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INSIDE: ANIMAL PEST CONTROL IN UNDRAINED PONDS

FAD 223

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BUSINESS QUOTE 127

"It is Critical to a company success that the marketing department and sales people work well together and support each other."

***PHILIP KOTLER

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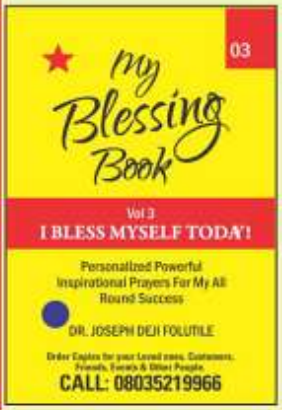

DR DEJI FOLUTILE'S

WHAT GREAT FARMERS READ!

DR. JOSEPH DEJI-FOLUTILE WITH
(YAIR) SOREN O. SERRANO
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4 SMART MOVES FOR MORE FARMING SUCCESS

INTRODUCTION

Times are getting harder on businesses in Nigeria. Only the tough, innovative and strategic ones can flourish as it is. Below are 4 smart moves to make now for more farming success.

1. GET GOOD PERSONNEL TO WORK FOR YOU.

It is true that people can be difficult. It is also very true that the greatest asset of any business is the human capital. Do anything possible to get the best and you will survive and even thrive gallantly this period and beyond.

2. INVEST IN TRAINING YOUR PRESENT STAFF.

Training can turn a trash into a star. People can't give what they don't have. Training is an investment you cannot afford to ignore if you want to move your business to the next level.

CONT. ON PG. 17

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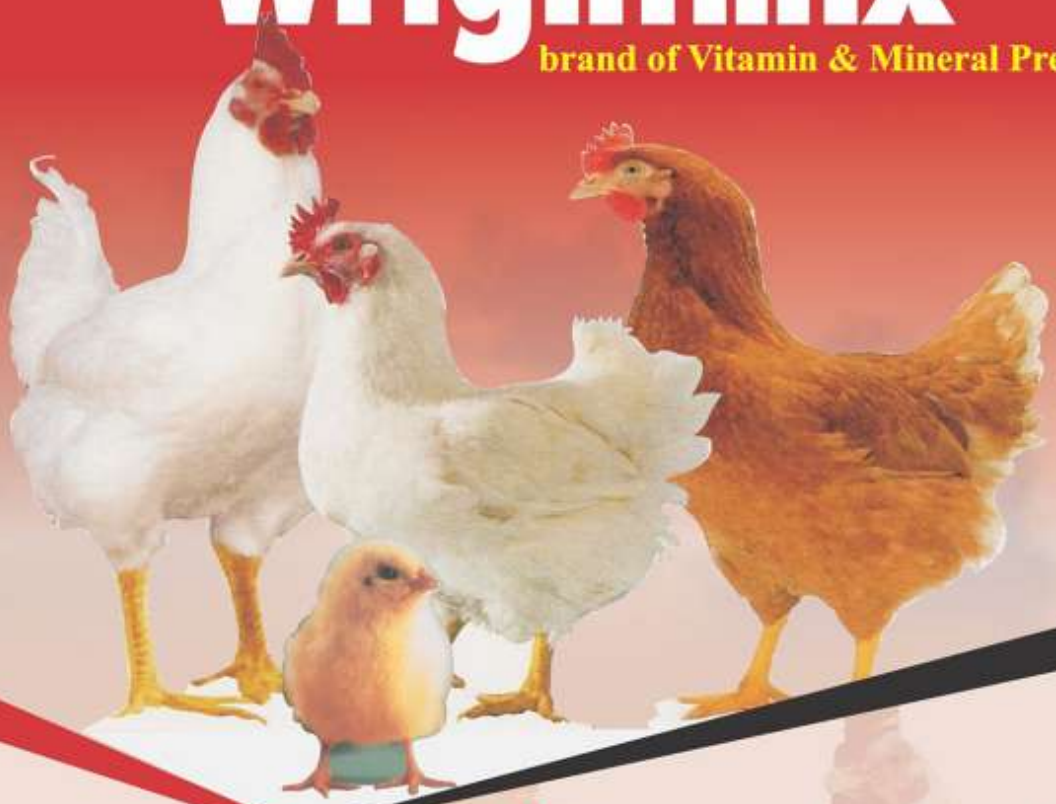

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THE FARMING INTERVIEW by Dr. Joseph Deji Folutile

TAKING FARMING AND VETERINARY PRACTICE TO NEW LEVELS IN NIGERIA

DR. SHEHU SHAMSUDEEN
TEAM LEAD, AMBUVETS KONSULT NIG. LTD.

WORLD FARMERS CENTRE: Tell us about briefly yourself

DR. SHEHU SHAMSUDEEN: I am Dr Shehu Shamsudeen, the Team lead Ambuvets Konsult Nig Ltd. I am a Veterinarian by training with a decade experience in veterinary business Management.

WORLD FARMERS CENTRE: What motivated you to initiate this innovative program [BUSINESS TRAINING FOR VETERINARIANS] for veterinarians?

