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# PROJECTS

**Customers and H&N team**

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# Projects

- Pandemic
- Started in 2020
- H&N and producers working together to solve problems and get better results.
- Increase profitability
- Now we will see some successful histories from Colombia and Canada

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# Colombia - Pronavicola

- Nutriavicola
- El Guamito
- Avisin

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# Nutriavicola

- Big egg producer (+- 3 millions). Brown Nick
- First meeting in 2020.
- Customer wasn't very satisfied with Brown Nick performance
  1. Mortality in production
  2. Poorer opinion of BN vs competitors
- Focused on nutrition:
  - Developer feed
  - Hybrid formula
  - Nutrition by egg mass

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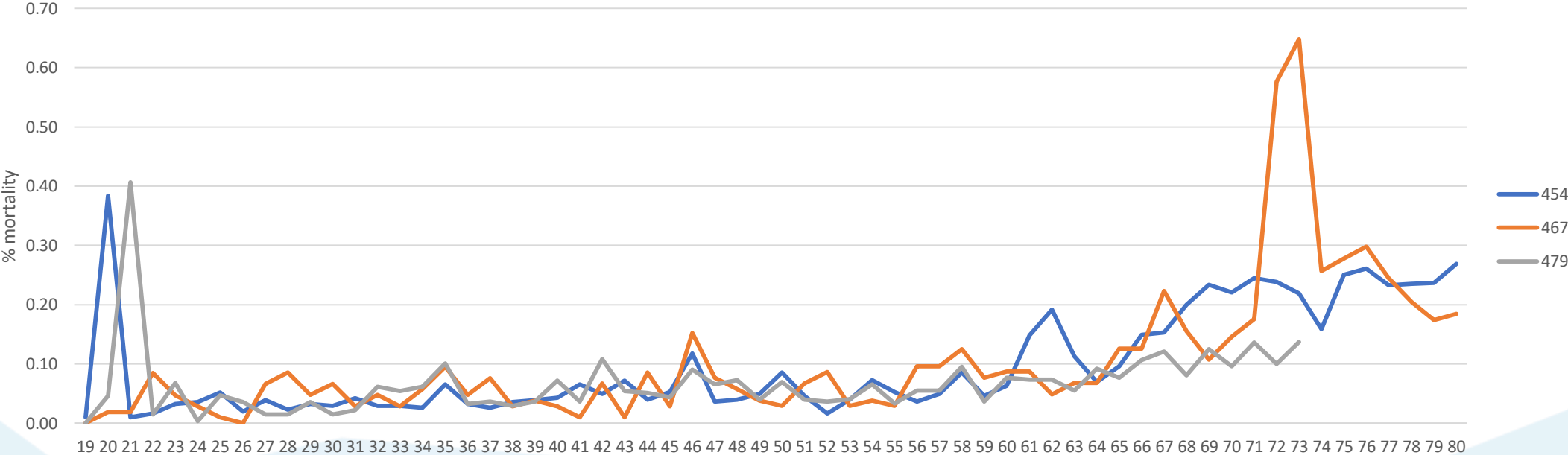
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# Nutriavicola

