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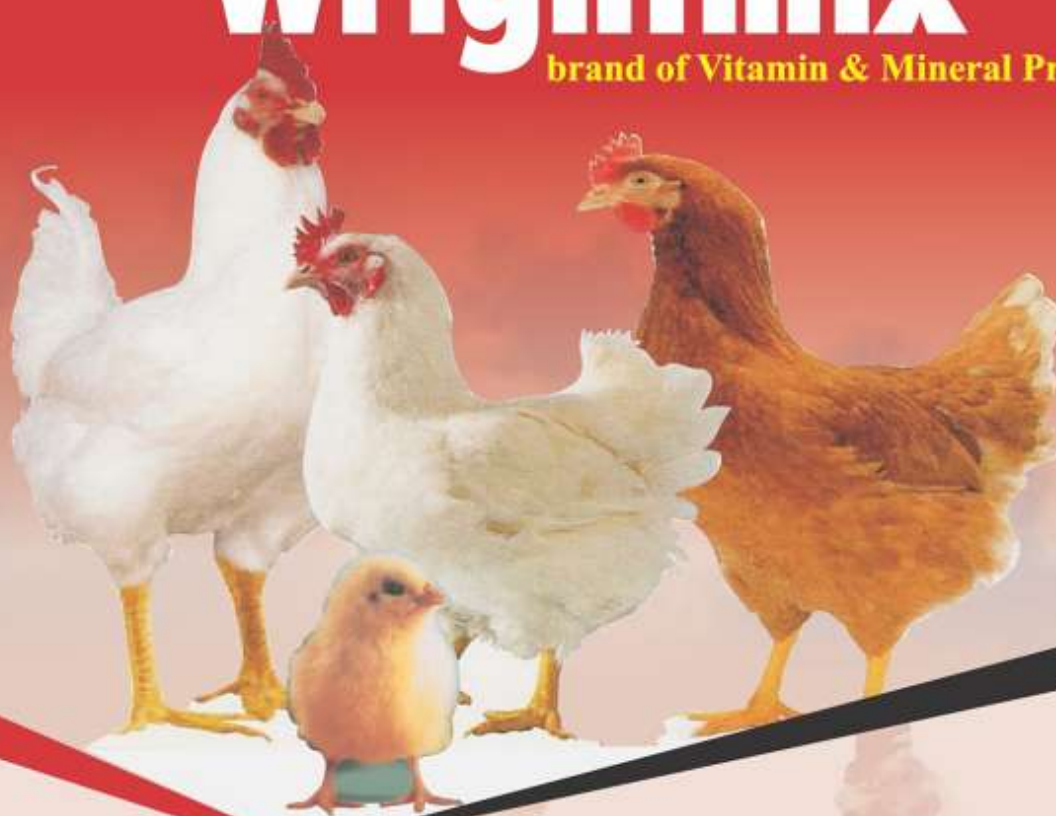
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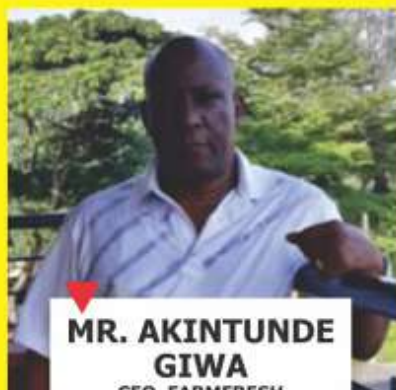
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THE FARMING INTERVIEW by Dr. Joseph Deji Folutile

SPECIAL ADVICE TO FARMERS BY FARMING INDUSTRY GURUS



MR. AKINTUNDE GIWA
CEO, FARMFRESH FOODS LIMITED

FAD: What are the basic mistakes that farmers used to make over the years and how can farmers overcome these mistakes and succeed better and faster?

GIWA: The mistakes I can vividly remember farmers make are as follows.

Inability to have proper accounting records. Nothing reveals if a business is making it or not like having a proper records. Records will help you as a farmer to know whether you are making profits or not. Make your records a daily habit. I have devised a proper record book where I check every day's progress on my farm. I can easily get to know if there is a drop in production. Employ the services of a Vet or an Animal Scientist. When you get to the stage of rearing

birds up to 15, 000 to 20, 000 capacity birds, you should be seen as a commercial farmer, and you no doubt need the services of a Veterinarian or an Animal Scientist. You need a vet because when any problem arises with the birds on the farm, the vet would have to test and take the result to the laboratory. The laboratory will come up with possible solutions, which will in turn save a farmer from frequent losses. Once birds have problems, they show the effects in a geometric way. You will see them falling down one at a time in a geometric way. If there is a waste of time in discovering what the problem is, you may lose all the birds in a day.

