

MEETING THE UNIQUE NEEDS OF POULTRY FARMERS IN AFRICA

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Key points to be addressed



- 1. Unique Demographics of Poultry Farmers in Africa**
- 2. Differentiating the Veterinary and Nutritional Requirements of each grouping**
- 3. Practical options to address the Veterinary and Nutritional needs in each sector**
- 4. Practical options to address the skill shortages and access to information**
- 5. The regulatory environment in Sub Saharan African Countries**
- 6. Food Safety and Food Security considerations**



Key points to be addressed



1. Unique Demographics of Poultry Farmers in Africa

- Typically the Poultry Industry in a country is composed of Fully Fledged Integrators producing poultry from from Farm to Fork, Broiler and or Layer Breeding Companies selling Day Old Chicks or Point of lay pullets in to the market (sometimes also to their own operations) and small emerging or subsistence farmers.

- Every Country has a different blend of above mentioned Farmer Segments

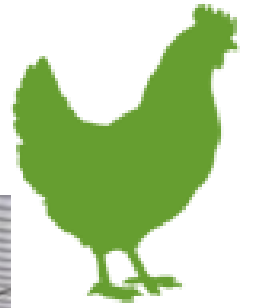
- In some cases there is a seemingly peaceful co-existence even cross company support in others there is an indifferent or even hostile relationship

- Whilst larger integrations invariably have economic power they are also aware that small farmers often have the political power in the country.

- In many cases the small farmers are dependant on the supply of chicks and feed from a large integrator who may or may not be there competitor in the market.