% weekly mortality



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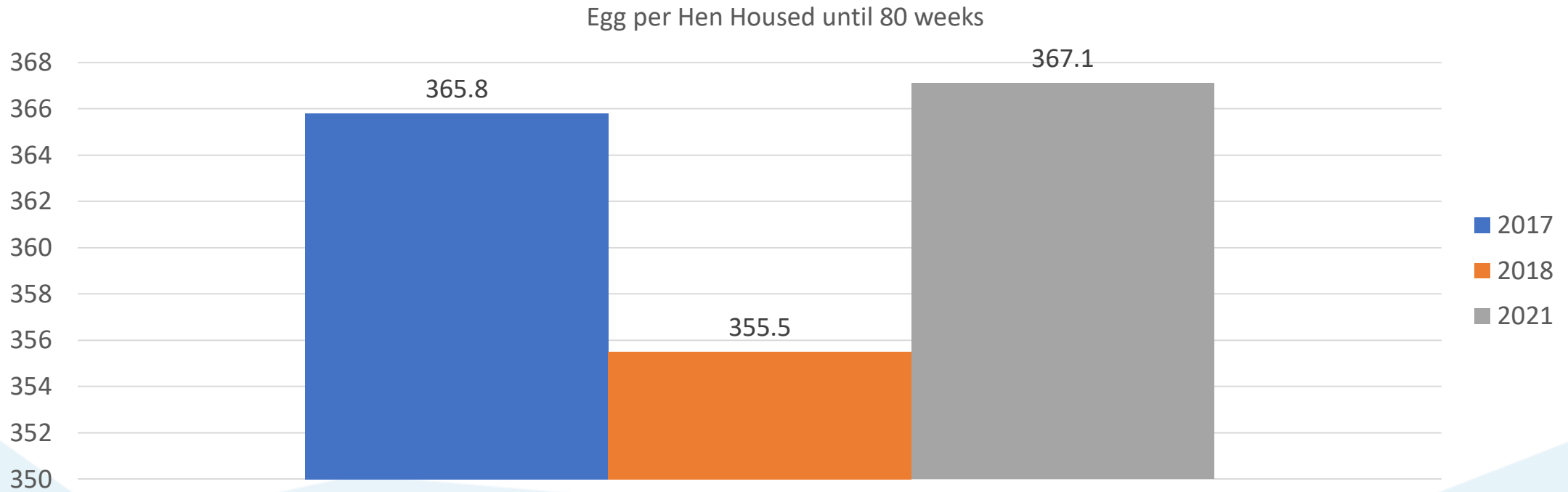
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# Egg per Hen Housed until 80 weeks



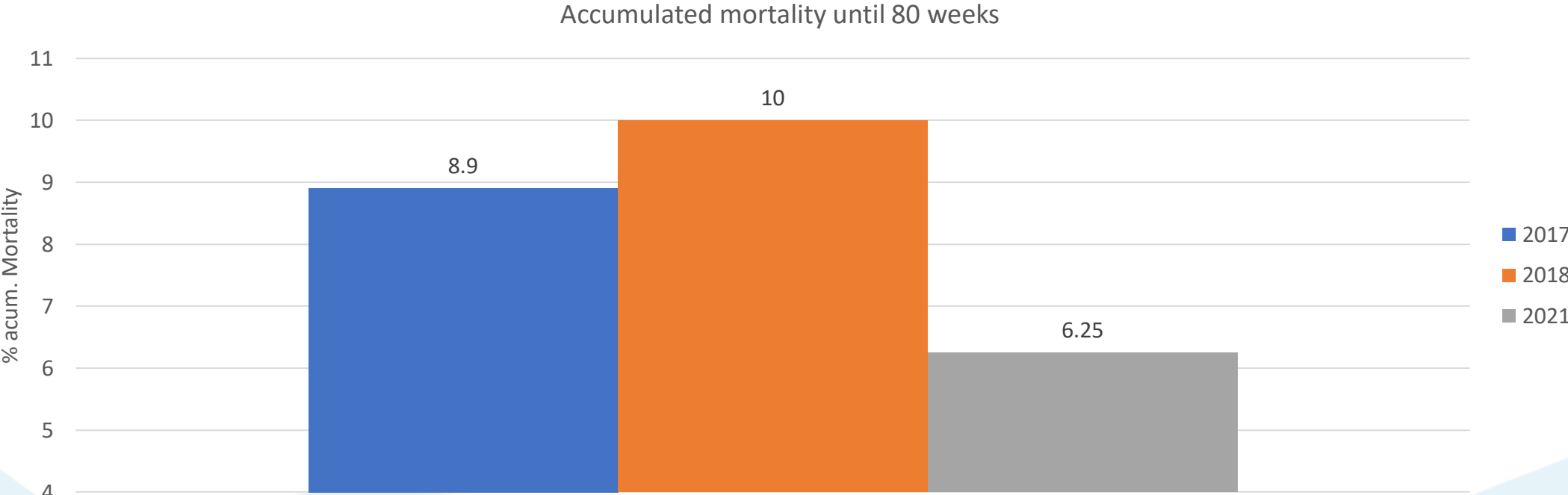
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# Accumulated mortality until 80 weeks



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# Nutriavicola

## ○ Achievements:

1. Better livability
2. Change the view of H&N in the company
3. Hybrid formula and egg mass diets successfully implemented in all the company.

