REPORT
Private sector led Animal Health service delivery: Case of Wajir and Turkana Counties
Handbook on

Private sector led Animal Health service delivery:
Case of Wajir and Turkana Counties

By Kenya Markets Trust

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5.0 KMT’s activities are currently spread across 32 Counties in Kenya
Kenya Markets Trust (KMT) plays a critical role as a market facilitator and interlocutor, in bringing together the perspectives of different market actors to tap into the underdeveloped market spaces. We come from the perspective that if underlying market constraints identified in the water, livestock and agricultural inputs sectors are sufficiently addressed, these underdeveloped and untapped markets will be immensely turned around, with increased benefits to the poor smallholder producers.

Although our portfolios currently cover the water, livestock and agricultural inputs sector, this literature focuses on our partners, the market actors, and the dynamics within Wajir and Turkana Counties. We seek to use our role as a facilitator organization to capture and share information on how markets work in Kenya and the dynamics around influencing change, adoption and development of key agricultural markets.

By pursuing these market actor stories, we highlight some of our key achievements in working with myriad actors, both private and public, to transform specific markets in for pastoralists, input suppliers and other actors who educate and serve pastoralists to boost animal health.
In the Livestock sector, we use the story of Wajir Agrovets, Silo agrovets and their respective agents or market actors around animal health. These demonstrate the potential for breaking into new, untapped and underdeveloped markets, with incredible gains both to the market actors, manufacturers, and local smallholder producers. Over a period of two years, Wajir Agrovets for example, has not only expanded its reach to over 30 branches across Wajir County, but has also attracted eight other animal medicine suppliers and has seen a crowding in by other Agrovets. We believe that with better markets, we improve incomes, service delivery and address relevant constraints, thus making lives better for producers and consumers alike.
Acknowledgement

Kenya Markets Trust (KMT) wishes to recognize the efforts by various parties to make our work successful. We thank the Kenya National and County Government officials and representatives for all their input and collaborative work we do together. KMT interventions are in the livestock, water and agricultural inputs sector.

We wish to acknowledge the partnerships we have with private sector market actors to improve lives in Kenyan households. Through our interventions, communities are able to access quality and affordable services and products. To make our efforts count, we realize we cannot achieve a great deal without our professional and dedicated KMT staff.

We wish to thank our donors DFID and Gatsby Africa for their support and belief that indeed, development is a process. They are dedicated to ensuring we deliver and reach greater heights.

We are glad to present some of our successes in the livestock sector in Wajir and Turkana Counties thanks to coverage by Niusline Media Limited.
About Kenya Markets Trust

Kenya Markets Trust is a Kenyan organization that works in partnership with the private sector; county & national governments; Associations; Local and Internationals Partners to unleash large scale, sustainable market growth by changing the underlying incentives, capacities and rules that shape how market systems work. We focus on market systems and value chains as these are the main mechanisms through which wealth is created and growth occurs. Our long-term goal is to deliver large scale, systemic change in selected markets that benefits all players including small businesses, larger firms, investors, producers and consumers, and the country at large.

How we do it

To achieve this, we identify markets with high growth potential but which are saddled with systemic constraints. Working with key market actors, policy makers and other stakeholders, we address these constraints to improve competitiveness, efficiency and inclusiveness.

Impact

As a result, we hope to grow the range of market opportunities, support competitiveness in these sectors, ultimately creating a market system that is profitable to investors, improves incomes for suppliers and is beneficial to consumers.
### Acronyms and Abbreviations

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<thead>
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<th>Acronym</th>
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<td>AHI</td>
<td>Animal Health Input</td>
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<td>County Government</td>
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<td>CAHW</td>
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<td>ASAL</td>
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1.0 Project Background

The Livestock sector in the dry lands is characterized by low productivity due to the under-nutrition and malnutrition, high prevalence of diseases, relatively low genetic potential for productive traits, poor management practices and weak market infrastructure.

