



## Product availability through the program

A detail often not taken into account in the decisions of anticoccidial programs is the guarantee of supply. It is not uncommon for the companies' purchasing department to close super-special commercial conditions with suppliers who, in the desire to guarantee a good deal, promise volumes they cannot supply. Many of these suppliers have their final products and active ingredients imported, which can generate a certain complexity in supply chain management and non-compliance with commercial agreements.

At that moment, all the effort to choose an anticoccidial program can go down the drain, since the lack of product compromises the entire operation and, consequently, the performance results. Not to mention the wear and tear generated by the need to seek a new supplier at the last minute to meet the demanded volumes.

When choosing anticoccidial programs and other additives, it is recommended to look for manufacturers that can meet the volumes requested for the necessary period and that have robust local logistics, which avoid this type of risk of lack of supply.

## Know the supplier's know-how regarding services and other differentials

Perhaps this is one of the most important topics to be considered when deciding on anticoccidial programs.

It is obvious that special commercial conditions are always attractive, but the quality and know-how of the supplier must have an important weight in the decision.

An anticoccidial program goes beyond the choice of an active ingredient to be used. There is a whole job of education and training of professionals who deal with birds on a daily basis to learn about the problems, make a more accurate diagnosis, ensure the implementation of rules and procedures that avoid risks of cross contamination, presence of residues and application of best practices in the management of the coccidiosis theme.

For this reason, the choice of the supplier should go beyond a purely commercial view, that is, the one with the best price, but the one that can add value to the production process, in risk management and in the training of company professionals.