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# Acebedo Silva

- Started in 2020
- Big company +/- 3 mill. Brown Nick
- Company wanted to improve
  - laying rate,
  - feed intake
  - and egg size
- Focused on nutrition and management, changes in:
  1. Developer feed
  2. Hybrid feed
  3. Lighting program

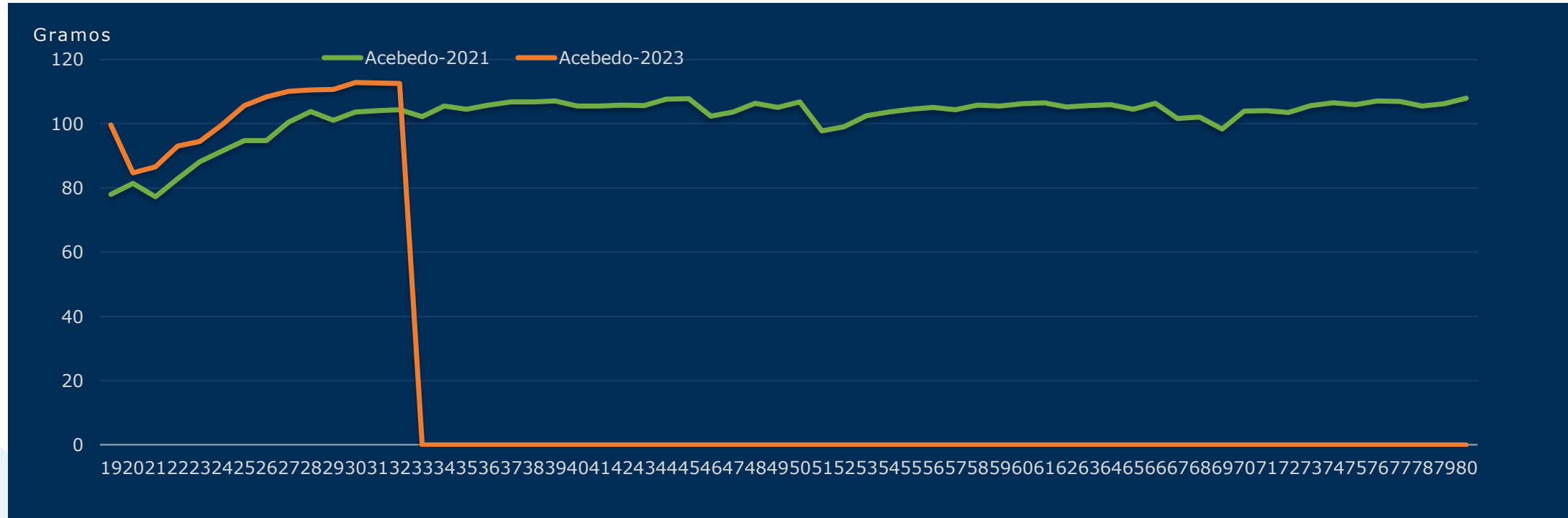
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# Feed Intake (g/week)