A baseline study conducted by Kenya Markets Trust (KMT) and Mercy Corps in 2015 established that improving access to animal health and production services such as clinical care and preventive health, provision of inputs such as pharmaceuticals and feeds, research and extension, and other market support services such as insurance, credit and market information are essential to enhance the capacity of the poor households to exploit the full potential of the livestock sector in northern Kenya.

It is against this background that KMT developed an intervention model that builds a robust animal health product and service delivery market system that is well organized with consistent supply, forward and backward flow of information. Today, it is estimated that at least 33,000 pastoralists are accessing animal health inputs through Wajir agro-vet center in Wajir, and another 8,000 through Silo agro-vet in Turkana.

KMT’s Vision is to see development and increase in market-based networks that provide appropriate animal health inputs and information as well as an increasing appreciation for preventative health care by the pastoralists. Animal health inputs intervention is therefore geared towards ensuring increased number of animal health product and service providers offering quality and reliable products and services to the pastoralists. This will result in an increased income to the pastoralists due to a decrease in animal deaths related to disease. The intervention focuses on working with animal health input manufacturers, distributors, wholesalers and retailers to increase the access and awareness information and affordability of animal drugs to the pastoralists. There is also an inherent need to establish supply chain relationships at business level.
As such, KMT has partnered with a local agrovet, Wajir agrovet Centre and an international input supplier Bimeda to pilot the intervention. Scale-up activities are ongoing in Mandera, Tana River, and Turkana Counties. Intervention (pilot) activities commenced in 2014 and there is tremendous progress made on the delivery of animal health products and services in the pilot County as well as in the scale up counties.

**Supply Chain Model**
2.0 Market linkages- Building blocks towards transforming animal healthcare in Wajir County

After graduating from college in 2007, Mohammed Ugas, an Animal Health Technician started a mobile veterinary clinic in Wajir County. The clinic was his bicycle and a cooler box he used to protect his drugs from the hostile heat of Northern Kenya. For two years, Mohammed worked alongside pastoralists in Wajir, especially those living along the Somali-Kenya border.

In 2009, he established a small agro vet. He had identified the need for many pastoralists to access animal drugs so he aimed grow to serve the entire Wajir County. In order to achieve this goal, it was important that he set up business at a central point, easily accessible from all areas of the county. In 2014, he finally set up Wajir Agrovet Center.

Sourcing for the animal drugs became a challenge for Mohammed, as Animal Input Suppliers mostly based in faraway Nairobi did not consider Wajir County commercially viable. The terrain was truly terrible, the distances long and there was a general perception that communities there were too poor to afford animal inputs. Mohammed had to rely on a single supplier to stock his shop.

During these difficult moments, Mohammed interacted with Kenya Markets Trust (KMT), a Non-Governmental Organization (NGO) that supports growth of sustainable value chains by improving market systems. KMT eventually linked Mohammed to three large Animal Input Suppliers.
Within three months, the linkages initiated by KMT allowed Bimeda to see the economic sense of setting up an office in Wajir. They gave Wajir Agrovet the rights to become their sole agent in the county. Six months later there was a new business boom, which saw other big companies also entering the new market. Today, Wajir Agrovet is the sole distributor in Wajir County with exclusive products from eight different international veterinary input manufacturers.

KMT also introduced Mohammed to the agent model whereby a large agrovet is linked to smaller ones at the grass root levels. The model is aimed at enhancing access of affordable quality drugs to the pastoralists while establishing sustainable businesses. In 2016, Wajir Agrovet, in partnership with KMT, trained 32 agents from Wajir County. The training took place in Mohammed’s shop and consisted of practical exercises for easy learning. After the training, 27 agents from across the county continued to work under Wajir Agrovet. Wajir Agrovet clientele thereafter increased from just 10 customers a day to 55. The sales increased from Kshs.60, 000 per month to Kshs. 600,000 per month in dry seasons and Kshs.1.5 million per month during rainy seasons.
To market the availability of drugs further, Mohammed also participated in radio promotions, which have enlightened pastoralists from all over the county now seeking his services or those of his agents. Wajir Agrovet also holds field promotions at the community level to enhance knowledge on identification of diseases, quality drugs, and drug administration and handling. Since 2015, Mohammed together with its agents, have been able to serve over 8,000 pastoralists in Wajir and neighbouring counties.

