



# TETRA

NEWSLETTER

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Photo: Iláikó Búza

# EGG IS THE MOST PERFECT THING IN THE UNIVERSE

**NOWADAYS**, when **EGGS ARE PRODUCED** not only in the developed countries of the world, but also in the developing countries, mostly **ON FARMS WITH TENS OF THOUSANDS**, or sometimes millions, the generality of the population only comes across them nicely packaged on the shelves of supermarkets.

At purchasing, the customer carefully examines the packaging, the seductive, inviting advertisement on it, perhaps looks at the size of the egg or the color of the shell, but above all the price. However, few people know that when you buy an egg, you are buying the only product with animal origin that provides all the nutrients necessary to sustain life and whose nutritional value rivals or equivalent to breast milk.

We - at Bábolna TETRA - are proud to work in a branch of agriculture and breed animals that contribute to supplying the world with healthy food. Our company's well-known logo and slogan have been promoting the unbroken quality of our work worldwide for more than half a century, which is why TETRA hybrids can be found today in more than 60 countries around the world, are reliable and popular.

In our world-class research centers, we are working on the development of hybrids that are able to produce this perfect product - the egg - in the most economical and efficient manner. However, it is good to know that eggs are not only food, but also the cheapest source of nutrients compared to all other animal products. Eggs - due to their dietary and health effects - are a particularly versatile food, as they are the highest natural source of vitamin D, have bactericidal and strong antigenic effects, and therefore provide excellent protection against, for example, the Covid disease and, especially for women, play a significant role in the prevention of osteoporosis.

Now, when the Russian-Ukrainian war makes the grain production impossible in the world's best agricultural lands and thus causes a food-shortage in a significant part of the world, the role of eggs - as the cheapest source of nutrients of animal origin - is significantly appreciated.

It is clear from the international statistical data that the global economic crisis in 2008, the Covid in 2019-20 and the current Russian-Ukrainian war also brought an increase in the demand for edible eggs. Unfortunately, since 2015, the rise of different variants of the HPAI (bird flu) virus has caused significant damage to the world's laying hybrid flocks, and this process has reached such proportions by 2021-22 that this disease has only destroyed 10-13 percent of the US laying hen flock.

Today, the increased demand and the decreasing supply have resulted in the price of eggs doubling almost everywhere in the world in one year. This price level is already able to provide producers with a decent income, even with the increased costs.

At the beginning of the new year, as part of the egg sector, we hope that eggs will finally be given a worthy role in the feeding, and thus the market players of the sector: the breeders, and the egg producers can also carry out their value-creating activities with a decent profit. For this dedicated work, I wish all my colleagues and all of our domestic and foreign business partners a successful new year, peace and very good health! ■



GYÖRGY BÚZA

GYÖRGY BÚZA | Bábolna TETRA Ltd.  
Owner

# WHETHER WE ARE IN BANGLADESH OR IN THE UNITED STATES, IT IS EASILY POSSIBLE THAT **EGGS ORIGINATING FROM A HUNGARIAN COMPANY GET TO OUR TABLE**



There is a long product path behind chicken eggs, and chicken on the shelves of shops that we can purchase. Many people may not consider that the whole value chain starts by a significant research and development activity, through which the hybrids that ensure the most optimal egg- and meat production are bred. A Hungarian enterprise, **BÁBOLNA TETRA LTD.**, has become an also globally significant character on the market of poultry breeding. **THEY EXPORT TO MORE THAN 50 COUNTRIES**, their products can be found almost all over the world. Although the current crisis has an unfavourable impact on the sector, however, the long-term processes show a positive direction.

*An interview with Szabolcs Németh, company chief of Bábolna TETRA Ltd., in charge of trade.*

*Bábolna TETRA Ltd. officiates in a very special segment. Is the Hungarian market capable of maintaining such an enterprise? How much is the share of export within the complete turnover?*

More than 50 percent of our turnover consists of export. We are a typically export-oriented company. This is thanks to – among others – the fact that there is a demand for our products in any part of the world, thus eggs are consumed everywhere, and to produce them economically realised in the local production, we are able to ensure breeding poultries. TETRA has already been a well-ringing brand in the trade of poultries for a long time, which relates to a competitive performance, a cost-efficient production, reliability and flexibility.

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*AS HUNGARY IS QUITE A LIMITED MARKET, THAT IS WHY IT IS ESSENTIAL TO US TO PRODUCE TO EXPORT AS WELL.*

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Certainly, also the domestic market has an important role in our everyday activities since we are market leaders in our country. We feel this position requires a higher responsibility and more care towards our domestic partners and the whole branch.

*In which countries is Bábolna TETRA present?*

We are practically present in all larger regions.