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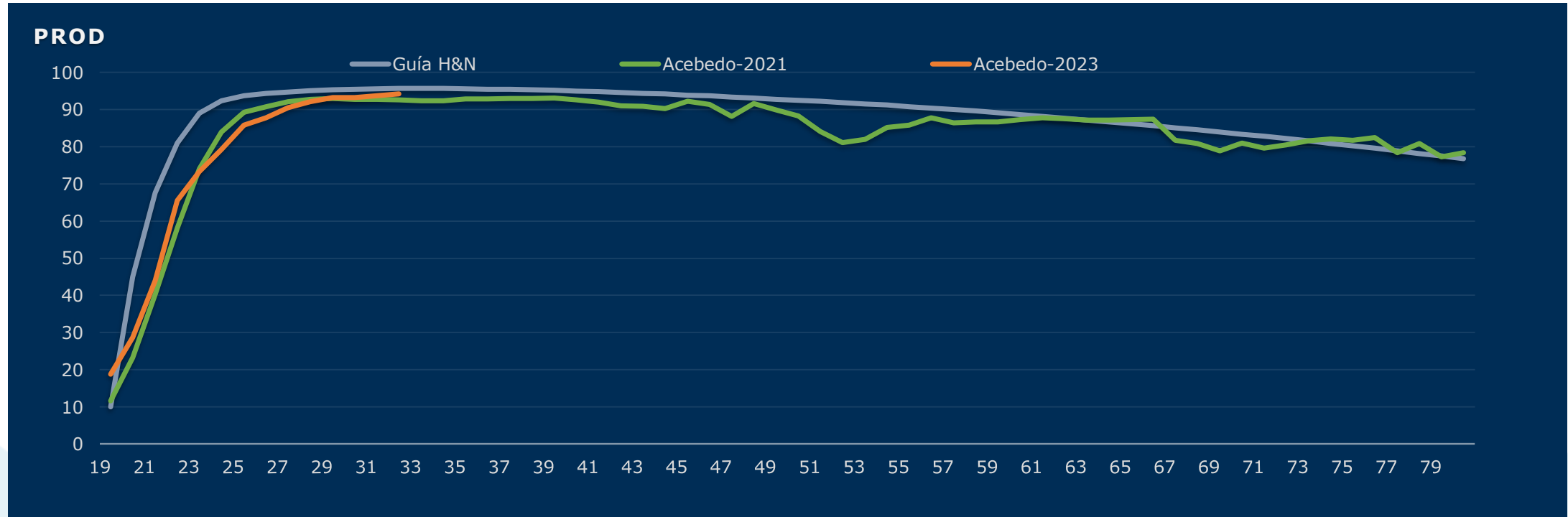
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# Laying rate %



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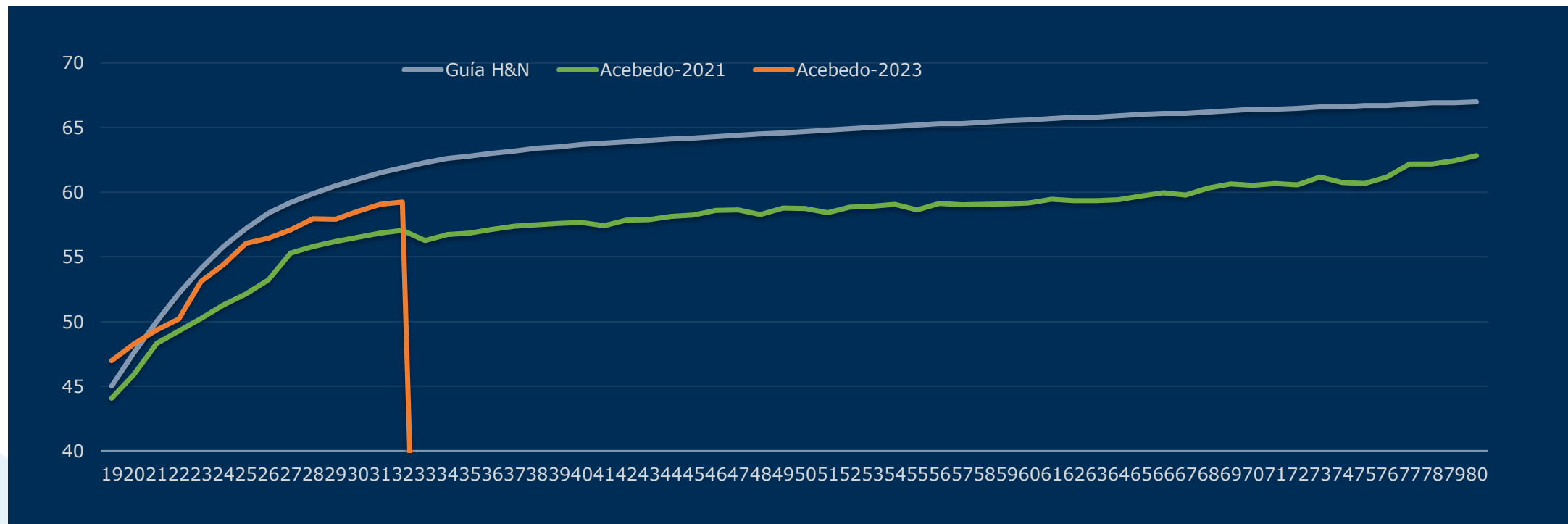
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# Egg size (g)