DR. SHEHU SHAMSUDEEN: We believe that building capacities of Veterinarians is critical to developing the livestock sector in Nigeria. At Ambuvets Konsult, we like to solve real problems. So we have discovered over time that Veterinarians in Nigeria lacked business managament skills and that has become a great barrier to growth of many veterinary enterprises. So we conducted a survey last year amongst vets and we became further convinced that Veterinarians in Nigeria need support in business management. Knowing that Zoetis ALPHA initiative in Nigeria has training support for Veterinarians as a component of its intervention, we approached them with our idea and it was well received. So 70 vets across the country attended virtual trainings on 6 different aspects of business management, 30 of them were then selected and matched with business managment consultants as Mentees to help them with customised business advisory support.

WORLD FARMERS CENTRE: What are your expectations from this initiative going forward?

DR. SHEHU SHAMSUDEEN: We expect that participants would begin to apply the knowldge gained in their daily practices, improve their service delivery and this should translate to them being able to support more farmers.

WORLD FARMERS CENTRE: What role is Zoetis playing in actualizing this novel initiative ?

DR. SHEHU SHAMSUDEEN: Zoetis is providing funding and technical support to the initiative.

WORLD FARMERS CENTRE: What happens after the first batch of veterinarians have been trained and mentored?

DR. SHEHU SHAMSUDEEN: We expect them to improve their practices and be able to create more jobs in the livestock and animal health industry. We are also looking at the possibility of training more vets across the country on business management..

WORLD FARMERS CENTRE: Tell us about AMBUVETS and your plans to help farmers succeed in Nigeria?

DR. SHEHU SHAMSUDEEN: Ambuvet Konsult is a business enterprise working in the livestock and animal health space, providing innovations to transform the livestock sector by providing last mile access to animal health services, products and trainings especially to small holder farmers and service providers across livestock value chains in Nigeria.

We are currently expanding our distribution network to be able to service more farmers Nigeria through trainings, and establishment of retail outlets for critical livestock farming input such as vaccines, feed and veterinary drugs.

WORLD FARMERS CENTRE: Tell us the best book that has influenced you greatly in life

DR. SHEHU SHAMSUDEEN: The book that has greatly influnced my life is "DONT BE SAD" by Aidh Al Qarnee.

DID YOU KNOW? Even birds that survive coccidiosis will have damage to the intestine, making it difficult for affected birds to absorb nutrients from their feed.

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FARMING INDUSTRY HOT ISSUES!!!

THE DEJI FOLUTILE PRESCRIPTIONS (NO. 91)

THE PRESCRIPTION OF SOWING GOOD

See this statement. **WHATEVER A MAN SOWS, HE SHALL SURELY REAP.**

Sounds religious?

But really it's a very powerful marketing statement! What you sow into your prospects and customers (including your workers) lives is what you will surely reap as patronage and profits and money!

If you are not getting good customers for your products, check what you are sowing into their lives in terms of attitudes, advice and so on.

Life and business really is about sowing and reaping. Marketing is the machine that drives business success and growth. And marketing is really about sowing and reaping.

See marketing in no other way.
Production is also about sowing and reaping. What you sow into the lives of your stock is what you will ultimately reap. This is what people mean when they say garbage in, garbage out. Unless you start seeing it this way in farming, you will be shortchanged greatly.

Settle down and devote time, energy and resources into your production efforts, and you will start getting great results. Absenteeism has resulted into a lot of negative outcomes for farmers especially in this part of the world. If you want to experience great results in your farming business, you have to really sow quality time into it.

I meet a lot of farmers in our seminars who are groaning and complaining. But after interacting with them, I often discover that they have not been sowing quality time into the business. Unfortunately in Nigeria, farming business cannot be done with a remote control.

Employees development is also about sowing and reaping. You cannot get the best from your employees unless you are sowing your best into them. People in management often says that companies don't succeed but people do. I vehemently believe this.

You should take the pains to develop your workers if you really want to get the best out of them. Train them. Explain things to them. Open their eyes. Show them your tricks. You really don't lose anything by sowing good but you gain in every good way. It is a law.

When you start seeing life and business as an interplay of sowing and reaping, you will start getting great results that will keep expanding your business.

No matter how bad the business environment may be, make sure you are constantly doing your part in sowing good in every way possible and you will never lose out.

FAD

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MY 10 COOL FRIENDS IN THE FARMING INDUSTRY

ABIMBOLA OSUCHUKWU

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MALLAM ABUBAKAR ADAMU ABUBAKAR

DR. GANI ENAHORO

HELLEN EMORE

DR. ADENIRAN OBAFEMI

NWAMAKA ONYIUKE

MR ADEKUNLE ADENUGA
GEN. SECRETARY, FIPAN

DID YOU KNOW? Fowl pox is a slow-spreading virus.

DID YOU KNOW? Fowl pox virus can survive in the scabs that form over the skin lesions.

TECHNICAL UPDATES FOR THE SERIOUS FARMER

Good Poultry Slaughter Practices

Animals that are obviously diseased or injured should never be sold or used for human consumption.

Poultry slaughtered on-farm for own use or farm gate sales must be killed humanely. Humane slaughter must quickly and effectively make an animal unconscious and unable to feel pain before they are bled out.

Options for humane slaughter in poultry include neck disloca- tion, beheading with a sharp axe or hatchet, or stunning fol- lowed by bleeding out. The person responsible for killing birds should be experienced and confident to ensure a humane death.

