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The Directors of FarmCare GB and Biolink after their meeting.

New Sales Training Manuals

Volume one- four of our new Sales Training Manual are now available to appointed distributors only.

Volume one covers the basic principals of Biosecurity, Disinfectants and Disinfection together with detailed programs for poultry. Volume two covers all other species. Volume three is a directory of key Poultry diseases. Volume four covers key Pig Diseases.

The manuals are available in PDF format. It is hoped that these manuals will provide the various sales forces with all the knowledge that they need to be truly effective in the market place.

Any distributor who has not yet received copies, please contact us.

COMPANY NEWS

FarmCare GB Ltd is proud to announce the development of a formal association with Biolink Ltd, a well known UK hygiene company announced Barrie Betts, Managing Director of FarmCare GB Ltd and a shareholder in Biolink Systems Ltd. FarmCare GB Ltd. will continue to focus on export sales worldwide through its ever expanding network of national distributors. Biolink Ltd will continue to focus on the UK and European markets.

The pooling of expertise and resources will be of benefit to both companies and their customers. Associated companies are FarmCare International Ltd, FarmCare International GB Ltd and FarmCare International UK Ltd.

The association will lead to a significant improvement in research and development facilities which will lead to the introduction of a number of new products during the coming year. The first of these, Mite-Gard, is announced on page 2 of this Newsletter.

Of particular note is that the association brings together three long experienced ex-colleagues from Antec International Ltd. Barrie Betts, one of the founders of Antec was with that company as Export Director for 18 years specialising in particular in the Middle East and Africa. David Carter, Chairman of Biolink Ltd was Sales Director Africa & Middle East for ten years. The companies Technical Director, Dr John Woodger who is based in Asia was Technical Director and Asia Pacific Regional Director for Antec for fourteen years. John provides technical support as required by the companies and its customers and also oversees registration procedures.

FarmCare GB Ltd, a young and expanding company is pleased to produce our first Newsletter. From now on these will be published monthly.

Copies will be emailed to all of our distributors, friends and contacts. Any contributions, for example stories from your market place or letters of comment will be gratefully received and if appropriate included in subsequent editions. Any comments concerning content or any other aspect of the newsletter will also be most welcome.

We expect considerable activity and growth of business over the coming months with new distributors being appointed on a regular basis and registrations nearing completion in a number of Markets.

In addition we will be announcing a number of new products over the coming months.

This will be greatly assisted by the new company structure detailed on page 1.

BARRIE IN ASIA

Our managing Director Barrie Betts will be returning to Thailand this month and will for a period be based at our Asia Pacific Office.

Until further notice any telephone communications with him should be made to his Thailand mobile number – **0872771060**.

Just a reminder the time zone of our Asia-Pacific office is GMT+7. Both Barrie and John Woodger, our Technical Director are available to our customers by phone or email seven days a week.

ADVERTISING CAMPAIGN

We are planning an international advertising campaign for the coming twelve months or so.

To start this off we have booked space in the next five issues of both International Hatchery Practice and International Poultry Topics.

The first advertisement appeared in International Hatchery Practice towards the end of last month. Between the two publications our advertisement will be appearing on a monthly basis,

These two well respected magazines published by Positive Action Publications Ltd. in UK are widely distributed and read by the poultry industry worldwide.



FarmCareGB 
Biosecurity Shields For All Livestock

Presenting a comprehensive and economic range of high quality products for all livestock biosecurity requirements.

National distributors required in some countries
www.farmcaregb.com info@farmcaregb.com

NEW PRODUCT

We are pleased to announce a new product – **Mite-Gard**.

Mite-Gard is a multi purpose cleaner which controls arthropod parasites in poultry houses due to its powerful cleaning action.

It is safe to use and environmentally friendly, degrading to harmless components. Mite-Gard is not an insecticide. Its powerful detergency simply dissolves any red mites that it contacts. Because of superior dilution rates it is highly cost-effective, working equally well in both hard and soft water and is unaffected by temperature fluctuations.

- **Mite-Gard** controls red mite through its powerful cleaning action
- Does not contain poisons
- Can be used in organic production (consult your association)
- Bio-degradable
- Effective against biofilms
- Superior dilution rate giving increased economy

General application dilute 1:10

Packaging 5 and 20 Litre

Full details will be circulated to all distributors in the coming week.

**Let's Get Back to Basics
– Are Your Procedures up to
Standard?**

Our aim as a company is to provide the end user with cost effective products, which will achieve the hygiene standards they require. However if the practical procedures of a terminal disinfection program are not carried out to the highest of standards, the results will be unacceptable. So, it is not only choice of product that the farm has to be concerned with; it is how it is applied.

The end user not only requires advice on the product choice most suitable for his situation but also clear advice on application procedures.

This is to serve as a reminder as how to get the best results from our products. Sometimes we have to go back to fundamentals. For simplicity, this discussion is focused on application of products on broiler farms.

A terminal disinfection program is designed to eliminate any risk of carry over of infection on a farm from one crop to the next. With this fact in mind, the step by step procedures would seem to be logical. However they are not always followed.

Once an individual house is depopulated, it should be dry-cleaned as quickly as possible. This involves the removal and proper disposal of any dead birds, removal of movable equipment for cleaning outside the house, removal of litter, blowing or brushing down of upper structures and sweeping out. Litter should be stacked as far away from the house as possible and removed from the site as soon as practical.