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# Summary of results

- Achievement
  - Improve in egg size
  - Improve in feed intake
- Next steps
  - We continue working on nutrition based on egg mass.
  - Vaccination program adjustments
- Company increased the number of orders

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# AVISIN

- Brown Nick and other breeds
- Company wants to improve performance: egg per hen housed
- First meeting to discuss managements (lighting program) and nutrition
- This is an ongoing project

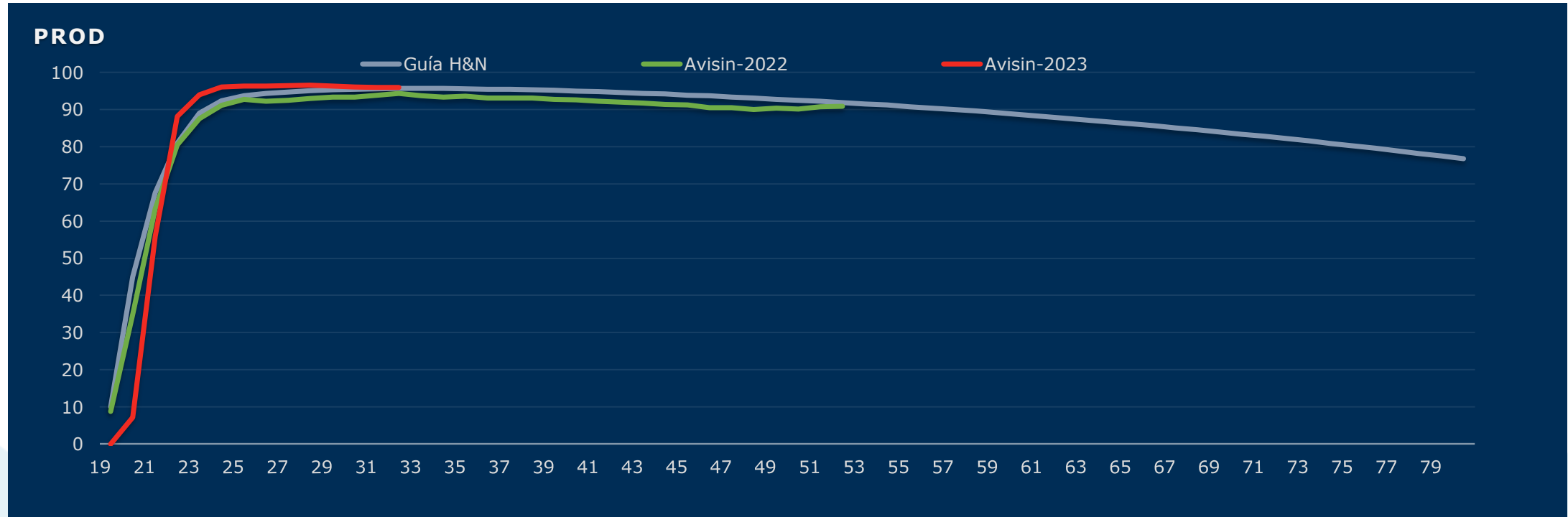
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# Laying rate %



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# Summary

- Change in lighting program
- Better peak of production
- Now working in nutritional changes to increase egg size and feed intake

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# Canada

- Westco - Nick Chick
- Egg producer wants to:
  1. Better feed intake during developer stage
  2. Improve production performance: peak and persistency
- Focused on nutrition and management
  1. Stocking density in growing period
  2. New developer diet
  3. Egg mass nutrition
  4. Lighting program