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*IN THE LAST FEW YEARS, WE EXPORTED TO MORE THAN 50 COUNTRIES,*

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among others to the United States, South Korea, Pakistan, or to Bangladesh, Uganda, Ghana, Algeria, and I still could go on. Our products can be found in Asia, Europe, in the American continent and in a significant part of Africa as well.

*Which competences are necessary for a company dealing with poultry breeding to be successful in the international markets?*

As in the case of the sales of all products, also here, one of the basic requirements is the eligible quality, and that it is able to take the test of the competition in the market. Poultry breeding has been going on in Bábolna for more than 50 years, and I can bravely declare that thanks to this experience of these several decades, our product represents such a quality that is clearly competitive in the world market. Furthermore, naturally, in order to appear in foreign markets, promotion is inevitably necessary as well. However, in the case of an egg-producing hybrid, marketing activity requires a completely different concept than in case of a mobile phone, for example, as our partners are experts, who are familiar with poultry farming, so it is possible to convince them mainly based on professional factors.

Our company mainly transports breeding animals (parent stocks, grandparent stocks) mostly in the form of

day-old chicks, to such companies, which rear them, place them in production. Afterwards they produce the day-old chicks that are suitable for producing eggs.

Selling parent stocks is the beginning of the process of entering the market, namely for the successful introduction of TETRA poultries produced on the spot, the support of our partners and local egg producers are inevitable.

The first experience of producers has to be positive, because the satisfaction of the consumers is the base of further orders. Professional support is ensured by my colleagues, who have long years of experience. We help our partners with both online and personal consultations, so that they can work with TETRA successfully and to their own satisfaction.

In most cases, it is not enough to help our customers with a consultation from a distance, but personal presence is also necessary, to measure exactly what is happening on the farm. We have to make sure that inevitable conditions for production, recommended by us, are provided, because the production potential of our products can be achieved only if these exist.

This kind of personal consultation is a time- and labour-consuming process, and it goes with no few costs. Time lag also makes the task difficult, since we export to all parts of the world, so we have to adapt to that as well that we stand at the partners' disposal even at weekends or at night. We have to find an immediate response to the problems arising, because a potential late response can multiply the problem.

*You have recently taken part in a Hungarian-Iranian Business Forum as well, organised by HEPA, Hungarian Export Promotion Agency. What are your plans on the Iranian market?*

Iran is an important market to me and to the company as well. I have been working in Bábolna since 2010 (the company was present on the Iranian market previously), and after a longer pause, in 2011 we introduced TETRA products in the country. We managed to find a local partner, with whom we delivered, during a 8-9 months long time period, day-old chicks and hatching eggs, necessary for 2.5 million laying hybrids. By producing these laying hybrids, they could then ensure 10-15 percent of the annual egg demand of the country.

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*MARKET FEEDBACK WAS VERY POSITIVE, HOWEVER, THE SANCTIONS OF THE UNION INTRODUCED IN SEPTEMBER 2011 MADE THE CONTINUATION OF DELIVERIES IMPOSSIBLE.*

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Unfortunately, by the time they resolved the sanctions, in Iran overproduction had evolved, so constructing of the market, started by us, had broken off, and the market conditions later on did not give a chance for continuation. Three years ago, we managed to agree with another market participant again on introducing TETRA once more, now already alongside with ensuring the local production base.

At present, the purchase of import permits are going on and following the takeover of if, the delivery of TETRA breeding stock to Iran can start.

*Based on what you have told us, it is not a simple process to appear on export markets. Is any professional support available for this in Hungary in any form?*

To get to an export market, it is necessary to do serious preparatory work in advance. We have much information of who are the greatest producers on each market. However, in places like Africa, the Far East or just the Near East, the market is not so organised as in Hungary, or in other parts of Europe.

This versatility provides us with a definitely favourable opportunity, since if we manage to make use of the market circumstances in time, then we will be able to appear with our products more easily.

As opposed to this, as a new participant, it is much more difficult to enter a market, which has been set for a long time. We are already present in the USA, but if we had to get into this market structure now, which we can declare set for a long time, we would have quite serious obstacles.

We can say that different means are necessary to enter the market in different countries.

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*HOWEVER, WHICH IS INEVITABLE IN EACH CASE IS APPEARANCE, PERSONAL PRESENCE, IT IS IMPORTANT TO BE ABLE TO SHOW THE PRODUCTS AND MEET THE POTENTIAL PROSPECTIVE PARTNERS.*

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The different professional exhibitions are, among others, particularly appropriate for this purpose. HEPA is able to give a hand to get to these events, with whom we have already had non-recurring co-operations, and we would be glad later on as well if the agency supported our endeavours on foreign markets.

*How do you see the future of the branch, how can the current difficult economic situation shape it?*

The demand for eggs and for chicken meat is practically continuous, and TETRA group is interested in these two products. Population is growing worldwide. Parallel to this, production is enlarging as well. The current economic crisis can result only in a temporary decrease of demand.

