



## SUCCESS STORY

### ATT Support Stimulates Growth and Turn-over in Duri Farms Ltd



Story & Photo: Francis Npong

Mashood Dori, CEO, Duri Farms Ltd selling certified seed with the help of ATT supported seed van.

*“We are now known. Our current position as a certified seed grower, and marketer would not have been possible without ATT’s support. Before the project’s support, Duri Farms’ annual production was just 10 metric tons (mt) or less of certified seeds but we now doing 50mt and above. I can boldly say Duri Farms is in good business-thanks to ATT project”- Chief Executive Office of Duri Farms Ltd, said.*



**Mashood Dori, CEO of Duri Farms Ltd**

#### Telling Our Story

U.S. Agency for International Development  
Washington, DC 20523-1000  
<http://stories.usaid.gov>

From a very humble beginning as a smallholder out-grower, the Duri Farm Company Ltd has developed into a fully-fledged business enterprise and one of the promising seed companies in the Upper West Region of Ghana. “In 2016, Duri Farms Company Ltd benefited from the ATT Project in many ways including trainings in good agronomic practices, business development, seed production equipment such as a sheller and the seed production and processing techniques training”, Mashood Dori, Chief Executive Officer (CEO) of Duri Farms has said.

The trainings and support received from the project improved prudent efficient management practices in seed production, processing and marketing practices bringing the company thus far. “We are now known. Our current position as a certified seed grower, and marketer would not have been possible without ATT’s support”, the CEO said. Before the project’s support, Duri Farms’ annual production was just 10 metric tons (mt) or less of certified seeds”, he said.

This has since increased to between 40mt and 50mt per year. Duri Farms faced processing and marketing challenges before the intervention of the project. “Seed production, cleaning and packaging were some of the major challenges the company faced starting. But that has been resolved by ATT Project support to seed sector in Northern Ghana”, he said.

The company now boast of 1,955 out-grower farmers covering about 19 farming communities, the expansion, the managing Director attributed the project’s small grant that enabled the Duri Farms to expand its seed out-grower schemes. This has improved the company’s production by 95%.

In 2017, Duri Farms sold 15mt of certified seed to the government planting for food and jobs and cashed in an amount of Gh¢15,618 (3,500 US Dollars). Through this, the company purchased a brand new tractor to increase its tractor fleet to four. “Time is an essential factor in crop production and to be able to meet the demand for Duri Farms services, the company recently took delivery of a new tractor to service the company’s increasing out-grower farmers”, he said.

Through ATT supported seed van, Duri Farms doubled its sales of certified seed. For example, about 15metric tons of certified seed was sold in 2017 through the use of ATT supported seed van aside the pack sold to the government’s planting for food and jobs programme.

Aside improved sales, Duri Farms is now known within and outside Sisala West District and the Upper West Region as a whole. “Before we received ATT supported branded seed van, farmers in my community did not know very well that, Duri Farms was into the production, processing and sales of certified seed. We were seen as a “bigger” farmer. But when we started using the seed van, many farmers are now accessing seed and farm inputs from the company. Our community outreach programmes (using seed van) have increased uptake and adoption of certified seed. This subsequently increased the sales and income of the company. I can now say confidently that, Duri Farms is in good business-thanks to ATT project”, he said.

Duri Farms does also improved its production efficiency, management and quality assurance. “Seed cleaning was a challenge but ATT’s support to Antika Company with ultra-modern seed processing equipment resolved this challenge. This support is improving seed production business in the upper West Region, he affirmed.