Animal health and prices have improved greatly in the region. On average, pastoralists now fetch up to Kshs. 9,000 for a Grade 1 goat, compared to Kshs. 1,500 for a similar animal in 2014. Additionally, the pastoralists are now more knowledgeable about diseases and have plugged into the reporting chain set up by the county government to monitor emergence of veterinary diseases.
One of the most frustrating incidents for a pastoralist in Northern Kenya include watching helplessly as their precious livestock die one after the other. This was a familiar occurrence for Sheikh Ado Daud from Eldas, a remote sub-county in Wajir County. He is one out of the millions of pastoralists in Wajir who face this challenge, especially since Eldas is about 119 kilometers away from the main town, Wajir, where they can get help.

Sheikh Daud faced huge losses every time a new disease struck. His misfortunes multiplied when drought struck since he would have to travel even farther to access to water and pasture. In the North, livestock is considered as “wealth” and most households keep them for various reasons. While the drought situation is beyond his control, Sheikh Daud now finds it possible to mitigate losses caused by diseases.

In the past, pastoralists like Daud needed to travel 119 Kilometers or farther to get to Wajir town just purchase required drugs. Sometimes the drugs were not in stock, which meant covering about another 320 Kilometers to Garissa town hoping to find them. With an almost non-existent road to Wajir and Garissa, the journeys were expensive and time-consuming. Mostly, Daud, like other pastoralists lost good portions of their herds to the illnesses, and the cycle persisted. With 50 percent of the herd remaining, Daud would additionally confront a drought season, another cause of more livestock death. All of a sudden, the once wealthy man would become a pauper.
Things changed in 1998 when Ibrahim Adan set up Eldas Agrovet to supply animal health inputs and provide consultancy services to pastoralists. This relief was short-lived because of an influx of counterfeit drugs in the market. Some suppliers would purchase cheap low quality drugs from across the borders, to the detriment of the pastoralists and the agrovet.

In 2015, Eldas Agrovet partnered with Wajir Agrovet. Eldas Agrovet became an agent for the first time, Eldas was certain that they were able to stock quality drugs. At first, the residents were hesitant until they eventually realized that the drugs they purchased at Eldas cured their animals. This restored their faith in veterinary medicines once again. Eldas Agrovet in partnership with Wajir Agrovet embarked on an awareness drive to further educate pastoralists on drug administration and handling, identification of counterfeits, disease detection and reporting, and commercialization of livestock farming. This led to Eldas Agrovet becoming a much-needed reliable source of veterinary information for the pastoralists.

Animal health has since greatly improved in Eldas. A Grade 1 goat now fetches up to Kshs. 9,000 compared to Kshs. 2,500 in 2014. Pastoralists such as Sheikh Daud have also been trained to separate their herds depending on their health. The healthiest of the animals are reared with special care, to attain the Grade 1 status. When the goats mature, Sheikh Daud sells them at higher prices then uses part of his proceeds to re-stock. He saves the rest of the money in a bank, for use by his family during the drought seasons. The savings also support the recovery of his wealth after the drought.

Counterfeits drugs and livestock deaths are no longer such a great challenge to Ibrahim, Daud and the pastoralists in Wajir. The growth of Eldas Agrovet has led to the pastoralists in Eldas managing to enhance their markets and living standards.
2.2 Restructured business model restores the livestock business in rural Kenya

Running a business is especially difficult when attempting to turn around a sector already ill reputed to availing poor-quality products to consumers. In 2014, Ali Maalim Abdi found himself in this situation. Ali is an agrovet supplier based in Wajir Bor, Wajir County. Prior to this, he had been selling animal health inputs but his suppliers constantly sold him poor quality drugs, which were sometimes counterfeited. This made him lose credibility amongst his customers.

