



Food Industry Partnership Increases Farm Profits



Photo: PFID/Moldova/Tatiana Nedvoreaghina

USAID helps farmers in Moldova produce canned items from processed hen meat.

Moldovan poultry egg farmers incur high losses during the disposal of hens that are no longer able to produce eggs. The Partnerships for Food Industry Development - Meat, Seafood and Poultry (PFID-MSP) has estimated that 12 million hens must be disposed of each year by Moldovan farms. PFID also found that egg layer enterprises typically wait 30-40 days before they can sell the hens at a public market for a reasonable price which incurs costs to care for the hens.

PFID, through a USAID-funded project, studied technologies in processing chicken meat and proposed a trial processing of hen meat into value-added canned products. PFID facilitated a partnership between Leghorn poultry farm, slaughterhouse B and Carmez processing plant in Moldova. Lacking slaughtering and processing capabilities, Leghorn poultry farm agreed to incur all expenses for trial processing of non-laying hens and sales of new value-added products.

As a result of the partnership, six types of canned hen products have been produced and are now available for domestic retail and export to Russia. The income from selling live hens compared to hen meat processing showed significant benefits for Leghorn. The decrease of the disposal period allowed the farm owner to reduce expenses for keeping hens by \$800 per 1000 hens. In addition, the farm's income from selling canned products increased by 94%, from \$725 gained selling live hens up to \$1,406 from selling canned hen products. Leghorn is considering the option to sell to foreign markets to increase sales which will ensure sustainability and a long-term success.

Success Story