

## Newcastle disease audio feature 2 – transcript

PS *Newcastle disease is highly infectious disease that affects poultry across many regions in Africa. When a flock is affected by the virus losses can be up to 100%. So the disease is a serious concern for chicken and other poultry farmers.*

*In Uganda, the Global Alliance for Livestock Veterinary Medicines (GALVmed) a non-profit organisation working towards accessible and affordable livestock vaccines and medicines by smallholder farmers in developing countries is partnering with Brentec, a private registered company. Brentec is manufacturing the I2 vaccine under the brand name Kukustar. The vaccine is thermal tolerant which means that under normal temperatures of up to 37 degrees it can be stored without refrigeration for up to a week. This makes the vaccine much easier to use by small-scale farmers even in remote areas. Brian Bigirwa is the quality assurance manager at Brentec in Kampala.*

BB We first interacted with GALVmed in 2009 and we are aware that they were trying to do a vaccination initiative to introduce thermostable vaccines to poultry farmers, especially smallholders and Brentec at the time was in the middle of setting up our facility because we also independently wanted to enter that market with a private sector model. As the directors of the company we realised that poultry farmers did not have access to vaccines which was why the poultry sector was lagging behind. So we wanted to remove that hindrance. So between 2008 and 2010 we were building the factory and we interacted with a person from GALVmed to see if we could get some assistance, some technical assistance with vaccine registration and all that and they were very helpful. After we registered the vaccine we now entered the second agreement for sensitisation and distribution so that we can utilise a little help from GALVmed, the knowledge databases and everything to push out a private sector different strategy for distribution of the vaccine to smallholders.

PS *The Kukustar vaccine is distributed through agrovets who buy in bulk and repackage them into small doses of 20-50 and sell them to farmers.*

FN My name is Dr Nahamya Florence I am a vet and I am the distributor for Kukustar in the eastern region. I am distributing to 11 districts. With each district we have at least some retailers. So I always try every month to go and give that retailer more of the vaccines because at least most farmers have learnt about the vaccine because we normally advertise on radios and we always go to the markets. We have done an outreach to at least about 300-500 farmers per district.

PS *If you could just explain that bit how you get the supplies from the headquarters?*

FN I make orders to Brentec and there is a certain amount they normally want us to take and the good thing since the people have come to learn about it I find myself sometimes even passing the amount which Brentec normally wants because people really want the vaccine. Since it is sustainable it is in the country and whenever people need it we can go and get it. It is very good other than other products which come around and they stay for a few years and the next years they will have disappeared off the market.

PS *Through extension workers like Samson Ojakol the vaccine is delivered from the agrovet to the farmers at village level and through this Ojakol also makes money.*

SO I get the vaccine and reconstitute it and then I have also trained what we call vaccinators. Actually in a sense now they are no longer vaccinators because they have also gone ahead to train other farmers so that their work is now to sell those vaccines to those farmers directly instead of doing the vaccinations themselves because it is very costly and it is very tedious.

PS *How are you making money?*

SO For example I get a van at 10,000 Ugandan.....

PS *About \$3?*

SO \$3 yes, then I reconstitute, I get about 20 droppers from each and each dropper I sell to my vaccinators at 2000 shillings, then to the farmer I sell at 2500 shillings so that my vaccinators also gets 500 per dropper.

PS *And you are saving birds?*

SO Yes I am saving the life of birds.

PS *In other words you are saying that this kind of private sector partnership is very important to help farmers?*

SO Wonderful actually it is a good approach. Actually the poultry industry was sort of neglected.

SN My name is Sarah Nanzala, I am a farmer and I have been rearing chicken for more than 5 years. I used to rear around 50 chickens but 20 could die and I remain with 30. But since I started using Kukustar vaccine none of my chickens have died. I have used Kukustar vaccine to us and all the 100 chickens have survived. I even sold 40 of them and was able to clear school fees for my children. I urge all farmers to use Kukustar vaccine and ask that manufacturers will bring it closer to us.

AG I am Anyoti Godfrey. In fact the new vaccine is a very nice vaccine because when I compare it with the vaccine I used in the old days I could lose some birds but recently when I used this vaccine I never lost even a single bird and I had to sell off all the birds.

PS *But Brian has a message for any other organisation or companies wanting to have such a partnership.*

BB The farmers need to understand the value. Most initiatives actually fail because people give out the vaccine to somebody for free. So he does not understand the value of the vaccine because it's like I get vaccine free but if somebody spends as little as 100 shillings and at the end of the day he manages to sell the chicken for 12000 shillings, he can see the value. But when something is given for free very few people see that value proposition. So I would encourage most organisations out there trying to do this thing is make it affordable but never make it free.

Music

That report was compiled by WRENmedia on behalf of GALVmed.