I often liken the situations of a bird to a baby. If a baby is sick, he needs no other help than the help of a paediatrician who majors in baby wellness. The moment this baby is been treated by this professional, solution becomes visible. The Vet doctor majors in treating Birds on Farms. Their consent must be asked to secure the lives of the birds. They are like insurance. They will save you a lot of cost when the birds fall sick. Let me make this clear, even if you rear 2, 000 to 5, 000 birds you would always need the services of a Vet. Farmers also need to pay them for their services when rendered. Learn to keep their money aside.

As a farmer, you need to think more of employing professionals. No matter the area of farming, you need professional hands to make it a success.

Lack of good security. You must be security conscious as a farmer. Your eyes must be open to observations and happenings around your farm. When I was going into farming, one of my friends gave me a honest advice that stealing thrives in

farming and that I should get ready to secure my farm appropriately.



If you must secure your farm as a farmer, I advise that you have internal security and external security. For example, we have been able to secure this farm by making sure the security inside is well positioned. We also go as far as securing this farm outside the compound. The security outside goes round the fences consistently. We also maintain this security consciousness even right to the nighttime. Any suspicious movement internally and externally concerning this farm will be questioned. This is how to do a thorough security set up in a commercial farm. I know of a big farmer around us here whom we all believe was making it in farming. We one day discovered that an entrance was created at the back of his farm where thieves pass through to cart away his farm products.

Let me tell you my experience 7 to 8 years ago. We once had a security officer who watches over our pen during the day. One of our pen houses which comprise 7, 000 capacity poultry birds was robbed over night. The thieves broke in through an outlet around the pen, which was not properly secured and carted away 100 crates of eggs. Though we had dogs, which could have helped, but the dogs didn't bark throughout the operation. We thought outside the box and concluded that one of the thieves must have been an insider, someone friendly and close to the dogs on the farm. Then we discovered it was the security agent who watches over the farm during the day.

While you are securing your farm, make sure there is no close relationship between your

CONT. ON PG. 13

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FARMING INDUSTRY HOT ISSUES!!!

THE DEJI FOLUTILE PRESCRIPTIONS (NO. 90)

THE PRESCRIPTION OF GOING ONLINE



Times are changing fast. It's getting more and more difficult to stick to "offline only" in business. If you are not willing to adapt fast, your business might soon become less productive and profitable.

In short, this is the time to go online! If you have not done this, you must act fast. Every day your business is dying if you are not online. The greatest business interactions are now shifting from offline to online. THERE IS NOTHING YOU SELL OFFLINE THAT CANNOT BE SOLD ONLINE. Please print out this last statement and put it where you can see it many times a day.

Start from being in as many social media platforms as possible. Believe me,

millions of naira is flying from hands to hands every day through the WhatsApp alone in Nigeria. Are you part of these huge transactions?

Through the social media platforms, you can get and keep customers. Anywhere you can get and keep customers is where to be now! Many farmers don't know this and they are still busy burying their heads in the farm, thinking that everything is about production. It is sad to see a farmer laboring all day long in the farm and too stressed to even enjoy good sleep, and yet can't make much out of farming business.

Dear farmers, please note that the way

out in today's world is to farm smart! Yes I like the word, "Farm Smart." Farming smart is going online in every way possible. To go to the next level in your farming business, you have to embrace the online alternative fiercely.

This is not the time to be using cheap cell phones that cannot be used for social media business transactions! Your cell phone is no longer a luxury but a common and necessary business tool. I know people who are making millions through the effective use of their cell phones in the farming industry.

A word of caution here please. Make sure you are careful about what you do

online. Don't be in a wrong crowd. Do your own investigation well before identifying with any social media platforms. There are lots of unscrupulous individuals looking for ways to take advantage of the ignorant. Before you sell your farm products online, make sure you do your necessary checking.

Better still, you should explore having your own functional websites. Please note the word "functional".

FAD

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POULTRY WASTE MANAGEMENT



Advances in technology and growing demand favour the intensification of poultry production in many countries. However, in some countries traditions and economic aspects continue to promote small family poultry systems. To avoid conflict and ensure the sustainability and potential growth of all poultry production systems, fundamental knowledge of the environmental and health issues associated with poultry waste management will serve both small and large poultry producers now and in the future.