Meat spoilage or contamination can occur if good processing techniques are not followed. Meat contamination can occur with:

Incorrect handling of carcasses during processing

Careless butchering and contamination of carcass
with fecal material or intestinal contents

Infrequent cleaning and sanitation of processing equipment, cleaning water/solutions, and chill tubs or tanks.

Failing to chill carcasses to the correct temperature within an appropriate time frame
It is important to prevent meat contamination and spoilage in order to reduce the risk of illness in people who consume the meat.

KEEP IT CLEAN — PREVENT BACTERIAL CONTAMINATION

Butcher poultry in a clean area that is free of pests (rodents and insects) and trash, and does not have standing water, mud, soil or leaves, which can carry bacteria.

Wash your hands before and after butchering birds and wear disposable gloves if possible.

Avoid contact between your clothes and carcasses while processing, because clothes can carry bacteria. Consider having personnel wear vinyl or plastic aprons that can be easily cleaned.

Wash and sanitize knives regularly during processing. Any knives that cut into intestines must be washed and sanitized before using again.

If fecal material or intestinal contents contaminate a carcass, use a sharp clean knife to trim off the affected meat or skin. Do not spray with water because that will spread the contamination.

KEEP IT COOL — PREVENT BACTERIAL GROWTH

Meat spoilage results from bacterial growth, which occurs with increasing temperature and length of time before carcasses are chilled. Defeather, process, and chill birds immediately after slaughter. Have as many people as required to ensure each bird is processed quickly.

Poultry carcasses should be chilled to 4°C in the following time frames: 2 kg carcass in 4 hours or less, 2–4 kg carcass in 6 hours or less, and 4 kg or larger carcass in 8 hours or less.

Replace ice water in chill tank often to maintain correct temperature.

Keep it SAFE

Protect meat from intestinal contents or fecal contamination, which contain bacteria and parasites.

Wash and sanitize knives frequently, but only sanitize knives that are clean of debris, feathers, and blood. Keep a bucket or tub of sanitizing solution handy throughout processing. Sanitizing solution can be made of 200 ppm of bleach in cool water (e.g. 1 tablespoon of bleach into 1 gallon (or 3.8 litres) of cool potable water).

Trim contaminated meat from rest of carcass and wash the knife after trimming.

Label meat packages with the date and freeze. Use within 12 months for best meat quality.

FAD

Quick Notes for FARMERS

SOYBEAN MEAL IS IDEAL PROTEIN FOR POULTRY

Soybean meal dominates the market for protein supplements for poultry. There are a number of reasons for this, including its consistency in nutrient content, its ready availability year-round, and its high content of crude protein. Because poultry producers desire high-energy diets, soybean meal is a superior value because no other common plant protein feedstuff exceeds soybean meal in crude protein content. Soybean meal matches or exceeds all other common plant proteins in both total and digestible amino acid content . Soybean meal is perhaps the only common protein supplement that is typically included in poultry rations with no limitation as to the quantity used. When properly toasted to denature the trypsin inhibitors, there are no antinutritive factors to consider when formulating diets.

With the single exception of methionine, soybean meal is an almost ideal protein supplement for all types of poultry. When blended with corn or grain sorghum, soybean meal provides a good balance of all the essential amino acids needed by poultry except for methionine. However, methionine is economically provided by supplements produced by the chemical industry, allowing simple corn-soybean meal diets to effectively meet the amino acid requirements of the chick.

History of Usage in Poultry Diets

Given the overwhelming use of soybean meal in poultry feeds today, it is difficult to imagine that not much more than 50 years ago soybean meal was not the predominant protein source. In the early 1940s, manufacture of poultry feed was dominated by large flour millers, who used poultry feed as an outlet for wheat bran and other milling byproducts. Animal feedstuffs such as meat and bone meal and fish meal were favored as protein sources, not only for the protein they provided but also because they were rich sources of vitamins and minerals. The onset of World War II caused an increased demand for meat production, but the supply of imported meat proteins was limited. This focused attention on soybean meal as a potential protein supplement. Development of processes to toast the soybean meal to denature trypsin inhibitors, along with development of systems to produce vitamins by chemical synthesis and fermentation, allowed for the rapid increase in the demand for soybean meal. The final factor that allowed for greater use of soybean meal was the discovery of vitamin B12 in 1948. This ended the necessity for the inclusion of animal protein sources in feeds for monogastrics animals.

DID YOU KNOW? Birds that develop respiratory signs frequently end up with severe disease and can die.

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DID YOU KNOW? Avian Influenza is very contagious and spreads quickly among birds.

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DID YOU KNOW? Some strains may have no to mild symptoms and other strains cause severe disease.

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DID YOU KNOW? Different coccidia species affect turkeys and chickens.

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DID YOU KNOW? In Marek disease, infected birds can still spread the virus even if they do not appear to be sick.

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AVIAN INFLUENZA

WHAT WILL I SEE?

- Sudden loss of appetite, depression
- Sudden, sharp drop in egg production
- Coughing, gasping for air, sneezing
- Swollen head, eyes or neck
- Sudden death of multiple birds
- Tremors, lack of coordination, nervous system signs
- Comb/wattle may appear swollen and purple

COMMONLY AFFECTED AGES?

- Meat birds and layer pullets may be affected and will show respiratory system signs and poor production.
- Laying hens with influenza show drop in egg production along with respiratory symptoms.

WHAT SHOULD I DO IF I SUSPECT IT?