Ultra Modern State of art Broiler Facilities



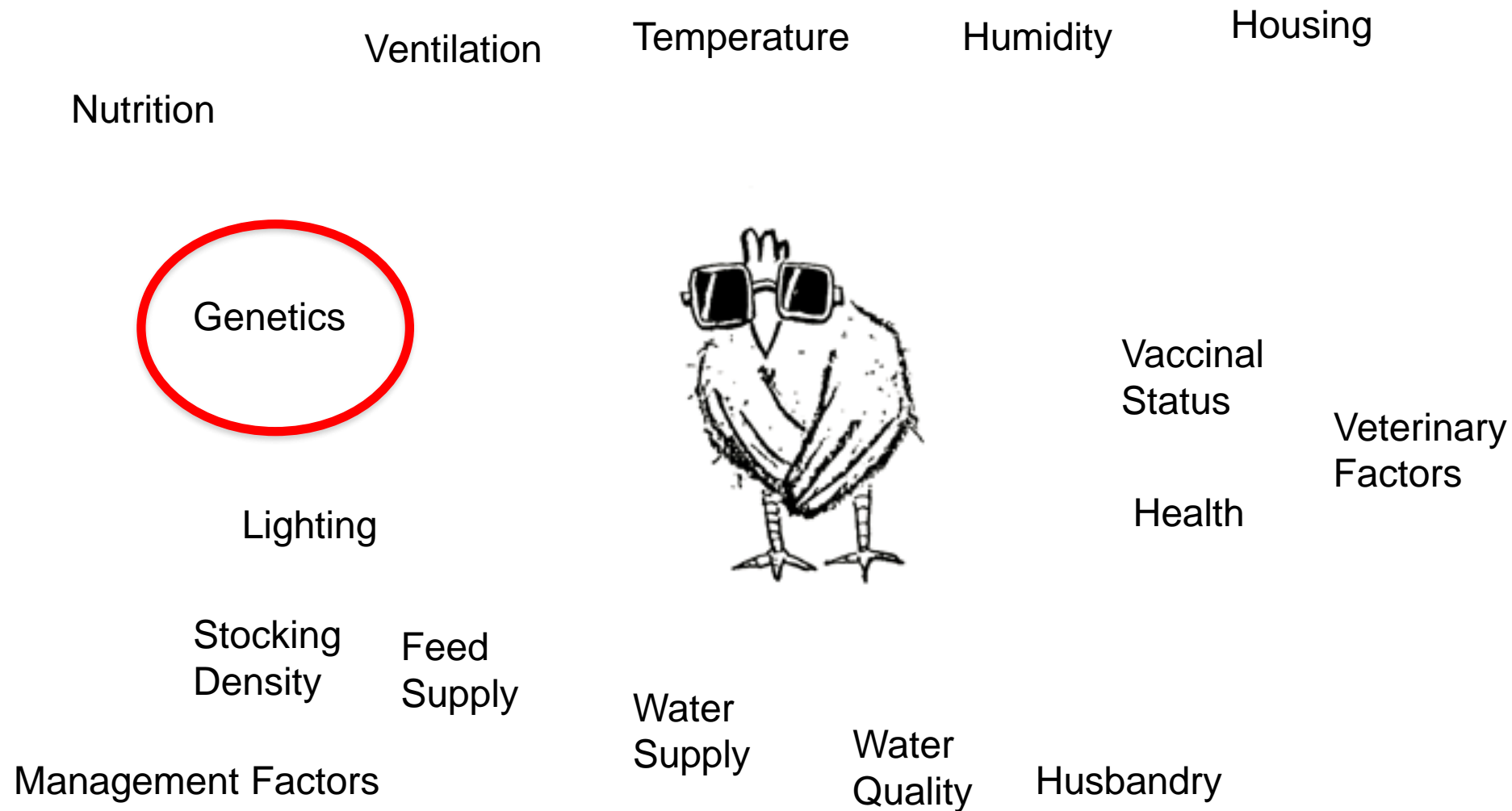
Modern Broiler Farms

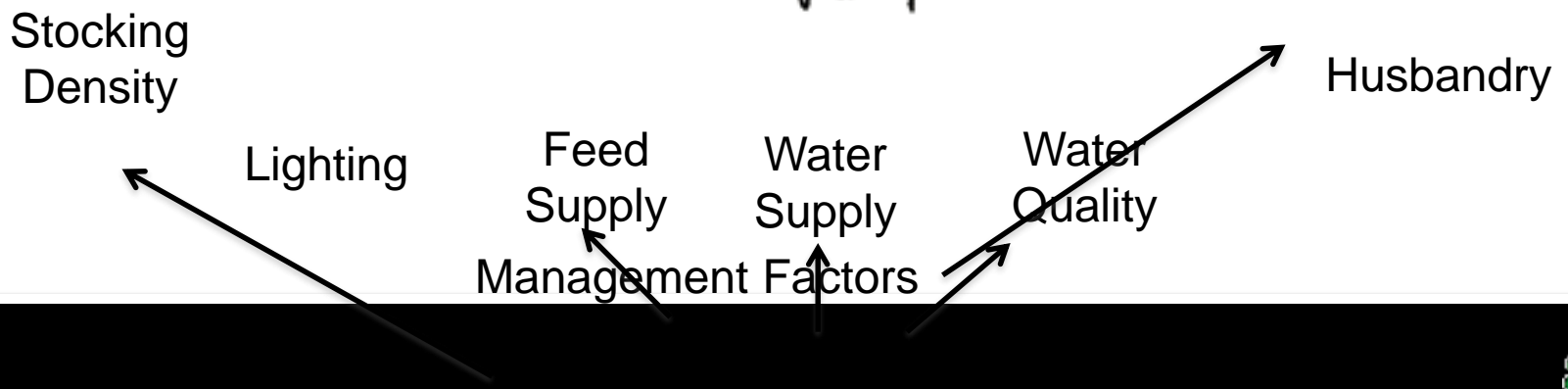
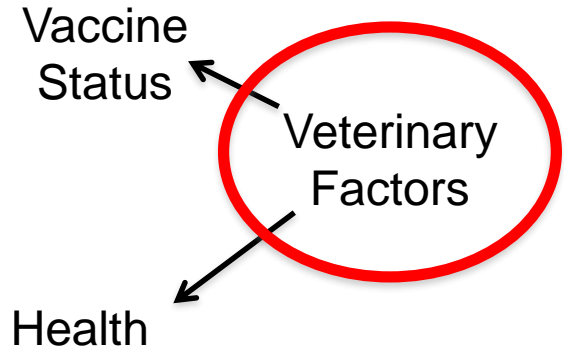
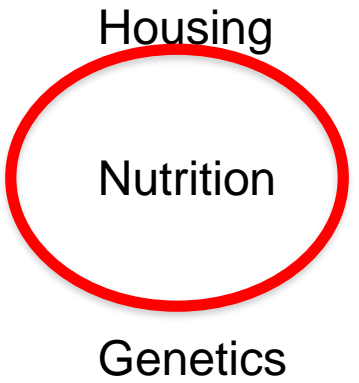
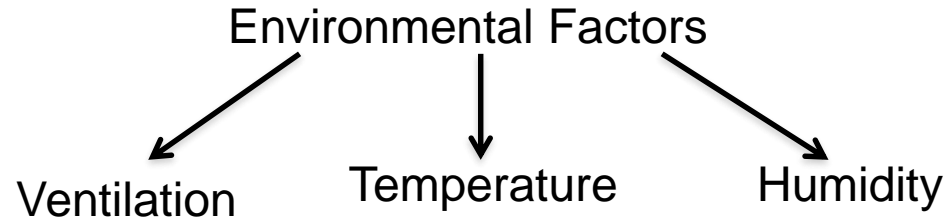