What is definitely positive for us in the current situation is that the rising freight costs are more and more encouraging all the participants to produce locally and not to import it from abroad.


Moreover, this process already started out during the corona virus epidemic, as there were such countries, which faced with supply problems. Local production appreciated in the most relations. There are programmes in China and in Russia, which we try to participate in as well. The objective of these programmes is to breed such species, which adapt to the local circumstances, furthermore, to set up such production structures, which can ensure the production of food products locally, even if a situation similar to Covid may arise.

Currently, we are facing a difficult situation, both because of the economic crisis, and because of the spreading of bird flu, which is striking Europe, so also our country more and more.

Production costs are rising, the demands are stagnating in the best scenario, and delivery costs (particularly those of air delivery) are showing an increasing tendency as well. We hope that, pulling through the current problems, we can look forward to a prosperous future.

SOURCE | [www.novekedes.hu](http://www.novekedes.hu)





# FEATHER PECKING AND CANNIBALISM PREVENTION

## IN LAYER-TYPE PULLET STOCKS KEPT IN ALTERNATIVE SYSTEMS

During the raising of pullets, **THE HOUSE CLIMATE** basically **DETERMINES THE WELL-BEING OF THE BIRDS.**

PART 2.

*In our previous issue, we have already dealt with the title topic, which we are continuing now.*

The house must have ventilation equipment that meets the minimum ventilation requirements (4.5 m<sup>3</sup>/kg of body weight). Birds do not like drafts, so this should be avoided. If the outside temperature exceeds 30°C, this value must not be exceeded by 3°C in the house (except for chicks in the first 2 weeks of life). In the place where the birds are staying, the ammonia concentration of the air should not exceed 10 ppm, the carbon dioxide 2000 ppm, and the dust content of the air in the house should be kept low.

As soon as possible, ensure that the birds have access to the scratching area and litter. At least from the 5<sup>th</sup> week of age, the birds must have unrestricted access to the litter during the hours of light. In the aviary system, the scratching area below level 1 can be closed for a maximum of 2 weeks during the habituation period. From the 50<sup>th</sup> day onwards, the maximum bird density of the scratching area of 54 pullets/m<sup>2</sup> must not be exceeded under any circumstances. The entire scratching area on the floor of the house have to be covered at a height of 1-2 cm with clean, dry, loose litter that can be easily moved and picked by the birds, which satisfies the chicks' needs for pecking, scratching and dust bathing. Wetting and crusting of the litter must be prevented. It is recommended to loosen the litter by hand, to remove

stuck, moist, crusty areas and to replace them in order to ensure good litter quality.

The thickness of the litter should be managed so that the birds have access to the faeces of others for the success of the coccidiosis vaccination. Already in the first days, the chicks are looking for eatable, pinchable materials with which they can play. To prevent early feather pecking, due to the limited possibilities of aviary rearing, cover the grid floor with chick paper, and in addition to the feed, provide a small amount of alfalfa hay, wood shavings, or similar materials, which also helps the development of scratching.

From the opening of the entire aviary system, let's provide materials that the birds like to pick, and with which they are busy for a long time. Such a purpose can be served by hanging feeding baskets, ropes, or sprinkling granulated feed on the litter, and sprinkling alfalfa hay from the 10<sup>th</sup> week, or hanging hay bales for the birds. Such practice greatly reduces the risk of feather pecking. In order to maintain the interest, the materials that keep them occupied must be renewed or replaced regularly.

Pullets are particularly sensitive during the periods of feather change, so at that time most useful are materials with them birds can occupy themselves. Due to the granu-



lated feed and limestone grit sprinkled in the litter, the birds also constantly loosen the litter by scratching, so its good quality can be maintained more easily, which also plays a big role in keeping the concentration of harmful gases in the house at a low level. Spreading insoluble limestone grit on the litter also

has a positive effect on the development of the crop and gizzard, which also affects the feed intake capacity and health of the entire digestive system.

Recommended amount and size of limestone grit:

- 1-2 weeks: 1 g/bird 1-2 mm once a week
- 3-8 weeks: 2 g/bird 3-4 mm once a week
- From the 9<sup>th</sup> week 3 g/bird 4-6 mm once a month

Dust bathing is also an excellent option to keep the plumage clean and to „busy“ the chicks. It is recommended to provide this opportunity from the age of 5 weeks. As a supplement to dry, loose litter, e.g. fine-grained sand can be provided in mason buckets or discarded car tires so that several birds can access it at the same time. Openings can be cut in the walls of the buckets for easy access for the pullets.