- You are encouraged to contact the Animal Health Unit any time there is an unexpected change in the health of your flock.
- Avian influenza can infect other farm animals and people, so early diagnosis and control is important.
- There is no treatment for this virus, the infection will run its course and death losses may be high.

HOW CAN I PREVENT IT?

- Avian influenza is spread to poultry from other birds, so do not add new birds to an existing flock, if possible.
- Keep new birds separate from main flock for quarantine period (at least 30 days) to ensure they adapt to the farm and are not ill.
- Discourage wild birds from using water sources that are used for poultry. Especially wild waterfowl, which can carry influenza viruses without showing signs of illness.
- Store poultry feed securely to prevent contamination by wild birds.
- Have feeders protected as well as possible from wild waterfowl; vary feeding times (wild birds will actually learn feeding schedules).
- If you use surface water for poultry, consider a disinfection system.

WHAT ELSE SHOULD I KNOW ABOUT IT?

- Avian Influenza is very contagious and spreads quickly among birds.
- People can spread human strains of influenza to poultry.
- Some strains may have no to mild symptoms and other strains cause severe disease.
- Strains can mutate quickly when they circulate within a population.
- Wild birds can carry avian influenza, shed the virus in their feces and not show any illness.
- People can be vaccinated to prevent human strains of influenza, and poultry producers may wish to discuss this with their doctor.

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Highly Pathogenic Avian Influenza Biosecurity Checklist

Highly pathogenic avian influenza (HPAI) virus is causing much concern across the world poultry industry. All segments of the commercial poultry industry must have in place and continually follow comprehensive, stringent biosecurity practices. Biosecurity practices will significantly help prevent, mitigate, contain, and eradicate the HPAI virus.

The U.S. Department of Agriculture has created a list of biosecurity measures to protect commercial and backyard flocks:

PREMISES

1. Develop and follow a premise-specific, comprehensive biosecurity plan.
2. Share details with all employees.
3. Post signs warning individuals not to enter the farm or any of its buildings because of disease control status (No Admittance, Restricted Area, Biosecurity Zone).
4. Keep poultry under roof and house doors locked at all times.
5. Have an effective rodent control program for all buildings on the farm.
6. Secure poultry houses against wild or free-flying birds, including those nesting in eaves.
7. Keep poultry houses secure from wildlife, such as skunks and opossums. Remove if they gain entrance.
8. Avoid backyard birds if you are a commercial producer or employee.
9. Keep pets away from chicken houses, egg rooms, and egg processing areas.
10. Keep feed bins in good shape and secured at all times to prevent contamination by wild birds or rodents.
11. Clean up spilled feed promptly.

Make sure wild birds or rodents cannot access water supplies for drinkers and cool cells.

EQUIPMENT

1. Make footbaths, site-provided footwear/boot covers, hairnets, and disposable coveralls available outside poultry houses.
2. Change footbaths frequently.
3. Have hand-washing/sanitizing stations available at each poultry house entrance.
4. Avoid borrowing or sharing tools and equipment with neighbors.
5. Clean and disinfect any off-farm tools or equipment before use and again before leaving the farm.
6. Clean and disinfect chicken transport equipment (carts, loaders, ramps) before use unless removing all poultry from the premises.
7. Only allow clean, sanitized, and disinfected plastic egg flats or new disposable egg flats on the egg- laying premises.
8. Protect cleaned and disinfected equipment from exposure to wild birds.
9. Disinfect anything rolled into poultry houses while animals are present.
10. Disinfect surfaces contacting the ground.

PERSONNEL

1. Require everyone to clean and disinfect footwear or wear site-provided footwear or covers before entering chicken houses, processing areas, and office areas.
2. Require everyone to wash/sanitize their hands before entering and after leaving poultry houses and processing areas.
3. Train all employees on biosecurity when hired, and annually after that.
4. Keep biosecurity training records up to date.
5. Avoid backyard or other birds —including pet birds, domestic chickens, fighting chickens, ducks, geese, waterfowl, guineas, exotic birds, quail, partridge, or pheasants, if raising commercial poultry.
6. Comply with a 3-day waiting period before entry to any portion of the farm if contact is made with other birds.
7. Avoid exposure to borrowed off-farm equipment that has not been washed/disinfected.
8. Avoid visiting rendering plants. Anyone visiting a rendering plant must shower and change clothes before entering the farm or any of its buildings unless the flock is leaving the premises.
9. Do not allow spent hen removal crews access to other chicken houses or egg processing areas.

VISITORS

1. Do not let visitors enter the farm or chicken houses unless absolutely necessary.
2. Keep a visitors logbook that records (1) visitor's name, (2) company affiliation, (3) time of entry, (4) statement confirming no contact with other birds or poultry during the preceding 3 days, (5) departure time, and (6) contact telephone number.
3. Wear disposable coveralls/shoe covers/hairnets before entering barns, egg processing areas, or other work areas.

VEHICLES

1. Clean and disinfect all vehicles that have traveled to at-risk locations —poultry supply store, co-op, feed store, café, and so forth.
2. This includes disinfection of the tires and undercarriage.
3. Disinfect tires and undercarriage at the farm entrance after leaving the main road.
4. Avoid going from one poultry farm to another while birds are on the farm.
5. If required, wash litter trucks and cleanout equipment with soap and water and disinfect before arrival at the next farm.

