

### About the Author



**M.K. VYAS** - Master of Commerce from the University of Jodhpur was born on 8<sup>th</sup> December 1960. He started his carrier with Zenith Papers - "a Division of Zenith Steel Pipes and Industries Limited". In 1989, he joined Mohan Fibre Products Limited as a branch manager; He also worked as a Marketing Manager in a Netherland based multinational company "Hutamaki Van Leers". In the year 1995 he started his own pulp egg tray manufacturing unit "Easter Paper Mouldings Private Limited" in Andhra Pradesh. He started Hind Publications in the year 2001. Beside the monthly magazine Hind Poultry Hind Publications as also published over 50 titles on poultry Production, Processing, Disease Management, Livestock etc., for which he was awarded the Life Time Achievement Award from Govt. of India and also the International Leadership in Quality award in Paris. M.K. Vyas had visited several Poultry Facilities in Malaysia, Bangkok, Belgium, Germany, Nepal and France. He had also authored the book Glimpse of Indian Poultry Industry, Breeder Management Guide and How to Start a Poultry Hatchery Business.

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INTEGRATION IN POULTRY

M.K. Vyas

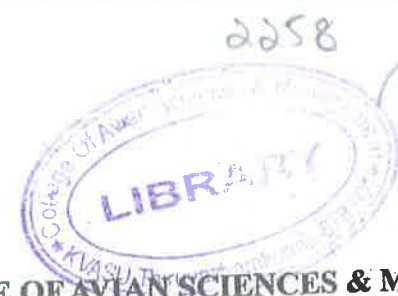
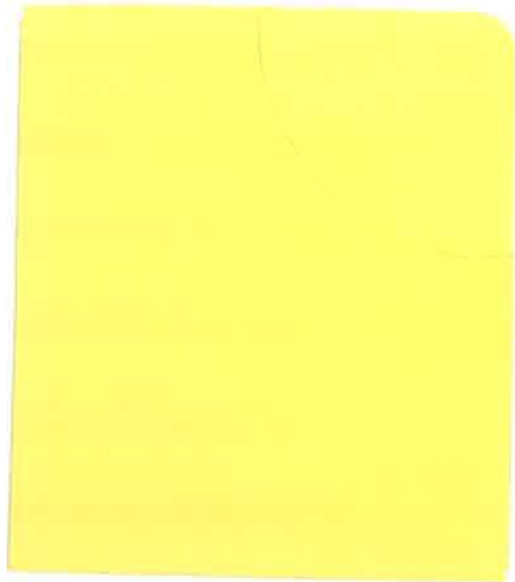
# Hand Book of Integration in Poultry

- M.K. Vyas



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## **Preface**

A contract farming arrangement in broiler production, referred to as "chick growing agreement" is generally a wage contract between an 'integrator', who supplies the intermediate inputs and procures the output, and a 'contract farmer', who provides the primary inputs in the production process. The integrator provides the growing stock Day old chicks; fatteners, feed, veterinary supplies and services, and implements the final marketing of the output. The contract farmer typically provides the space and facilities land and housing, equipment, utilities, labour family and/or hired and day-to-day farm management. Generally the payments are linked to the performance criteria in terms of efficiency in managing the birds e.g. the weight, quantum of feed used to produce that weight Feed Conversion Ratio, percentage of birds died and others. Additional incentives are given to the farmer for surpassing the performance standards. These are usually specified by the integrator for the purposes of live sale or slaughter. Thus, the major component of working capital is borne by the integrator and he is the absolute owner of movable stocks in the farm. The farmer receives a guaranteed wage or growing charges for each live bird based on its live weight in a condition that is predetermined and agreed upon through contractual obligation.



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