For him to remain in business, Ali decided to make agrovet supplies one of his products. This essentially meant combining the sale of both human and animal inputs in one shop. Even though his business continued to run, it did not grow and this bothered him.

In 2014, through a radio advertisement sponsored by KMT, Ali got wind of an opportunity to become an agent for Wajir Agrovet. The package included training on animal health inputs, a guarantee of constant supply of quality affordable drugs and marketing. He felt like this was his golden opportunity.

Following the radio show, Ali joined other small agrovet owners in Wajir County for training sponsored by KMT on the use, administration and storage of animal health inputs, genuine drug and disease identification and reporting, and entrepreneurial skills. Armed with these new skills, Ali placed his first order of Kshs. 50,000.
With a growing business, Ali was obliged to restructure his shop in line with pharmaceutical requirements and in 2017, with the help of Wajir Agro vet Ali ensured his shelves clearly distinguish animal drugs from food and other products consumed by human beings. This new arrangement supported the growth of his business without interfering with its structure. Customers could easily identify his products.

Wajir Agrovet is a household name in animal health input supplies in Wajir County. Based on its strong brand positioning and reputation, it’s co-branding with Wajir Bor Agrovet guarantees affordable and consistent supply of quality drugs. Agents working with Wajir Agrovet also benefit from numerous marketing mentions on local radio programs. This has positively impacted on Wajir Bor Agrovet, now the major supplier of animal drugs within a radius of 150 kilometers, thus reaching thousands of rural pastoralists.

After several interactions with Wajir Agrovet, Ali negotiated excellent credit terms enabling him to access drugs for his store even without immediate payment. This has created a constant supply of animal health inputs for pastoralists in Wajir Bor. Ali simply places his order and sends money through mobile cash services and on the same day, he receives his supplies without having to travel. This saves him time and money and largely contributes to his favorable resale prices.

Initially, pastoralists had to travel about 150 kilometers to Wajir town, to purchase animal drugs. They were often left to battle the challenge of identifying genuine suppliers and drugs and on numerous occasions ended up purchasing the wrong or counterfeited drugs. This meant massive losses of livestock to easily curable ailments.

Currently the pastoralists are not only able to access the drugs, they are also guaranteed of quality and are trained on basic drug administration and disease identification. Whenever there is drought and they have to move their animals in search of pasture and water, they still call Ali who delivers the drugs and, where necessary, administer them at their location.
Animal health has improved tremendously in Wajir Bor, leading to increased income for the pastoralists who only two years ago, fetched Kshs. 1,500 per goat. A Grade 1 goat fetches up to Kshs. 9,000 today. There is also a significant decline in the loss of animals to easily treatable ailments such as anthrax that could wipe out a herd in a flash.

Despite its rapid growth in the last few years, Ali’s business still has greater potential if he can deal with other existing challenges. He is dogged by huge transportation costs occasioned by the terrible road network. Also, during the drought season, he loses some customers because they migrate in search of pasture and water for their livestock. Depending on how long the drought runs, sometimes the drugs on his shelf expire, leading to losses. Inevitably, when the pastoralists return, some of the animals have been affected by new ailments that he may not be knowledgeable about. This creates an area development partners, government and other stakeholders can still work on to lessen the gap that leads to loss of livestock and business.