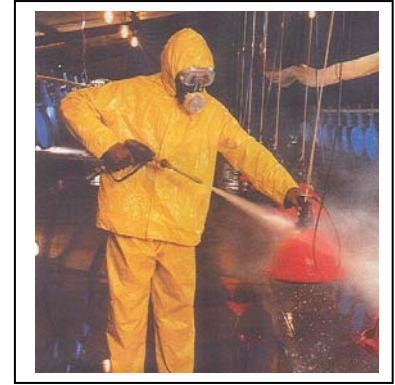
The house is now ready for the washing procedure. It is still common in many areas to consider that washing with plain water is adequate. To understand that is not

true one should consider what a disinfectant is required to do once applied. The performance of a disinfectant and its ultimate recommended dilution rate is determined by measuring its activity against various target organisms. In most tests performed the product is considered to have passed at a particular dilution rate if it achieves a log 5 reduction in the count of the target organism. This is a calculation, which means that the disinfectant has reduced the number of organisms by 100,000 times. If we started with 500,000 organisms in a given area, we should only expect to find 5 after exposure to the disinfectant. The other point is that all disinfectants, however good, are to some extent affected by the presence of organic soiling.

This may seem fine, but one has to bear in mind that a surface that has only been washed with plain water will still be contaminated with literally millions of organisms. Additionally water alone will not remove what we call the bio-film which accumulates during the growing of the crop. This is an invisible coating of organic material that is capable of protecting organisms adhered to the surface. So, after plain water washing we are left with a lot of organisms and a lot of organic material.

To remove the bio-film it is necessary to use a detergent. It is highly recommended to use what we term as a detergent sanitiser. This is an effective detergent combined with a biocide. Proper application of a detergent sanitiser and subsequent rinsing will leave the surface free of organic material and with a significantly reduced bacterial count ahead of the application of the selected disinfectant.

Prior to disinfection, attention has to be turned to the water systems. All automatic drinking systems need to be drained, disinfected with a suitable product for this purpose and refilled with clean water.



Disinfection can now commence and if a few simple rules are followed, the best results will be obtained. First ensure that the disinfectant solution is prepared at the correct dilution. It should then be applied to all internal surfaces at low pressure. The object of the exercise is to apply the product to the surfaces producing a complete wetting. In most circumstances this will require in the region of 300 ml per square meter of surface, difficult and absorbent surfaces may require more.

The surfaces should be allowed to dry. Any equipment removed from the house should have been cleaned and disinfected and can now be returned to the house. New litter can then be spread.

From the time that disinfection is completed, the security of the house is important. Foot dips should be in place and be used by anyone entering the house. Hand washing should also be observed.

With every thing in place and any necessary maintenance carried out, the house can either be fumigated or fogged with a product suitable for this purpose. The house should now remain closed until the new stock is introduced.

Strict adherence to these procedures coupled with the use of effective disinfectants will produce the best results. Supervisors should closely monitor the program step by step, including the quantities of product used.

FORTHCOMING EVENTS



In Association with Dairy Focus Asia 2008

FarmCare GB is proud to be associated with the above events and we are providing a speaker (Dr John Woodger for both the Poultry and Dairy events. John will be presenting a paper entitled “Effective breeder/hatchery biosecurity” on day three of the Poultry conference and one entitled “Dairy Farm Biosecurity” to Dairy Conference.

We hope that as many of our distributors and key customers as possible will make plans to attend one or more of these events. March 2008 may seem a long time off, but I think we all know how time flies. Of additional interest to some will be the fact that these conferences precede the Victam Asia Exhibition at a convenient location close to the conference centre.

We hope to be able to arrange a dinner on the evening of Wednesday 5th March 2008 for all distributors and their Key customers attending the event.

We already have programs for Poultry Focus Asia 2008 and Pig Focus Asia 2008. Anyone who would like a copy, please contact john@farmcaregb.com.

The following is an extract from information circulated by the organisers: -

CHANGES SINCE 2006

Since the last event in 2006 there have been some interesting developments.

We have taken a total look at Pig & Poultry Focus Asia and some changes have occurred for 2008. Firstly, because of our interests in the Dairy Sector we will be launching **Dairy Focus Asia 2008**. This will be a pioneering conference in Asia and will run along side our successful pig and poultry events. The only difference is that this will be a two day event and will be on 3 and 4th March 2008.

We are known as **Pig & Poultry Focus Asia 2008** and the individual conferences within this event will be known as **Poultry Focus Asia 2008** and **Pig Focus Asia 2008**. The format will be the same as previously with a joint opening session followed by the pig and poultry programmes that will run in parallel.

The venue for our 2008 events is the Imperial Queens Park Hotel on Soi 22, Sukhumvit Road, Bangkok. This hotel is more central and has more bedrooms than the previous venue it is located close to the Sky Train and in an area with a good choice of hotels for attendees to stay at.

Our intention has always been to make Pig & Poultry Focus Asia 2008 a high quality, independent technical event at a very affordable price. We are pleased to announce that the price for registering for the whole event in 2008 is just Baht 8,000 (£UK125 or \$US250) and compared to other international events of similar standing I think that you will agree that this is great value for delegates. For those of you who know Bangkok you will appreciate the hikes that have occurred to all hotel charges and our price increase basically reflects these.

More information can be found at www.positiveaction.co.uk.

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