



# KDDP NEWSLETTER

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## Land O'Lakes, WWS, ABS and ILRI- Kenya

The dairy sector in Kenya has in the recent past improved from the lethargy which characterized the mid 90's. A lot of improvement has been noted notably in the processing industry which has grown by over 30%. Also farmers are increasingly using superior genetics, ensiling and planting leguminous fodders. Traders are also resorting to more hygienic practices as KDB, KDDP and various stakeholder hammer in the importance of hygiene and longer shelf life.

This particular edition strives to highlight the obscure details which bring to life improvements in the dairy sector that are normally lost in figures and in simplified sentences.

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### Special points of interest:

- Nyumbani village tractor demo....
- Athi River farmer visits Nakuru...
- Chebunyo maize farmers learn about dairy...
- Endarasha women happy with coolers....

## MHC ToT for MoLDF Extension Staff

LOL, MoLDF and NALEP set up a 3-day TOT Milk Handling Course at Kisii Farmers Training College from 25th—27th May 2005, The occasion was graced by Mrs. Manoti, DLPO, Kisii, pictured (on the left) issuing certificates of participation during close of the training.



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## Tractor Demo AT Nyumbani Village, Kitui

Nyumbani Village in Kitui District is a model home being set up for HIV-AIDS-affected children, founded by Father Angelo D’Agostino. They approached LOL to assist setting up a commercial dairy farm and the field team has been giving technical advise to facilitate starting the farm operations. Machinery for land preparation was required and LOL linked up with tractor dealer SAMETRACT to organize for a demonstration, which took place on 16th June 2005.

Captioned, left to right: Sister Mary Owens of Nyumbani Village, Mr. Lorenzo of

SAMETRACT Nairobi and Anthony Kiragu of Nyumbani Village watch as William Koech, Workshop Manager for SAMETRACT puts the SAME 80H.P 4WD Silver tractor through a ploughing demonstration.



## Athi River Farmer Visits Nakuru

Michael Githinji retired two years ago and set up a dairy farm in Athi River. However, due to lack of expertise, the last 24 months have been an uphill struggle due to poor production by his cows and low fertility. In desperation, Michael contacted LOL to advise him on the best way forward. LOL arranged for Michael to visit two model dairy farms in Nakuru to pick up some ideas for his operation and have direct farmer-to-farmer dialogue.

Captioned left to right, are Edward Njuguna, Agnes Kavatha, Josephine Kirui and Michael

Githinji at Mr. Njuguna’s farm in Ol Rongai, Nakuru, examining a field of Lucerne.



*“I now know what to do to make my farm profitable when I get back home”*

## Chebunyo Maize Farmers Learn About Dairy

As part of ongoing collaboration between KDDP and KMDP, an tour of two dairy farms was organized by LOL for farmers from Chebunyo, Bomet. The farmers, members of Chebunyo FCS have been relying mainly on maize proceeds for their income, but through the KDDP-KMDP collaboration, are now taking on board dairy activities as a business.

At left is the group of 60 farmers who visited Nakuru, being addressed by Mr. Edward Njuguna , a prominent dairy farmer and regis-

tered Holstein breeder in Ol Rongai, Nakuru



## Zambians and Tanzanians In Kenya

In keeping with LOL policy of sharing expertise across the region, the field team was privileged to host colleagues from Zambia and Tanzania between 13th and 17th June 2005. Our colleagues visited farmers, equipment suppliers, co-operatives bulking, chilling and processing dairy products, as well as C.A.I.S in Kabete.

At right are members of LOL field team, LOL peace corps volunteer seconded to Wamunyu—David Glanson, Zambian and Tanzanian colleagues and co-operative staff at Wamunyu FCS dairy plant in Machakos.



## Endarasha Women Happy With Rehabilitated Coolers

Mrs. Mwangi Ndirangu (2nd left) and Mrs. Consolata Wanjiru (3rd left) are among many dairy farmers who have benefited from LOL initiated rehabilitation of two 1200-liter coolers at Endarasha FCS. They previously would wake up at 1 a.m. to milk and deliver to the roadside for collection. It was dangerous for women and youth, who normally milk and deliver, and was particularly difficult for older farmers during the rainy season.



*“I can now sleep longer hours, instead of waking up at a.m. to milk cows and deliver the milk to the roadside collection point”.*

## ACDI/VOCA Collaboration

During the last two quarters, KDDP has utilized consultants from the ACDI/VOCA’s Farmer-to-Farmer program, to enhance dairy skills of selected Kenyan dairy stakeholders.

Monte Bell, from California State University developed a feed ration program which KDDP intends to roll out for use by feed millers and farmers in improving the nutritional value of their feed products and feeding practices in general.

KDDP is still conducting field trials on the program in anticipation of up-scaling its use amongst clients.

During the current and future quarters, other consultants will be invited by KDDP to assist clients in various fields of dairy practice.



*Monte Bell with Michael Gota of Sunset Farm, Nakuru, discussing how to improve Michael’s dairy herd*

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*“As any farmer knows, to harvest a successful crop, you must carefully prepare the soil, sow only the finest seeds, then cultivate and nurture the plants throughout the growing season.*

*For more than 20 years, Land O'Lakes International Development Division, has been helping people around the world prepare the ground and plant the seeds for a bright future, a future filled with peace, prosperity and food security”.*



## Potential KDDP Collaborators

During the tour of KDDP sites by USAID and Ministry of Livestock Development officials on 15th June 2005, the delegation visited Baraton University Dairy farm, located near Kapsabet in North Nandi District.

The field team is considering this institution as a potential collaborator in spreading dairy husbandry messages to surrounding small-holder farmers. Excellent facilities for training are already in place, including a quality dairy herd that can be utilized for demonstrations or discussions on breeding.