With improved income for Ali and his family, he is able to take his children to school, feed his family and expand his business. He is now planning to start an additional shop in another part of Wajir Bor to improve his catchment area.
In Wajir Bor, a remote town about 91 kilometers from Wajir Town, animal diseases and long bouts of drought made pastoralists desperate for basic needs; food and water. The pastoralists remember that at their lives’ lowest moments, they turned to prayers, possibly their only option. Pastoralists in Wajir County spend hours praying for their animals to get well and survive droughts. For these communities, animals are the main source of livelihood, so when diseases and drought strike, they are often distraught. Like hundreds of thousands of families in Wajir, Mohamed Hussein family also relied heavily on prayers to maintain their livelihood as there was little they could do about drought. After multiple losses, Hussein saw it best to try and salvage the situation. The livestock were dying by the herds from easily treatable ailments such as pneumonia, diarrhea and constipation. Hussein, like other pastoralists began to dabble in veterinary drugs. Unfortunately, that meant he had to walk about 150 kilometers to Wajir town and back in order to access the drugs. Sadly, most of the time he would lose his herd after the effort. When he turned to buying drugs from hawkers nearby, these turned out to be counterfeit. The establishment of Bismillahi Agrovet in 2016 could not have come at a better time. Hussein had lost most of his animals and the situation was open to getting worse.
Bismillahi Agrovet, an agent of Wajir Agrovet, improved access to quality affordable drugs to rural pastoralists in Wajir. In addition, they were trained on disease identification, drug administration and dosage and disease reporting and monitoring. The pastoralists also learnt management of sick animals through isolation and assimilation techniques.

Ali Maalim, the proprietor of Bismillahi Agrovet, manages to reach and give lessons to pastoralists by visiting them in their kraals to diagnose and administer drugs.

Sometimes when the pastoralists do not have money to purchase the drugs, he extends credit with an understanding that once they sell the animals, they can make payment.

Due to changes brought about by Ali in accessing quality drugs, Hussein has since adopted consistent use of the drugs and the health of his flock has significantly improved. In the past, he would sell his goats for a paltry Kshs. 1,500. This meant he would sell many animals just to meet his basic needs. However as recently as September 2018, he was able to fetch at least kshs.7,500 per goat, an 80% percent increase. Better prices for pastoralists result from the newfound confidence that buyers have in high quality, healthy goats. Hussein can now expand his sales to butchery owners in Wajir Bor and beyond.

Fatma Mohamed
Care giver, Wajir Bor South
3.0 ASAL Counties in Kenya

ASAL AREAS IN KENYA

KEY
- ARID AREAS
- SEMI-ARID AREAS
Elizabeth Lokolio is one of the few women whose resilience, persistence and hard work have seen her grow an enterprise that has changed the fortunes of over 8,000 pastoralists in Turkana West, North and Loima sub-counties. It all started in 2009 when the NGOs providing veterinary services and drugs slowly started exiting Turkana County. The pastoralists were used to a cycle whereby there would be a drought, NGOs and government would quickly put together relief measures and give survival handouts to rescue the lives of pastoralists and a some livestock. As soon as rain-clouds gathered, relief handouts would be gone until the next cycle. Within the communities, the relief meant for basic survival left behind a trial of poverty, diseases and hopelessness.

These recurrences triggered Elizabeth to find a lasting solution to her kinsmen’s woes. After assessing the environment, she realized that the most sustainable enterprise for her people would be around livestock rearing. Although this was a practice held by the community in high regard, it had not been properly commercialized. Part of her findings as a trained animal health specialist also pointed to gaps in access to quality animal health inputs and a presence of common diseases.

In 2009, Elizabeth opened Silo Vet Care, to offer vet care services. The business grew rapidly since she was the only vet care within a radius of 300km. The Ministry of Agriculture noticed her work and in 2012, requested her to expand her enterprise to include agro-inputs such as seeds and fertilizers. Silo Vet Care became highly established in Lodwar town, however, Elizabeth felt that her venture was not operating at the optimum potential.
At that particular period, she managed to interact with Kenya Markets Trust (KMT) and in 2012, they undertook a baseline assessment on animal health in Turkana County. In 2013 KMT partnered with Elizabeth in a model she believed would grow her business further. In her assessment, if she could bridge the market gap between the pastoralists and Silo Agrovet, then she would be able to reach more people with these life enhancing products and veterinary products.

KMT introduced Silo Vet Care to the agent model. This model required Silo to map the county and identify potential stockists at the community level. This way, Elizabeth would address her business’ market gap, increase access to vet care drugs, consequently saving pastoralists time and money while creating new enterprises to boost local economies.