Small Commercial layer operation



Environmental Factors





Integrators and Breeder Companies



1. Veterinary and Nutritional Requirements

FEATURE	RESOURCES	REQUIREMENT
Feed	In House Nutritionists/Consultants	Access to the latest Technical Information /advances
Bird Health	In House Vets and Lab Tech	Access to the latest Technical Information /advances /Lab support
Feed Additives	In Feed products	Quality, Consistency, Pack size and Price
Vet Products	Vaccines Antibiotics, disinfectants	Diversity, matching strains, quality, pack and Vial Sizes (5000ds plus) and price
Laboratory Support	ELISA, Feed Testing, PCR	Accurate, confidential and fast



Emerging and Subsistence African Farmers



1. Veterinary and Nutritional Requirements

FEATURE	RESOURCES	REQUIREMENT
Feed	Mostly Home mixed or sourced locally from Distributors or chick suppliers	Correct formulation of diets, access to good quality raw materials, consistency of supply,, competitive prices
Bird Health	Some cases they make use of para veterinarians, State vets or teach themselves from literature	Accurate and speedy diagnosis of clinical and sub clinical diseases conditions and good practical advice measures to treat current problem and prevent future re-occurrence. Constant focus on skills development of farm workers
Feed Additives	In Feed products	Good advice which products to use to obtain maximum benefit at least cost. Products with long shelf life packed in smaller pack sizes.



Emerging and Subsistence African Farmers



1. Veterinary and Nutritional Requirements

FEATURE	RESOURCES	REQUIREMENT
Vet Products	Vaccines Antibiotics, disinfectants	Supply of good quality , immunogenic vaccines suitable to protect against local diseases challenges . Sound training on vaccine storage, application techniques and vaccine monitoring . Good advice on the use of antimicrobials for therapy and prophylaxis. A variety of antimicrobials activees readily available
Laboratory Support	ELISA, Feed Testing, PCR	Labs that offer basic microbiological and serological tests in a cost effective manner



A Few Practical options to address Emerging Farmer Requirements



1. **Supply of Poultry Vaccines (IBD, NCD, IBV and Pox vaccines) in small vial sizes (200-500ds).**
2. **Develop vaccines that are both protective and have improved Thermo Stability**
3. **Ensure availability of a wide variety of well formulated antimicrobials in small pack sizes at fair price**
4. **Consider the use of Macro Packs rather than traditional Premixes for smaller farmers. This reduces the risk making errors in formulating diets and allows the farmers to concentrate on sourcing the major raw materials.**
5. **Supporting the work of Independent Veterinary and Nutrition Consultants in Africa.**
6. **Development of on farm Quick Tests that enable small farmers to make basic choices in choosing what antimicrobial, vaccine or feed supplement.**