WILDLIFE

1. Remove standing water—grade roads and fill mud holes.
2. Maintain proper grade and slope to ditches that carry water away from poultry houses. Use culverts if necessary.
3. Manage risks at ponds and basins properly.
4. Do not use untreated surface water as a water source for poultry or for washing down/cleaning.
5. Minimize food sources. Do not feed wildlife.
6. Manage wildlife feed, such as grass seeds and insects.
7. Mow frequently, and do not store litter outside near poultry houses.
8. Cover waste at all times. Securely close trash can lids.
9. Cover birds in composter to prevent scavengers from removing mortality losses.
10. Remove perches/nesting sites around houses, and plug all holes.
11. Inspect foam insulation for rodent and bird damage.
12. Note that it is unlawful to remove nests with eggs or young in them at any time of year.
13. Move decoys and scare devices (if used) frequently to improve effectiveness.
14. Avoid lethal removal of wild birds to prevent the spread of HPAI. Because of the high number and constant movement of wild birds, the use of lethal methods is neither practical nor environmentally sound.

These steps will help ensure the health and safety of Nigerian poultry flocks and the multi-billion naira poultry industry. Normal daily mortality should not be reported because this will only slow officials in trying to determine the actual disease status. However, a drastic change in flock health status or sudden large increase in mortality should be reported.

Commercial producers should contact their service technicians for guidance and assistance at the first sign of a potential disease issue.

DID YOU KNOW? Chicken dominates meat consumption as it is generally affordable, low in fat and faces few religious and cultural barriers.

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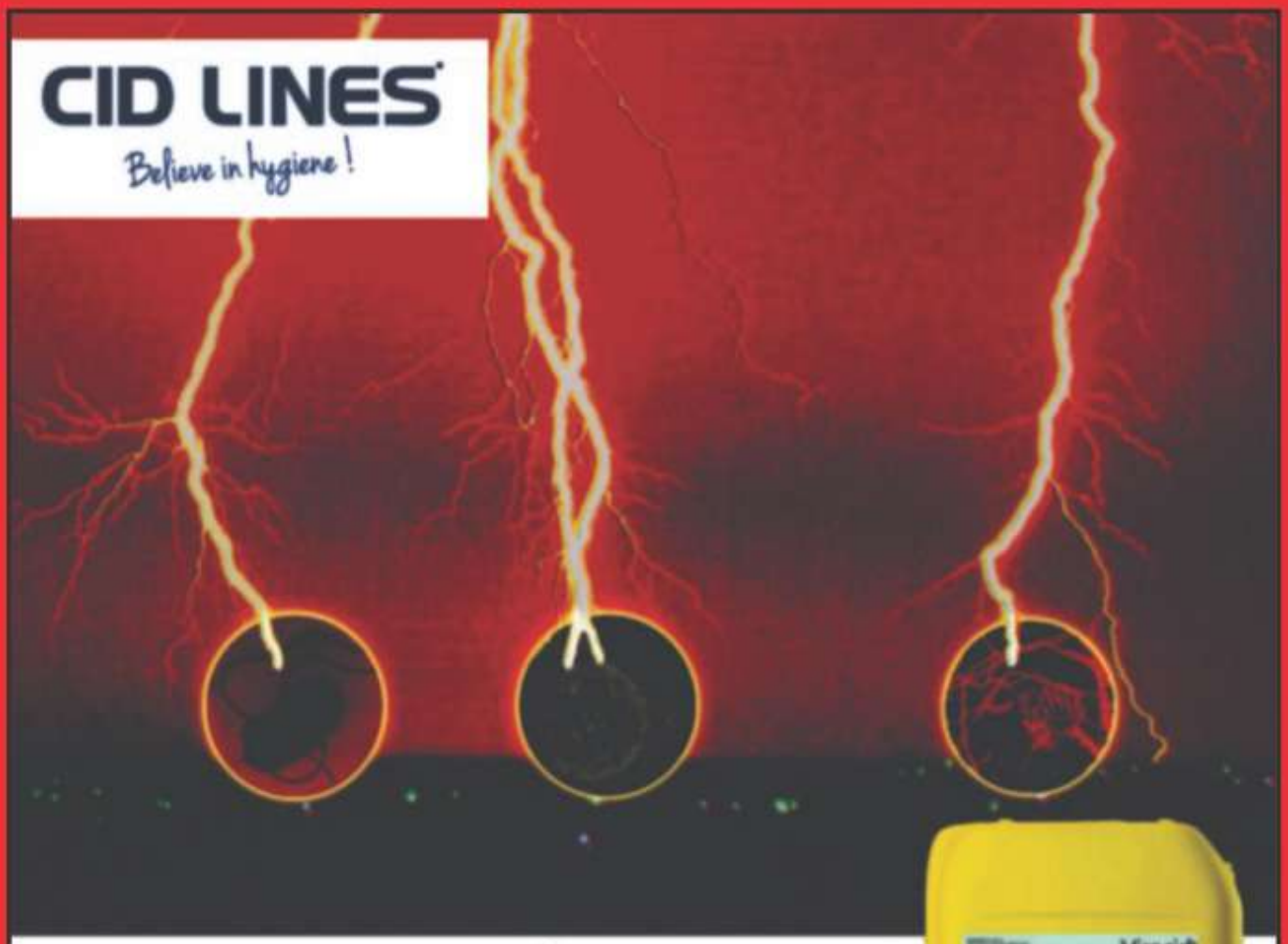

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THE GREAT THREAT ON THE EXISTENCE OF POULTRY INDUSTRY IN NIGERIA AND THE WAY OUT

MR. ONALLO AKPA
Director General of Poultry Association Of Nigeria

What is your take on Maize FX Ban and its Impact on the Poultry Industry?