In 2014, Silo Vet Care was registered as a limited company by shares and changed its identity to Silo Agrovet. Elizabeth identified 27 former community animal health workers and retrained them on drug use, administration and entrepreneurship. Out of the 27 who completed the training, 17 proceeded to become Silo Agro vet agents. They each subsequently invested in the first consignments of drugs worth Kshs.50, 000. Silo Agro vet also helps the agents with marketing of their shops through co-branding, media advertisement and field promotions.

Field promotions are critical in training pastoralists on identification of diseases, drug use, administration and storage. To counter illiteracy levels, the training sessions are highly practical and involve the pastoralists undertaking experiments through touching and feeling. This way they are able to note the differences in drugs through viscosity color and smell.

The agent model has enhanced trust between Silo Agrovet and the agents. The agents simply call, send payments through mobile payment services and Silo then send the order within six hours.
Silo has also become very instrumental in monitoring their sales and helping the agents run profitable ventures. All products are sold at a standard retail price in all shops across the areas on intervention. Today, Silo Agrovet and its agents serve over 8,000 pastoralists with quality affordable drugs at their doorstep. The pastoralists are also better educated on animal health, diseases identification and reporting.

Meanwhile, Silo’s sales have more than tripled since embracing the model. In a good quarter, Silo is able to make Kshs. 2,000,000 to 3,000,000 million, compared to Kshs. 350,000 that it made before the model.

Work has just started. Silo Agrovet intends to spread to all six sub counties in Turkana and deepen across by increasing the number of agents all the way to ward level.

While this might seem as a formidable challenge; with the right attitude and policies, nothing is impossible. To Silo Agrovet, improved access to affordable quality animal health inputs is the only way to reduce poverty and enhance livelihoods of pastoralists in Turkana County. Until that is done, Elizabeth will stop at nothing.
The vast plains of Songot sub-location in Turkana County are dotted with pockets of healthy goats, sheep, camels and cows. Herders enjoy small shades provided by the occasional acacia trees. Both animals and herders seem relaxed.

The situation has not always been as friendly. For a little more than a decade, Turkana pastoralists suffered multiple challenges. They felt marginalized by the government while they also experienced never ending animal diseases such as Anthrax, which often ravaged their herds. According to the 2009 census, Songot area is home to 50,000 goats, 10,000 camels, 6,000 donkeys and 20,000 cows. These animals form the daily livelihood for pastoralists and contribute 50% of the Turkana GPD.

When a local NGO introduced the pastoralists to veterinary drugs about 11 years ago, they were still reluctant to adopting something new since they had very little or no information on the concept. When the animal diseases remained prevalent, the pastoralists turned to the available help to save their herds. A few pastoralists tried the veterinary drugs and in no time, their herds were healthy and increasing in numbers and productivity.

In as much as the communities registered a slight improvement, many animals were still dying, as most of the pastoralists were not educated on animal diseases and drug administration. Additionally, the drugs were not readily available and when they were found, they were hardly affordable to the ordinary pastoralists. This meant that they still lost up to 50% of their animals to an array of treatable diseases.
During the period between 1997-2012, NGOs and the Government of Kenya created awareness for the Songot community and millions of other pastoralists in Turkana County on the importance of veterinary drugs to enhance animal health. This process created demand for the said drugs but the main challenge now remained accessing the drugs. After the completion of a drug store by the Songot community, it was still not possible to adequately stock it due to funds. Later, the drug store was leased to a self-help group who stocked it with drugs amounting to Kshs.30,000. In a span of four months, however the drug store closed due to the high costs of travel to Lodwar or Kakuma over 120 Kilometers away over poor a road network to purchase stock. After the store, a cost-sharing model was adopted by the community where pastoralists would pay Kshs. 3 per animal to receive treatment and within six months, the venture had raised up to Kshs.100,000 subsequently used to stock the facility with drugs.