The by-products of poultry production are of value if managed and recycled properly, regardless of flock size. However, if not managed or recycled properly, they also represent elements, compounds, vectors for insects and vermin, and pathogenic microorganisms, which are of concern. The management of poultry by-products focuses on soil, water and air quality issues. Concerns include the degradation of surface and groundwater owing to poultry waste nutrients and pathogenic microorganisms. Air quality issues include emissions of ammonia, hydrogen sulphide, volatile organic compounds and dust. Greenhouse gas emissions and health effects associated with nuisance odorants are also issues in the context of global climate

change and increasing human population near poultry operations. The planning, construction and operation of poultry installations of any size should consider the issues involved in storing, managing and utilizing waste by-products. On a global scale, much research has been conducted to identify ways of recovering value-added products from animal wastes to mitigate environmental impacts. Many systems and approaches, including land application as fertilizer, recycling as animal feed components, and recovery for fuel energy, are available and can be successful if properly operated and managed.

Did you know?

- Poultry manure has a high crop nutrient content, is relatively easy to manage and is widely used as fertilizer.
- On average, layers emit fewer greenhouse gases (GHGs) than broilers or backyard systems when measured in terms of kg of protein.
- Chickens are estimated to emit 0.6 gigatonnes of Co₂-equivalent, representing 8 percent of the livestock sector's total emissions.

FAD

Quick Notes for FARMERS

MONITORING GROWTH OF YOUR LAYING BIRDS



Ensuring birds reach the optimum weights throughout the first few months of life is fundamental to both laying performance and to health and welfare.

There are suggested times to weigh at 6, 12, 18, 24, and 30 weeks old.

But it is better to get into a routine of weighing once a week from arrival through to point-of-lay at 22 weeks and beyond 30 weeks. At each weighing, about 100 birds in every 4,000-batch should be taken from areas across the house to provide a representative sample.

Average target weights vary according to the breed or strain of bird but general averages would be about:

1.3-4kg at 14-16 weeks 1.6kg at 22 weeks (point-of-lay) 1.8kg at full mature bodyweight

Equally important as an indicator of good management is the weight distribution across the flock. A large variation can be due to factors such as the feed regime, disease and overcrowding. Ideally more than 90% of the flock should be within 10% of the target weight for their age.

Frequent weighing will help determine at what point a flock has started to deviate, allowing staff to identify factors and act accordingly. If the flock is not sufficiently uniform as the critical point-of-lay approaches it is advisable to stall egg laying by reducing light hours.

Holding back the flock and forgoing egg production for about two weeks, so underweight birds can reach target weights, will ultimately pay dividends.



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FARMING SPECIAL 3

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WHAT TO DO ABOUT BED BUGS IN POULTRY HOUSES

What are bed bugs? How do they spread?

Bed bugs, *Cimex lectularius*, are small (about .33 inch or 5 millimeters long), flat, oval-shaped, wingless insects that feed on blood. Their primary hosts are humans, but they may also feed on chickens, other fowl, and mammals when given the opportunity. Bed bugs are found in temperate regions worldwide.

There is another human-biting bed bug species, *Cimex hemipterus*, that is also widespread but is found mostly in the



tropics. Several other bed bug species may be found on bats, but they do not usually bite people.

Bed bugs somewhat resemble unfed ticks or small cockroaches. Adults are reddish-brown (chestnut-colored); immature bugs resemble the adults but are very small and may be yellowish in color. Bed bugs have pyramid-shaped heads with prominent compound eyes, slender antennae, and long snouts (proboscises) tucked backward underneath the head and thorax.

These blood-sucking parasites had nearly disappeared in developed countries until the 1980s, when a dramatic increase and spread of the insects began. Since then, bed bugs have been increasingly reported inside US hotel rooms, dormitory rooms, and apartments. Now, they are increasingly

showing up in poultry houses, especially broiler breeder houses.

Bed bugs move from place to place in people's belongings—for example, in boxes, bags, and luggage. They are extremely difficult to eliminate and can survive for months without taking a blood meal. Control of bed bugs is made more challenging by the fact that they are becoming resistant (immune) to the pyrethroid pesticides commonly used by most pest control personnel.

In a breeder facility, hens and roosters, typically in high numbers, are used to provide hatching eggs for broiler production. Several regions of the broiler breeder facility may serve as shelter and hiding places for bed bugs. Typically, feeders and waterers are hung over platforms made of wooden slats that provide excellent shelter for bed bugs. Also, the corners of galvanized metal nest boxes and cardboard boxes used to transport eggs are typical sites for bed bugs.