Essential Training



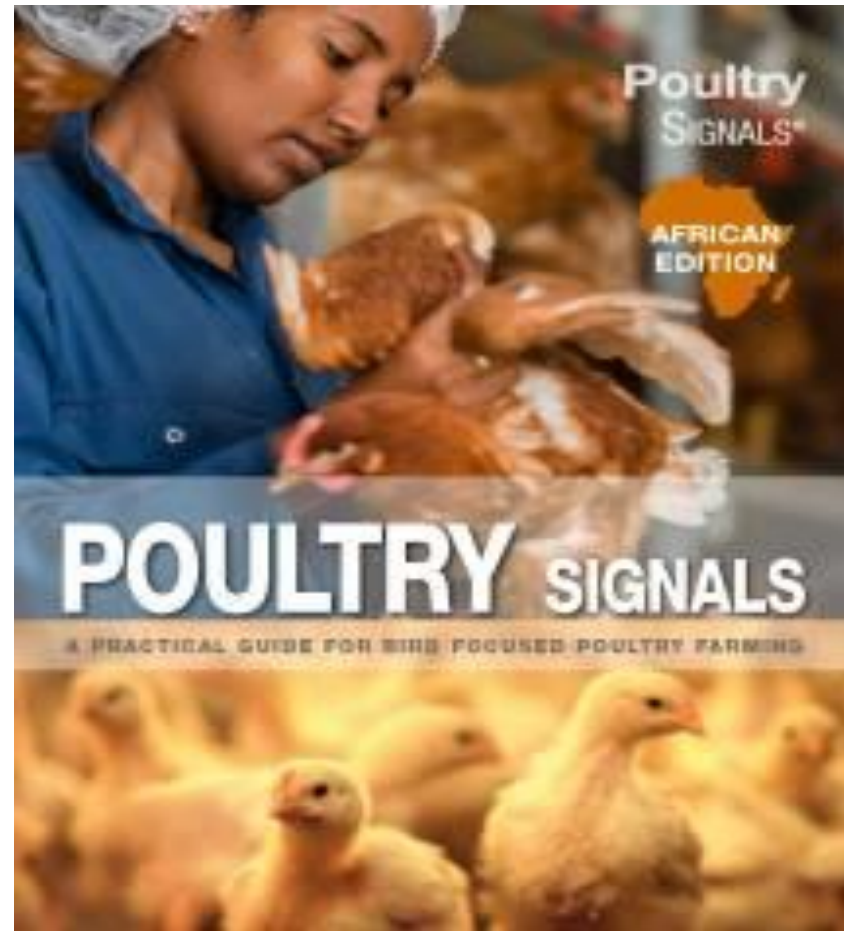
Addressing the skill shortages



- 1. It is of great importance that the following areas are addressed in training sessions**
 - 1. Disease Prevention Management (Biosecurity)**
 - 2. Basic Nutritional Principles of good poultry diets**
 - 3. Vaccine handling and application.**
 - 4. Prudent use of Antimicrobials**
- 2. Suppliers of Day Old Chicks and Pharmaceuticals should be incentivised to carry out training sessions with farmers.**
- 3. Development of On Line Training programs can be of great value to educating and training of Farm workforce.**
- 4. Promotion of Regional Farmers Days to discuss and solve local Veterinary and Feed issues.**