To ensure the pastoralists had access to stock of much needed drugs, Silo Agrovet came into the picture with an agency model that allowed them to purchase drugs without being physically present. This saves them transport costs and time resulting in more affordable retail prices. “Without Silo Agrovet, we would have closed down in four months.” says Ramathan Ekai, a businessman who owns a small store supported by Silo Agrovet. Through this business, he has taken four of his seven children through school all the way to college.

Silo Agrovet offers drugs at wholesale prices and has provided the Agents with a recommended retail price. This arrangement saves pastoralists long and expensive trips to purchase the drugs.

Today, Songot Drugstore is a main supplier of drugs serving over 400 households. Already they have established agents in Lomidar, Ng’aringle and Napeikar with detailed ambitions for expansion. The journeys which took several days to access drugs have now been reduced to short 20-minute strolls.
Besides making the drugs more accessible and affordable, Silo Agrovet undertakes pastoralist training sessions on drug use and administration, as well as marketing campaigns. They also support the smaller stores through co-branding to improve visibility, information sharing and business sustenance. Songot Drugstore now makes an average profit of Kshs.30,000 from the sale of drugs directly to the pastoralists and agents. Pastoralists now rest assured that their healthy herds are able to fetch a high price in the market.

Lokoda and Erupe
Milking their goats at Songot
4.2 How fortunes can fluctuate due to avoidable challenges in livestock sector

Julius Chilla
Pasoralist - Songot in Turkana County

In Turkana County, the pastoralist community largely defines wealth by the number of animals in an individual’s herd. Julius Chilla, from Songot Ward in Turkana, like thousands of others in the Song’ut community is a pastoralist who with 700 goats.

Julius’s success and wealth came after a turbulent period. Before 2014, Julius and the community at large experienced bouts of livestock diseases coupled by drought reduced his herd to only 50 goats.

Livestock diseases are the second major cause of poverty to pastoralists in the Arid and Semi-Arid Lands (ASAL) in Kenya according to the survey that was done by Kenya Markets Trust. Julius’s herd frequently suffered from tick infestations, worms, bacterial infections and other avoidable ailments that would instantly wipe out entire livestock herds.

At the time, Songot pastoralists were oblivious about veterinary drugs or any other animal health inputs that could ensure their animals remained healthy. The few with any knowledge of the drugs had to travel 240km away to purchase them. Even with the drugs in hand, these pastoralists knew little or nothing about drug administration and use.
Their animals would still die since they would either under-dose or overdose them.

In 2014, when Songot Drugstore opened, pastoralists were not convinced enough to purchase drugs due to their past experiences. However, a few courageous ones began buying the drugs and in no time, their herds were healthier and increasing. Their neighbours followed suit after seeing some improvements.

This occurred as Songot Drugstore agents would visit households and teach pastoralists how to administer the drugs and store them correctly. In time, systems fell into place. The pastoralists did not need to travel long distances to purchase drugs and veterinary services were now locally available. Additionally, Julius learnt how to identify, treat and manage diseases in his herd on time. The pastoralists are hopeful that Songot Drugstore will increase its stock variety further to cater for the emerging diseases, especially during the rainy seasons. They are also keen to see the county government enhance vaccination campaigns to avoid the spread of curable diseases.

With such changes in Turkana, better access to affordable quality drugs has turned around Julius’s fortunes. He is now able to sell Grade 1 goats for up to Kshs 8,000, making approximately Kshs 160,000 a year. His family does not experience financial strain as much as they used to. He is educating his children without difficulties and has also invested in a motorcycle (bodaboda) and a sewing machine for his son and daughter respectively, to start small businesses. As his herd increases, he is able to handle social obligations as well. Julius has managed to finally pay dowry for some of his wives and plans to complete rites for the last two within a year. Julius’ is, by all means in the community, a wealthy man whose fortunes have improved thanks to the new-found access to animal health inputs.
5.0 KMT’s activities are currently spread across 32 Counties in Kenya

SECTORS
- Dairy
- Livestock
- Water
- Inputs
- Seeds

Project Partners

Handbook on Impact of access to Animal Health Intervention in Wajir and Turkana Counties