Onallo Akpa: I must say, it is biting very hard, even harder than anything we could imagine in the poultry industry. I have been in the poultry industry for over thirty years and I have never seen this type of situation whereby the price of maize will increase over 100% within the period of two three months, where the price of soya will increase over 120%. It is really biting hard.

The summary of how hard it is biting is that most of the poultry farms are closing down. For those that have not closed down, their cost of production is very high which also result in the increase in the price of the end products, egg and chicken to the point that most Nigerians because of their purchasing power are not able to buy most of these products. Not because they don't want the product but because the price is unaffordable to them. And I won't blame the farmers because even the farmers are not making profits.

This is the situation we have found ourselves. The situation is so bad that the price of maize and soya are still on the increase. The effect is so negative that most poultry farmers are closing down their farms. So the incentives for going into the poultry business is not there. And if it is not there for the local investors then how do you bring the foreign investors into the industry?

When there is a new policy, there will always be an issue of price increase, how cab we work together the poultry industry and the maize industry to make it a win-win for each other?

Onallo Akpa: I believe policy should have a human face because it is men that create policy and it is men that the policy will affect. So if the policy is affecting you to the point that you now become a dumping ground, to the extent that what you are trying to achieve you are also losing it woefully on the other side, you also need to look at the policy.

Restricting the FX for maize and soya, to me is to encourage local production which is good for all of us. But on the other side like I used to tell people, it is not only the poultry industry that is being affected, the human nutrition is also greatly impacted even more than the poultry industry. Even if poultry industry could shut down but what do you do with 200 million Nigerians of which 75% of them depend on grains as their staple food, especially in the northern Nigeria, which is a very big challenge.

The effect is not being felt the way it should be now because we are still in the peripheral of harvest and people can still lay their hands on the residue from their farms. But if we should push it to the month of March, April, May or June then the effect will even be felt on the family nutrition even more than the poultry industry.

The poultry industry could shut down yes, it is a segment of an industry but what about the human nutrition. That is my complete analysis of the whole thing. I have been in the sector for long so I should know very much when it comes to policies, I should know how these policies affect us as a nation.

That is why I tell people that we should look at this issue holistically; we should not just be saying there is maize. Where is the maize? If there is maize, then it should be a function of demand and supply, then supply the maize into the market and people will buy it. But if the demand is more than the supply, then what we are witnessing is definitely what we will be witnessing. And now people are saying there is maize that if they bring in maize they will not be able to sell. What are you selling? What you have not started producing. The wet season has not come. So when do you start clearing, planting, weeding and the crop start producing for you before it start to mature for you to start harvesting to dry it. We are talking of a value chain that will take you up to seven months.

We are placing more emphasis on maize because it takes up to 50% of the feed ingredients. What about soya which takes up to 25%. Soya is completely unavailable in this country today. Of the 900MT that is said to be produced by the soya beans association, more than 50% or more of them have been exported out of this country either in soya bean or soya meal.

What we are saying is that what we are producing is not enough for the country and the same policy says to export, export to get what. What percentage of foreign exchange does it earn you when your national food security is under threat?

So other than the government allowing us to import maize, they must go ahead and ban the exportation of soya either in soya bean or soya meal out of this country. Because the totality of an industry is been threatened and human nutrition is also been threatened.

If we are talking of the poultry industry that need annual 1.9 million MT what about other industries that uses soya, so we should be very careful. Policies from the confines of offices cannot work. They should learn from the street boys because we are on the street. Whatever we say is for the good of this country.

Let them go and get a think tank to analyze what we are saying and come out with a pragmatic and patriotic way forward for all of us.

If the government wants to shut down the poultry industry, let them shut down the poultry industry, poultry products that are being produced from other parts of the world will be brought into the country and everybody will buy. Then we will see the number of people that will go into the unemployment market. We will see how people who took money from the bank to run poultry business will pay back.

We are already experiencing financial meltdown and we will soon experience industrial agricultural melt down. We should look at it holistically and be patriotic about it. It is not maize farmer or processors making noise. At the end of the day you give money to farmer to do two hectares, the whole of America is being fed by one percent of their population. Why don't you give money to people who can do 1000, 5000 and 10,000 hectares and then we will produce massively for the country. We should look at our policy on backward integration and look at how we will do it properly like other people of the world have done.

What is the way forward or Slong-term strategy?

Onallo Akpa: First the government should call people in the poultry industry to know the number of maize they need annually and call the maize farmers and processor and tell them I want you people to produce certain metric tons of maize. What does it takes, provide what it takes for them.

What we are practicing in Africa is still from the family farm. We are still doing subsistence farming. Give money to people who can really do the commercial farming. It is the responsibility of the government to provide food security for the people. It is also our responsibility to provide food for ourselves. Then there should be a long term plan of what we want to achieve in terms of maize supply, in terms of feed

and in terms of human nutrition. We must come together to do this. It is not the government responsibility alone. It is all our responsibility too.