How do bed bugs affect chickens?

Because of the high density of animals and the resulting stress, heavy infestations of bed bugs in chicken houses may lead to excessive feather loss, cloacal irritation, lesions on the breast and legs, and even anemia in extreme cases. Consequently, production may be decreased, feed consumption may increase, and egg spots from bed bug fecal deposits may be



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2. Disinfect all fish stocks imported from outside as eggs, juveniles or adults
3. Be careful when using trash fish or processing wastes as supplementary feed; if possible boil the raw material for at least 30 minutes or use it for compost or silage feeds; if natural food supplies are limited, add vitamin supplements to the cooked food to ensure its quality
4. Increase vigilance: if you have to use water downstream from a neighbouring fish farm, use screens to control escaped fish
5. For a hatchery it is safest to use spring or well water, free of disease organisms; it is also useful for rearing small fry; alternatively, consider a sand filter to help remove smaller disease organisms
6. Enclose hatchery and nursery areas with a fence to control access; use footbaths and protective clothing if necessary to limit contamination. +

FAD



PIG FARMING DIGEST

Treatment and Prevention of Crushing In Pigs



Living crushed piglets should be assessed for damage and supported until viable again or be killed humanely if unlikely to survive. Crushing can be prevented by correction of the underlying problem. Where the sow is ill (mastitis, erysipelas) and can be treated, the litter should be supported until she has recovered.

When the problem cannot be resolved during the suckling period (lameness, serious illness), the litter may be fostered or reared artificially.

Sows with behavioural problems could be tranquillised or prevented from crushing by physical means, such as crates, but should be culled if the problem persists.

Husbandry measures can prevent crushing. The most useful short term measure is the use of a blowaway unit which produces a current of air beneath the sow each time she stands up and prevents piglets from settling underneath her, where they may be crushed. Farrowing crates should be adjusted for the size of the sow.

Poor crate design can be corrected, but only in the longer term. Farrowing pen lighting should be adjusted and warm creeps provided to separate piglets from the sow, particularly at farrowing. Attendance at farrowing may reduce crushing. Fine bedding, such as sawdust should be provided. Piglet problems can be corrected by managing splay leg, treating infections and providing supplementary feeding.

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CONT. FROM PG. 3

Internal and external security agents. A Yoruba adage goes like this, "Bori Se To Ni Ori Sen Fo Eniyan." (Big head, big headache!) Just do something if not really big at your level to secure your farm appropriately. Security is key.

Absentee farm owner. Entrepreneurship requires that whomever sets up a business must be available to run the business full time.

The ownership of the farm in our climate must be there on ground. You just need to be on ground because it is your business as the head. No employee will think faster like you as the owner. Please keep it in mind that you cannot practice farming as a profession being an absentee farmer. If you are a banker and you want to go into farming, I advice that you finish all about your banking profession first and then face farming full time. Never in anyway think you can be far away while practicing farming. Such a style will not work in this part of the world.

Start gradually. If you must start farming as an occupation, I advise that you start small depending on your capability. Involve a Veterinarian or Animal Scientist to help you. You must also prepare to pay them, and like I said, they are like insurance. They will help ensure that your birds are in good condition. Employ professional hands. Employ people who know about the job to work along with you.

While starting up, the area of finance is a very big issue. Even as an ex-banker I know how many farming projects I have withdrawn from when they await approval of funds. The farmers themselves are not helping matters. Hardly will you see any farm pay back at the appropriate time after they had borrowed from the bank. Though the banks I worked with those days are small banks. They as well would want to protect themselves from closing down. That is the reason why they never seem to be interested in borrowing out money to execute projects that will not bring in returns at the appropriate time. There are general issues with our banks over finance to start and run a business.

Insurance. Insuring your farm is a very wise decision. I am a beneficiary when it comes to insurance. Insuring our farm here helped to overcome major challenges. Insuring your farm may not give you all you have lost when challenges come, but the half you will receive will eventually help to start over again. Farmers need to insure their farms.

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Quality is MARKETING WISDOM

Please read the text below again and again.

And then again!

Here it is: The truth is that people do put a high value on price, but they also put a high value on quality, and when you lower your price, you cheapen the perception of your quality.

Please read the statement above again and again. Understanding this statement will do wonders to your business.

I always tell my student in all my training programs that price is what you pay and value is what you get. Many people think that it's all about price but that's not true!