Successful pullet rearing requires regular preventive care and a close relationship with the flock. If possible, let's take a look at all the birds, get the flock used to the presence of people. It is especially beneficial if two people are among the birds at the same time and they talk to each other. Develop a stress-free relationship between birds and their keeper. Let's ensure their good health, notice behavioural disorders and injuries of the chicks. Behavioural changes may indicate deficits, illness, or deficiencies in upbringing. Let's pay special attention at the 13-14<sup>th</sup> week's feather change. Normally, shed feathers are found in large quantities in the litter. In the case of feather eating as a behavioural disorder, the dropped feathers are missing. This can be one of the first signs of a deficiency disease or a stressful situation. Feather eating during the rearing period can later turn into feather pecking and cannibalism during the egg-laying period. Feather pecking can also occur in the rearing period, and attention can be drawn to this by cry of pains or the appearance of down feathers. The white down feathers of brown-feathered birds are most noticeable at the base of the tail. More advanced cases are indicated by featherless, bare areas around the base of the tail and the back. In more severe cases, skin injuries, bleeding and sore areas can be seen. These phenomena increase the risk of feather pecking and cannibalism problems during the laying period. It is therefore recommended to examine the plumage and skin

surface of the chicks during flock control or regular body weight measurements. By smoothing the feathers in opposite directions, even the smallest damages become visible.

When the feather change does not occur in the 13<sup>th</sup> week, it indicates the underdevelopment or imbalance of the flock. This can be clarified by measuring body weight and calculating homogeneity. In the case of underdevelopment or non-homogeneous flocks, possible infection (e.g. coccidiosis) or feed quality should be investigated. In order to improve the uniformity of the flock, the use of starter feed with a higher internal content value should also be considered instead of grower feed.

Immunizations related to animal handling, such as injectable combined inactivated vaccination, are recommended 14 days prior to resettlement to reduce the stress associated with transportation and installation in the laying house.

During the rearing period, special attention must be paid to the development and uniformity of the flock's body weight (homogeneity). A regular body weight measurement once a week is recommended on the same day of the week, at the same time, during that at least 1% of the flock, but at least 30 birds, should be weighed individually. By the age of 15 weeks, pullets should reach at least 80% uniformity. Uniformity is indicated by the proportion of birds within +/- 10% of the average. The birds must be well feathered, fill the rearing house evenly and give the impression of a calm flock.

It is most useful if the operator of the rearing and the laying house can coordinate the most important environmental parameters: the quality and structure of the feed, the lighting program (light switching time, intensity, length of lighting time), and the feeding and drinking equipment should preferably be of the same type to make it easier due to retraining. Flock reared at the aviary rearing farm can be successfully installed in the aviary laying house. The use of perches in the rearing farm helps to get used to the slatted floor system in the laying farm. If possible, flocks of the same age group, raised in the same rearing house, should be placed together in same laying houses. The recommended time for installation: 17-18 weeks of age, even before the start of egg laying. It is useful if the laying farm operator can observe the flock several times during the rearing period.

*The article to be continued in the next TETRA NEWSLETTER* ■



DR ELŐD BAJCSY | Veterinary Expert on Poultry Medicine

*The article is based on the booklet published by the Niedersächsisches Ministerium für Ernährung, Landwirtschaft und Verbraucherschutz, The original booklet title is: „Empfehlungen zur Verhinderung von Federpicken und Kannibalismus bei Jung- und Legehennen*



# OUR ONE-MINUTE NEWS

FROM THE LAST SIX MONTHS

29 OCTOBER, 2022



This year, Bábolna TETRA Kft. participated again as an exhibitor at the ETHIOPEX exhibition held in Addis Ababa. ■

23 OCTOBER, 2022



On the occasion of October 23, the Embassy of Hungary in The Philippines organized a Hungarian National Day in Manila, which was supported by our company as well. At the event, the local representative of Bábolna TETRA welcomed the visitors. ■

6 OCTOBER, 2022



This October, Poultry Africa exhibition was held again in Rwanda, where our company participated together with Agrofeed Kft. ■



**TETRA**  
SELECTED FOR QUALITY

**TETRA**  
SELECTED FOR QUALITY

**TETRA**  
SELECTED FOR QUALITY  
TRADITIONAL LAYERS

**DELMA**  
Egg Laying Master  
TOLERANT

**TETRA**  
SELECTED FOR QUALITY

# LET'S GET TOGETHER



24-26 JANUARY 2023  
**IPPE 2023**  
ATLANTA, GEORGIA, USA  
Georgia World Congress  
Center



**VIV ASIA 2023**  
BANGKOK, THAILAND  
8-10 MARCH

8-10 MARCH 2023  
**VIV ASIA**  
BANGKOK, THAILAND  
Impact Exhibition and  
Convention Center



3-5 MAY 2023.  
**FIERAVICOLA**  
RIMINI, ITALY  
Rimini-Expo Centre



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