On Line Training



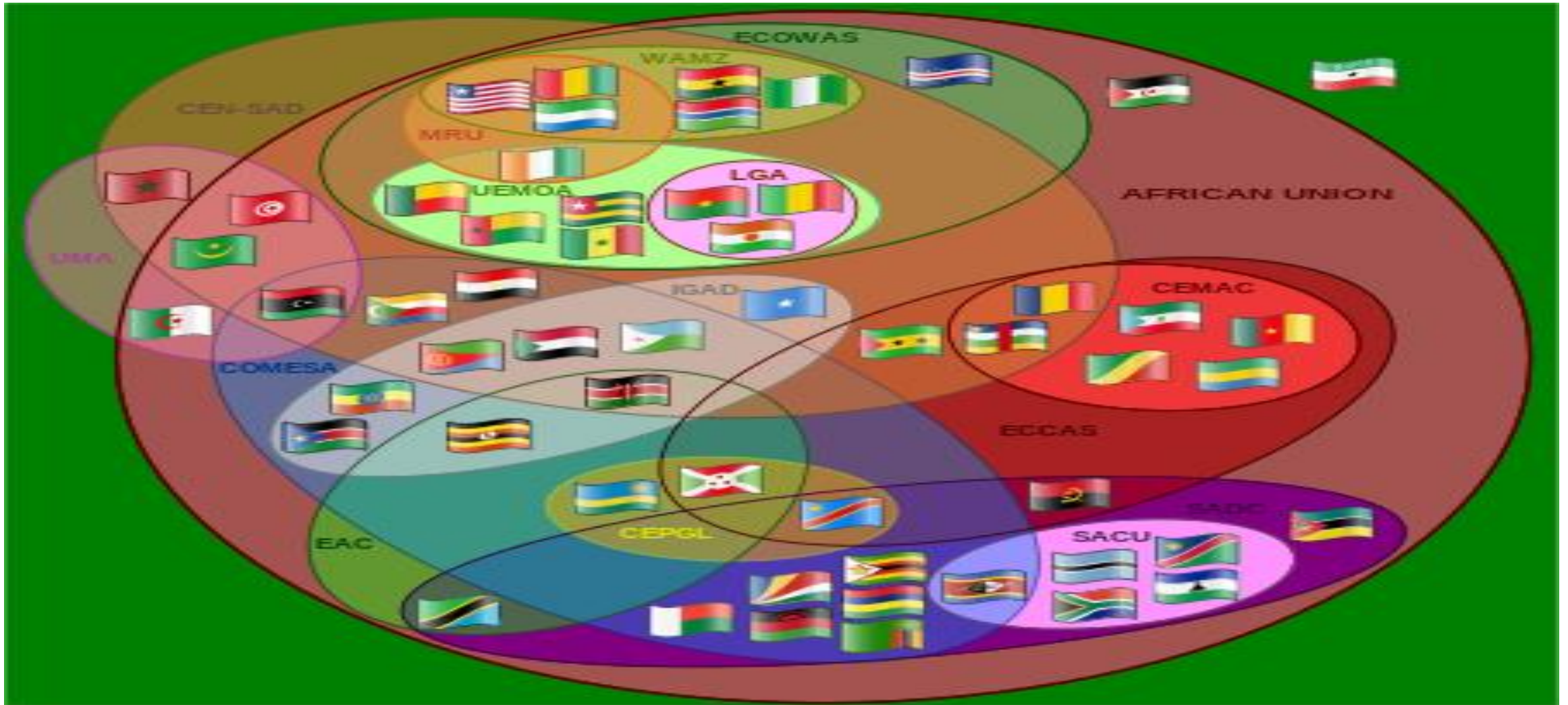
African Regulatory Environment



- 1. The Regulatory Authorities in each country play a vital role in ensuring the supply of safe and effective pharmaceutical products in each country. In many countries the process works quite well but there are also a few hinderances to the supply of products required by Poultry Farmers**
- 2. Regulatory Authorities in many countries do not have any regional agreements allowing for a single regional registration. They insist that products are registered in each individual country.**
- 3. In certain countries, the registration costs are prohibitive and have no bearing on the size of the market . Pharmaceutical companies are reluctant to register products in these countries which renders key products unavailable to local farmers.**
- 4. In certain countries it is not always clear as to which authority is responsible for registration.**
- 5. In some countries the same standards/requirements applicable to registration of Human Pharmaceuticals are applied to Animal products.**



Political Formations within the AU



Food Safety



- 1. Food Safety and Food Security are becoming increasingly politicized and featuring very commonly in public discussions and on Social Media**
- 2. In general Poultry Farmers are not very aware of the risks posed by zoonotic diseases from poultry or poultry products**
- 3. Training and transfer of information also in these areas are extremely important for farmers at all levels of production.**