If you can consciously build your farming business to always work on the side of value, you will attract great customers that will pay the price you set for your products. This is how to be a rich farmer! And mind you,



to get value is not cheap. Value is always tied to quality. Always.

People want quality things. People want to eat quality food. I will rather keep going to a restaurant with delicious food at high costs than visiting a restaurant with very cheap but bad quality food!

In your farming business, make it a standing rule never to compromise quality. In the short run, it may appear that it is not going to work for you sales and profit wise, but in the long run, you will start smiling to the bank. Why? Because the news will start spreading through those that buy your quality products.

Quality products and services are great marketing wisdom. Remember that the basic definition of marketing is to get and keep customers. Never forget this. You can get customers through cheap prices, but

you can't keep them with low quality products. You can only keep customers through consistent quality products.

Your prices may be relatively high than your competitors, but if you resolutely focus on going for quality farm products, you will start attracting your own kind of customers that will stick to you through thick and thin. I know many farmers that are big and rich through this basic philosophy.

Check this out. Those who put more focus on providing cheap products without minding quality don't last in any type of business. Never forget that quality is marketing wisdom. Never forget that the driving force of any business is marketing. Be sure that as you relentlessly focus on producing quality products, you are driving your business to a lasting success.

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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DID YOU KNOW? Before hatching, the hen can hear the chicks peeping inside the eggs, and will gently cluck to stimulate them to break out of their shells

observed, potentially diminishing the value of the eggs as well as the profitability of the chickens.

NOTE: The eggs and meat are not harmed directly by bed bugs. However, there can be indirect harm such as anemia from blood loss. Bed bugs are not like ticks that remain attached to animals. They just feed for a few minutes and then run away, so the chickens themselves when sent to market should not have any bed bugs still on/in them.

What can I do about bed bugs in breeder houses?

Make sure you don't transport boxes, bags, purses, bottles, or other items from an infested house to a non-infested house. This may require changing clothes and shoes each time after working in infested areas.

Treat all houses with pesticides at the same time. Keep in mind that using pyrethroids like Tempo® (cyfluthrin) and permethrin may not kill bed bugs.

If not, try using a non-pyrethroid pesticide such as Durashield® (chlorpyrifos) or RaVap® (chlorpyrifos + dichlorvos) in the houses. RaVap® can be used with chickens present in the house (check the label), but Durashield® can only be used when the houses are empty and must be mixed and

sprayed by a certified pest control person. Also, please note that Durashield® may not be on the "approved chemicals list" for some poultry companies. Make sure the label directions are followed when using these and other pesticides.

Also, make sure the nest boxes are sprayed, including the corners and all cracks, crevices, and bed bug hiding places. Bed bugs aren't out in the open—they're in cracks and crevices, and those places need to be sprayed thoroughly.

Since the eggs may not always be killed during treatment, spraying will probably need to be repeated after approximately 2 weeks (see label for instructions). As far as is known, these non-pyrethroid pesticides should kill the bed bugs.

HEAT may be used to kill bed bugs when there are no chickens in the facility. Sustained heating of the houses to 130 °F for a few hours should kill all the bed bugs and their eggs.

You could call around to some of the pest control companies and see whether any of them have the heat equipment and expertise necessary to do this. If heat treatments are used, it's a good idea to use residual insecticides outside the building as a perimeter spray to kill any bugs trying to escape.

How can I keep from spreading them to my home?

Keeping bed bugs out of your house can be a daunting task, especially if you travel a lot, have frequent guests, or, in this case, have them where you work. Bed bugs may enter your home on or in all sorts of items such as on used furniture or items purchased at second-hand stores or garage sales, so those items need to be disinfected (more precisely, "dis-infected") before bringing them inside. Purses, bags, or boxes placed inside an infested chicken house—no matter how briefly—can easily become infested and carried back to your house.

First of all, after being inside an infested chicken house, be sure to change clothes and wash your clothing in hot water and dry it on high heat, if possible. Alternatively, you may place clothing directly in the dryer on high heat. Any items brought into the home from the affected poultry facility should be thoroughly inspected for evidence of bed bugs.

If you find bed bugs or suspect they may be in your home, call a pest exterminator to treat your house. Do not try to control bed bugs with over-the-counter pesticides purchased from local home and garden stores. It won't work, and you may endanger the health of your family!