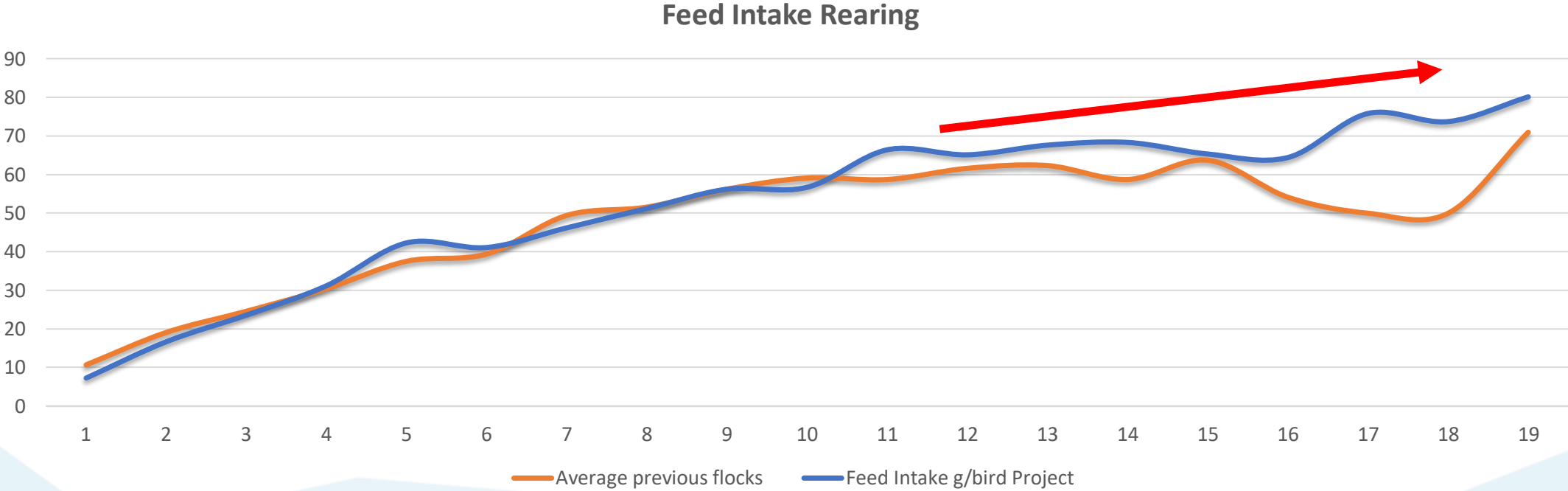
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# Feed intake in rearing (g/bird)



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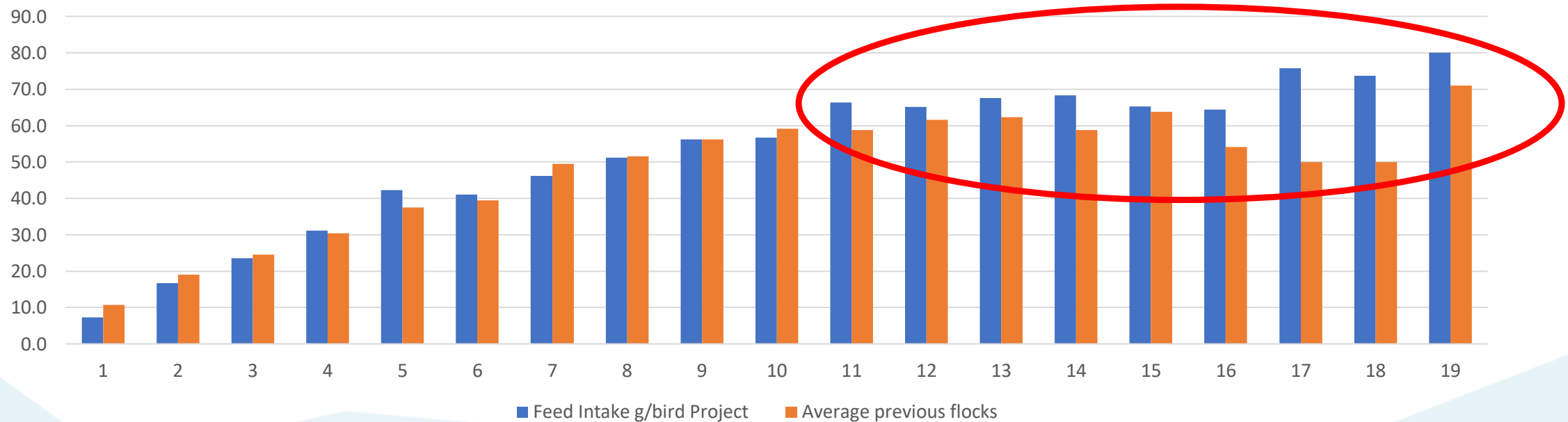