As we progress in the program, the field team will be investigating the possibility of using the university facilities for training on feed conservation, dairy husbandry, processing and other capacity-building initiatives.



*Modern milking parlor at Baraton University Dairy Farm, North Nandi District*

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## ***KDDP/ SDP work on informal milk trade policy begins to bear fruit.***

Exciting changes are taking place in the informal milk marketing sector as the government of Kenya begins to recognize the important role played by the informal milk traders and becomes more accommodative. KDDP in partnership with the Smallholder Dairy Project (SDP) has played an important role in achieving these important policy changes

### **Before**

Milk 'hawking' in urban areas was strictly illegal and it was not uncommon for officials to arrest traders, fine them, pour out the milk and destroy their containers. The business was dangerous and one could get arrested anytime. At that time, the government considered these traders a public health hazard because they were primarily engaged in sale of unprocessed milk. Due to the risks involved, few of these traders invested in modern equipment or training.

### **What KDDP/SDP did**

KDDP is building on efforts that began a carefully planned SDP study to examine the economic importance of these traders, the public health risks posed, and finally what measures would improve their outlook.

The research showed that the informal trade in milk accounted for an overwhelming 86% of all the marketed milk, while providing employment to thousands of traders and critical nutrition to millions. The research also identified potential health hazards and the fact that these could be overcome through training and certification of the milk traders. Testing of training gave positive results. It was clear to the all partners involved that something had to be done to make policy more relevant. These activities were later expanded under KDDP.

The collaborating partners involved began to advocate for policy changes, intensifying efforts in the last three years. The research results were consistently and dispassionately presented to policy makers, many of who began to recognize the need for policy changes. Experienced players in the NGO sector were brought in to champion the cause. Trainer and trainee guides were developed; soon a broad based public health committee was set up. The policy and regulatory framework was changing.

### **Today**

An NGO, Strengthening Informal Sector Training and Enterprise (SITE), with the help of KDDP personnel based at ILRI has embarked on a major project to create institutions that will identify, train and certify milk traders – who will then be licensed. The government has begun to recognize and license the duly trained traders, who in turn have begun investing in modern storage equipment and methods of milk handling.

KDDP together with other development partners are holding several activities within productivity here at a field day at Muthithi PCEA ground, Mr Njung'e wa Matheri of Limuru who had been invited to the field day to train farmers indicates that "farming without information is like walking through a forest in the dark". Elizabeth of WWS is in the background facilitating the event.

Mr Wa Matheri has educated all his children up to Makerere University and has bought land through dairy farming. *(photo below showing the event at Muthithi)*



*Today: More and more traders are investing in quality cans and better training. The government is willing to recognize such traders*



*Before: due to fear of confiscation, traders resorted to use of plastic cans that were difficult to clean and not of food-grade quality*

## Mafaad farm

KDDP works with Lawrence Muniyua Njuguna (aka Mafaad) on the following:

1. Cattle improvement using modern technologies
2. Herd improvement
3. Proven genetics / sire selection
4. Corrective mating through GMS approach
5. Cattle nutrition
6. On farm ration formulation
7. Fodder establishment
8. Conservation using conventional and non conventional feeds e.g. use of horticultural leftovers
9. Capacity building
10. AI provision and extension work and an establishment of an Information Centre.

This is a centre of excellence: Dr Makoni (in a maroon shirt) and Njuguna (in a red *Kofia*) at the farm.



### The Dairy Month-June 2005

What is the view of Happy Cows Ltd participation at the Dairy Month's activities? Catherine, a director of the dairy says, 'Existing clients get to know more of our existence and hitherto unknown products to them whereas potential clients get exposed to our products and we have managed to clinch orders as a result of our participation in the dairy month activities.'

Perry a secretary with the same firm says, "We get a feel of what our customers say about our products, we interact closely with other processors, sample their products for comparison of quality and prices and this prompts us to keep abreast with other players in the dairy industry. In the just concluded dairy month, we clinched two lucrative outlets. We managed to make sales of Ksh 3000 on the day we participated at the event in Nakuru"

In view of the foregoing, the dairy month is a vehicle for promoting increased consumption of milk and milk products and the industry players feel that the activity should recur every year.

Pressed to disclose the two outlets, she remained non-committal.

Happy Cow dairy is a family outfit in the peri-urban area of Nakuru town that commenced operations in a rented premise in 1997 with Catherine (the proprietor) and one worker handling 500 litres of milk per day at a time when the dairy industry was under going through difficult times following on the heels of KCC that was teetering on insolvency.

Currently this dairy has a throughput of 6000 litres per day which is converted into cheese, yoghurt, lala, market or liquid milk and butter. The work force today stands at 44.

According to Maina of KDB (Financial controller), the match cost realized is as follows:

Venue;	Match cost (KShs)
1. Eldoret	150,000/=
2. Nakuru	160,000/=
3. Nairobi	2,000,000/=

# Moi's Bridge Dairy Officially Opened

Moi's Bridge Dairy in Uasin Gishu District is one of LOL's best performing clients. They currently handle approximately 12,000 litres of milk per day, with 10,000 litres sold raw to Brookside Dairy of Ruirui, while the rest is processed into mala, and yoghurt. In 2004, the dairy paid out KShs. 80 million to farmers for their milk deliveries.

This exemplary performance led to its inclusion in the proposed tour of Western Kenya by the USAID/MoLDF/KDDP team.

Accordingly, the caption on the left shows Hon. Dr. Noah Wekesa, Assistant Minister in the Ministry of Livestock & Fisheries Development, addressing a gathering of farmers and guests while formally opening the dairy.