Let there be a complete and collective effort from all of us. Government should not only depend on

CONT. ON PG. 17

INTRODUCING

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DID YOU KNOW? Wild birds can carry avian influenza, shed the virus in their feces and not show any illness.

ANIMAL PEST CONTROL IN UNDRAINED PONDS

If the fish pond cannot be completely drained, for example if it is undrainable or if there is no water available to refill it for the next production cycle, pests such as wild fish, frog eggs and tadpoles and snails should be controlled after harvesting the fish by treating the water left in the pond.

In nursery ponds, voracious insects and even some zooplankters should also be destroyed before restocking.

Controlling pests by treating the water

1. After harvesting your fish, proceed as follows to control the pests.

(a) Lower the water level as far as possible, keeping in mind that you will thereafter need water to refill the pond.

(b) Estimate the volume (in m3) of water present in the pond by multiplying its surface area (in m2) by its average depth (in m) Water,

(c) Treat the water with QUICKLIME ensuring that it completely mixes with the pond water. It should kill all fish, frog eggs and tadpoles, snails and most insects.

(d) After ten to 12 hours collect the dead fish with nets.

(e) Wait ten to 15 days for the organic poison to break down and disappear.

(f) Stock a few fish, preferably keeping them in a submerged net or a small cage to be able to watch them carefully.

(g) If these test fish survive well and do not show any abnormal reactions, your pond is ready for stocking.

Note: Similar procedure is also used in addition to netting as a means of harvesting fish from undrainable ponds

FAD

PIG FARMING DIGEST

Treatment AND PREVENTION OF MANGE IN PIGS

1. Mange may be treated using a wide variety of insecticides, but those most commonly used at present are the avermectins.

2. Ivermectin is given by subcutaneous injection or orally and kills mites in the ear and on skin.

3. Animals with crusty lesions in the ears should be treated again within 14 days to eliminate mites.

4. Mange can be controlled by treatment of the herd at intervals or at entry to housing (sows entering the farrowing house piglets at weaning and growing pigs at moving).

5. Purchased pigs should be isolated and given a course of treatment topically, parentally or in feed.

6. An 8-10% improvement in daily live weight gain and feed conversion efficiency can be achieved if treated pigs are moved into clean accommodation.

7. Compounds such as phosmet and amitraz are also effective

8. A single application of phosmet is effective, poured on the back with part of the dose placed in the ears.

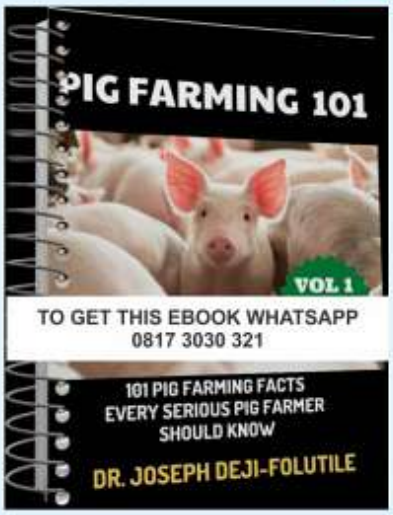
9. Amitraz solution can be sprayed gently over the pig and placed in the ears. A second treatment within 7-10 days will kill eggs and larvae.

10. Ivermectin, doramectin and phosmet have been used to eradicate mange from a farm.

11. At least two treatments are usually given, 13 days apart and accommodation should be cleaned or sprayed with amitraz.

12. Replacement stock should be from mange-free herds, but, if bought from infected herds, animals should be held in isolation, treated 13 days apart and then introduced to the herd. If lice are also present, coordinate mange and louse treatments.

FAD



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CONT. FROM COVER PG.

3. MOVE WITH THE RIGHT PEOPLE.

The truth is that this is not the time to move with the wrong people. The mediocre, the lazy, the negative, the morally bankrupt and the small minded people will cripple the destiny of your farming business. Run away from them. Start moving with the good experts, wise farmers, great big minded friends and the likes. Birds of the same feather flock together. My friends, move with the right people!

4. GO MARKETING WITH FULL FORCE.

I keep telling people that marketing is at core of everything we do in business. Marketing in the true sense is getting and keeping customers. Unless you get serious with marketing, your farming business or any business for that matter has no future. All things are being democratize all over the world. There is no room any longer for a one man show. No matter how big you think you are in business, without marketing, you will soon become irrelevant. Things are moving. What are you doing????

FAD

CONT. FROM PG. 14

me and I should not only depend on government. It must be a collective idea. So we need to sit down on a round table, not that someone sit down in his office who doesn't know the need of the people and wants to plan for them.

It has to be a participatory planning; a participatory policy and we give ourselves target and work towards the target so we won't be making all this noise that we are making.

I will tell you before the maize association and maize processors went out to say they don't want maize import, I went round all their offices and met them and they all agreed that there is a shortfall but by the time they had meeting with some people, they said they don't agree again.

You and i are more vulnerable because when the local people are hungry, they will pounce on me, they will pounce on you. Somebody will look at you and say you are not hungry, somebody will look at me and say I am not hungry and they don't understand, so they think they can inflict anger on us not knowing we are also victims. So it is our collective efforts to sit down and plan things right.

What is your key message to the government and the maize association as well?