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KEY FACTS ON POULTRY MANAGEMENT AND HOUSING



If poultry are to achieve their genetic potential for meat or egg production, they need an environment that meets their physiological requirements. This includes: i) a suitable physical environment in terms of temperature, humidity, air movement and the surfaces on which they live; ii) adequate food and water; iii) minimal exposure to disease causing organisms; and iv) avoidance of exposure to stress resulting from the

physical and social environment. The factors influencing these are determined largely by housing and management. Indigenous birds in small semi-scavenging flocks are typically provided with overnight shelter in very rudimentary structures made from local building materials such as thatch, timber, mud bricks and/or bamboo. Most small-scale commercial operations with commercial birds also use simple housing constructed from local materials, but in this case the birds are typically reared in confinement and fed compounded diets.

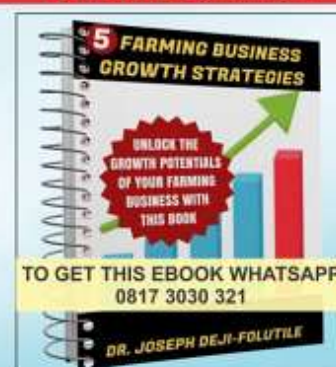
As commercial production progresses to medium- and large-scale operations, greater use is made of commercial materials and equipment, accompanied by increased mechanization and automation. A major element of this progression is the move from natural to mechanized and automated ventilation

with fans.

Whatever the production system, all management procedures with adult stock – during incubation and hatching, brooding of young chicks, and rearing of young meat and layer stock – should focus on meeting the birds' physiological requirements at all stages of life by providing an ideal physical environment, minimizing exposure to diseases, meeting the birds' behavioural and social needs, and providing them with clean water and good-quality feed that satisfies their nutrient requirements.

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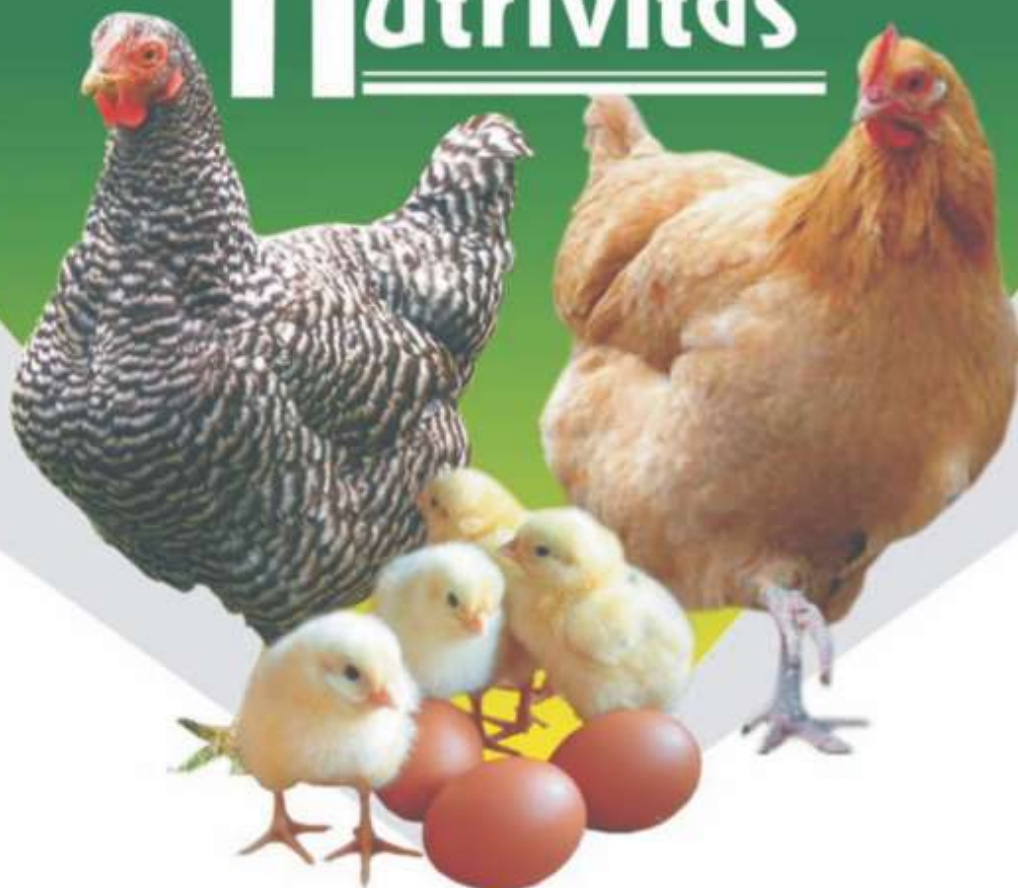


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