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# Feed intake in rearing (g/bird)

Feed Intake Rearing



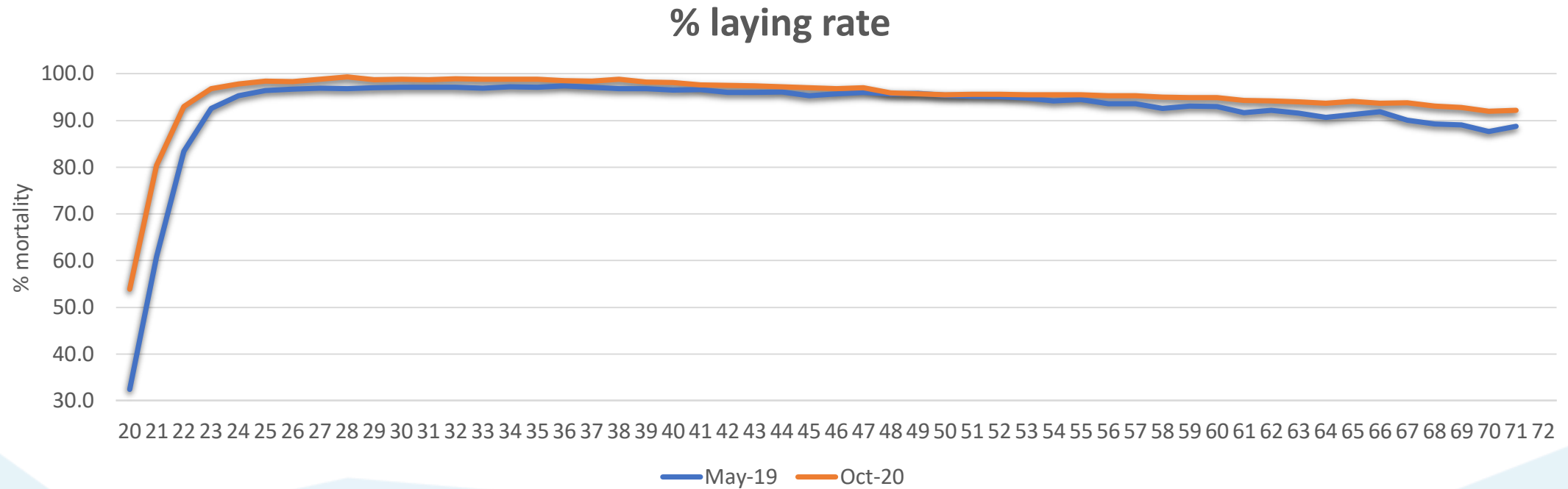
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# Laying Rate %



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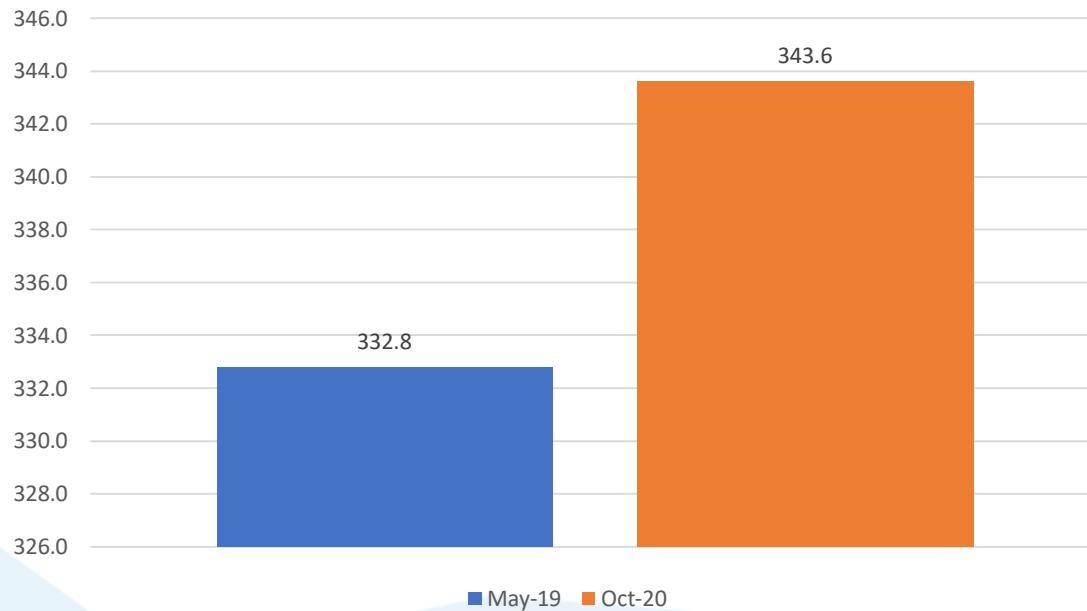


