minute or two and be suckling in about 15 minutes. They move from teat to teat, taking a disproportionately large share of the most concentrated, immunoglobulin-rich colostrum.

9. If the sow is a good mother and the farrowing environment is adequate, normal piglets thrive without much help from the caretaker.

10. Disadvantaged piglets are ones weakened by the rigors of the birth process, are lightweight, have a congenital defect(s), are slow reaching the udder, or are chilled.

FAD



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CONT. FROM COVER PAGE

2. DO LESS OF CERTAIN THINGS

You will need to do less of certain things if you really want a jump in your productivity. You can also brainstorm this with your team and your expert. As soon as you start doing less of certain things that are negatively affecting your productivity, you will see your productivity rising.

3. START DOING SOMETHING YOU HAVE NOT DONE BEFORE

There are some things you have not done before that if you start doing them now will positively affect your productivity. You will also need to brainstorm this with your team and your supplier. You can then pick one of these things and start doing them immediately. This will boost your productivity.

4. STOP DOING CERTAIN THINGS ALTOGETHER

The simple truth is that there are certain things that you should stop doing altogether in your farming business that will translate into more productivity for you. Take the audit of these things with your team and your expert. Then, stop doing them immediately. The positive effect on your productivity will surprise you!

FAD

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APPRECIATION IS MARKETING

Many farming business owners don't know that appreciation is marketing. They don't know that the more grateful you are for your business, your customers, and your employees, the more the business will grow and increase.

Appreciation will make every season a blessing to the business person who persistently practice it.

One of my business mentors wrote that it is when business owners stop being grateful and replace gratitude with worry that their business spirals downward.

Another mentor of mine wrote that many business people are grounded today because they are not grateful.

How about that?

Learn to appreciate where you are today in order to get to where you want to be tomorrow. And you will need to do this intentionally.

Appreciation is something you should do constantly in

your business. The more you appreciate your internal customers, that is your employees, the more you will see them wanting to contribute more and more to the growth and progress of your company.

Appreciation of your external customers will literally bring instant magic to your business. Practice this habit on a constant basis. Don't allow any of your employees or workers to take your customers for granted. The tendency is to take customers for granted because they constantly patronise us. When your customers are constantly appreciated, they will keep coming. When your customers are not coming constantly, you need to ask yourself and your team why and take appropriate steps to address this. And one of the proper steps is to start appreciating your customers deliberately more and more. This will bring more magic to your business.

When your customers are constantly appreciated, they will more likely increase their transaction volume. This will definitely mean more business for you. When your customers are not increasing their

transaction volume with you, you need to ask yourself and your team why. And one of the proper steps is to start appreciating your customers deliberately more and more. This will change things positively for your business.

When your customers are constantly appreciated, they will more likely bring people like them to buy from you. This will definitely mean more business for you. When your customers are not recommending you to others, you need to ask yourself and your team why. And one of the proper steps is to start appreciating your customers deliberately more and more.

How are you practicing appreciation or gratitude today in your business?

Note: For One on one consultation with me on marketing and revenue systems and sales management, please text (YES ONE ON ONE) to 08035219966

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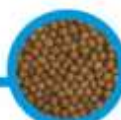
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