Onallo Akpa: My key message is that government should immediately ban the export of soya beans and soya meal out of this country because it is putting a stress on the supply of soya, although the production is not much but if it is not been exported out of the country then we could manage. Two, the government should graciously approve the importation of 1.5 million metric tonnes of maize with incentives of a duty waiver and 750, 000 metric tonnes of soya to salvage the poultry industry before the next harvest.

FAD

DID YOU KNOW? Strains can mutate quickly when they circulate within a population.

Marketing

Farm Marketing Masterclass

With DR. JOSEPH DEJI FOLUTILE

CONSTANT MARKETING IS THE WAY OUT

Bill Gates once stated that if you are born poor, it's not your mistake; but if you die poor it is your mistake.

This is a very powerful statement. And this statement can be adapted to those in the farming business.

We can state it like this: If you started farming with little or no knowledge of marketing, it may be pardoned but if you continue farming business without constant marketing, it is unpardonable.

How much are you investing in marketing now? You may be deceived and deluded by the ranting of some farmers around you thinking that every farmer is having it rough and tough.
Things may appear to be rough and tough now but the fact is that some farmers are indirectly having the best of times because they are well positioned to get customers through their relentless marketing activities.

Please wise up!
Constant marketing is the way out no matter what. When you accept marketing activities as what you must do on daily basis, you will never be stranded as farmer.

The truth is that a lot of farmers are stranded now because things are not as they used to be. It is no longer a seller's market but buyers' market. Buyers have choices of numerous places to go. To make them come to you, you have to engage tirelessly in marketing activities.
It's not that many farmers are not engaging in marketing activities, it is just that they are not doing it constantly. Customers list are not updated daily. Feedbacks are not being taking serious. Moreover, follow up systems are very shallow. And so on...
It is true that marketing activities can be at times tiring especially when we are not getting quick results. But it is always best to endure and press forward than to quit the marketing efforts.

Check around and you will see that the only businesses that are thriving around us are the ones blowing their trumpets no matter what.
Learn to blow your trumpets no matter what. And learn to do this day in and day out. Harvest time is sure if you don't give up. One time marketing effort will not do the work. Seven times effort may not get you there. But a continuous marketing aggression will ultimately land you more sales than you can handle.

Keep drumming it into your employees that continuous marketing activities will keep being your strategy no matter what.

You will succeed!

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? Fowl pox virus can be spread by insects, so insect control may be helpful.

FLIP OVER OR SUDDEN DEATH SYNDROME IN POULTRY

What will I see?

- Sudden death of large, well-grown birds
- Found dead lying on their back
- Dead birds with swollen, fluid-filled belly (water-belly)
- Birds in convulsions prior to death Commonly affected ages?
- Young, healthy and fast-growing birds are most commonly affected.

What should I do if I suspect it?

- There is no treatment.
- Birds in convulsions or severe respiratory distress should be culled immediately.

How can I prevent it?

- Feed a restricted carbohydrate diet and/or restrict the quantity of feed, especially when birds are young and growing most rapidly.
- Use low intensity light and dawn-to-dusk simulation to prevent very rapid growth at a young age.
- Select birds from genetic lines that are not bred for very rapid growth rates.

What else should I know about it?

Sudden Death/Flip-Over occurs in broilers from lines selected for rapid growth rate. Similar sudden death can occur from heart failure in turkeys. The rapid growth, especially of breast muscle, exceeds the ability of the heart to function.

Ascites (water-belly) occurs for similar reasons but is not as sudden, and the failure of the heart over time results in fluid buildup in the abdomen. This may be complicated by cold temperatures, high altitude, diets high in carbohydrates, or poor air quality (lack of ventilation) in the barn.

Though death is not due to an infectious cause, carcasses of birds with terminal heart failure are condemned at slaughter, so even if these birds are close to market size when culled, they would not be suitable for consumption.

COCCIDIOSIS *In Poultry*

WHAT WILL I SEE?

- Depressed, huddled, ruffled feathers, closed eyes
- Diarrhoea with wet litter
- May be blood or mucus in feces
- Loss of appetite
- Weak with pale comb or beak
- Poor egg production

COMMONLY AFFECTED AGES?

- Young birds—most often between 4–16 weeks of age
- Laying hens may show signs when they start egg production—20 weeks

WHAT SHOULD I DO IF I SUSPECT IT?

- Drugs called "coccidiostats" added to feed or water are effective for controlling the parasite, but are only effective as a preventative medication, and must be given before symptoms are seen.
- Use these medications on the advice of a veterinarian and carefully follow label instructions.
- Coccidia develop drug resistance so you must rotate the drug type that is used every 4–6 months.
- Thoroughly clean the barn, removing and disposing of all used litter before placing a new flock of birds.

HOW CAN I PREVENT IT?

Drugs to prevent coccidiosis (coccidiostats) are routinely used in commercial poultry until 10 weeks of age and can be added to the feed.

Though there is no withdrawal period for these drugs, they are potentially toxic to other species and care must be used if they are administered.

Vaccines are available for layers or breeding flocks. Appropriate farm hygiene, especially thorough clean-out between a previous flock and new chicks can help to prevent coccidiosis by reducing parasite numbers.

FAD

DID YOU KNOW? Fowl pox virus can survive for long periods of time in the environment.

DID YOU KNOW? Coccidiosis can pre-dispose poultry to necrotic enteritis which will also cause death.

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