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# Eggs per Hen Housed (71 weeks)

Egg per Hen Housed



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# Summary of results

- New lighting program: created by company
  - Higher number of eggs per hen housed
  - Higher peak and better persistency
  - Company is very happy with Nick Chick performance
- 
- Now working on heavier egg size (nutrition); we will see the results in the next couple of months

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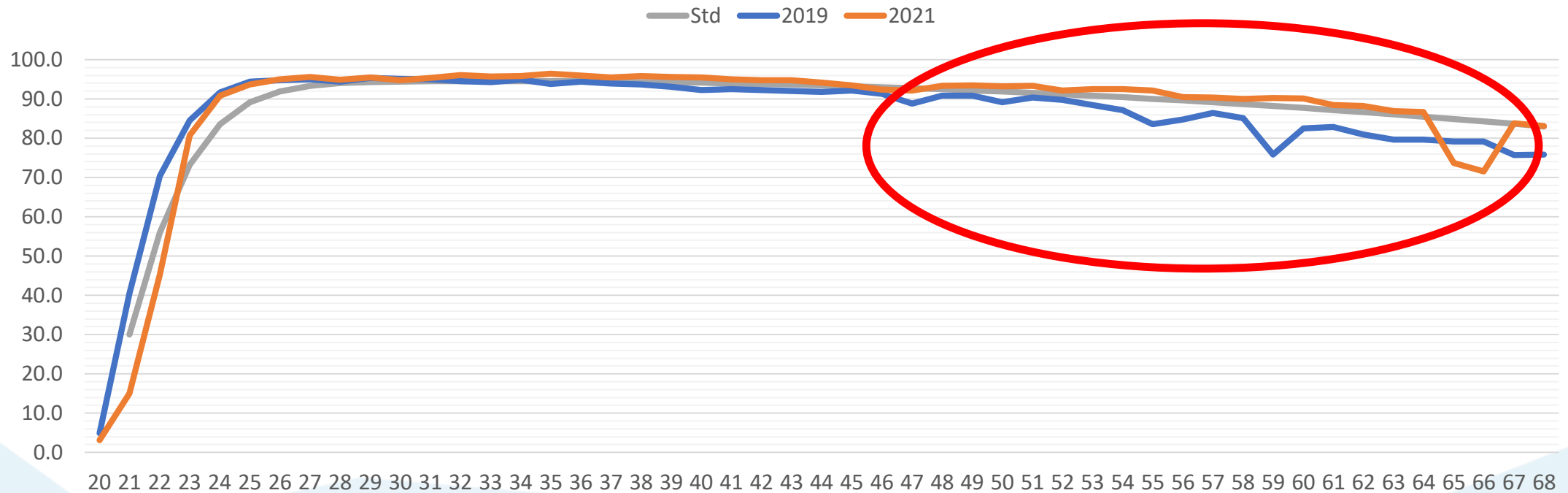
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# PS company

- PS on full slats and in family cages.
  - Company wanted to improve the performance on full slat.
  - Focused on nutrition and management
1. Wanted better persistency
  2. High number of feathers on slats
  3. Poor plumage (> 35 weeks of age)

# Laying Rate %



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# Summary

- Changes in nutrition:
  1. Higher energy
  2. Balanced amino acids
- Better production and persistency

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# At the end

- The idea is adding value to the service which can be translated in better performance, customer satisfaction and increase of sales.
- Not only limited to our customer but to the egg producers.
- Experience is telling that this is very effective.
- TEAM WORK

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