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📅 February 18, 2025 👤 Kevin Muraguri 💬 2 comments

## The spray service provider using CABI digital tools to transform his business

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A spray service provider is a trained professional who applies plant protection products to help farmers safeguard their crops—an essential role that 26-year-old Solomon Kariuki has turned into a thriving business in his rural community. In this feature, Solomon shares how the Crop Sprayer application has positively impacted his spray service business.

In the ever-evolving world of agriculture, technology plays a pivotal role in enhancing operational efficiency and cost management, which are key to success. For spray service providers, CABI's [Crop Sprayer app](#) is a game-changer. By offering precise calculations for pesticide application, minimizing waste, and supporting [Integrated Pest Management](#) (IPM) strategies, the app not only streamlines operations but also significantly reduces costs. This innovative tool empowers users to make informed decisions that enhance productivity while promoting sustainable farming practices.

"I have an app for everything in my line of work, and they all come in handy," says Solomon with a smile on his face. The 26-year-old from Nyandarua County in central Kenya has been in the spray service industry for the past three years. With the help of the Crop Sprayer App, he now has a team of four young men who he trained. Together, they sprayed over 600 acres in 2024.

### How Solomon learnt about the Crop sprayer app

"I believe I can benefit a lot from free information online to boost my certificate in general agriculture. I'm a member of farmer groups and follow fellow farmers. I stumbled upon the Crop Sprayer App on my Facebook feed." Solomon says.

Solomon has been using the Crop Sprayer App for over a year and he appreciates its simplicity. "I use it for measurements and calibration. The products we have here might be labelled, but some are manufactured elsewhere, so the app comes in handy. When I get to a farm, I now know how much to apply. It has made me not misuse the farmer resources, so crops don't become resistant."



Solomon Kariuki uses the crop sprayer app during the Ukulima true training. Image: CABI

Solomon is also a lead farmer, assisting his community with the correct crop pest diagnosis and recommendations. “Farmers really appreciate someone who can provide accurate solutions that work. When I tell them the exact amount they need for their farm, they are ready to pay more for my spraying service team. Some have been conned before and appreciate that I don’t ask for more and keep the remaining product.”

Solomon advises farmers on the exact amount needed for the area they intend to spray and how to apply the products correctly, thanks to the IPM training by CABI’s Social and Behaviour Change Campaign team. He was part of the group of lead farmers trained through [the Ukulima True campaign](#), and he considers himself fortunate as this has led to more customers for his spraying services. “I’m so lucky because my customers don’t allow others to spray unless I’m unavailable. They also refer me to their fellow farmers because of my advice on products and excellent service.”

## An Ukulima True ambassador helping others grow

I first met Solomon at the Ukulima True training, which focused on IPM, pesticide classification, labelling, and application. “Make sure you visit me one day, and you will be impressed,” Solomon told me after the last day of training.

True to his word, he has since recruited two more young men into his growing spray service provider team. Together, they can spray faster and achieve more. “Now that I have a team, I’m always on the lookout for new apps and knowledge to stay ahead of the curve. Some don’t have smartphones and may not have a chance to be trained by organizations like CABI, so I share my knowledge with them.”

## Growth as a spray service provider

“I completed my training in 2023 and that year, I sprayed less than fifty acres. In 2024, I sprayed over six hundred acres with my team. I have three motorized pumps, and my other team members have two. This makes it very easy for us to cover large areas in a day.”

As the team leader, Solomon is also very kind to his team. “I charge Kes 650(about 5\$) to spray one acre, and we share the profit equally amongst the team. I have gone from spraying my neighbours’ farms to other counties in Narok, Laikipia, Uasin Gishu and Kirinyaga.

In future, the Oljoro Orok Agricultural Training Centre alumni plans to register his company and have a physical location. He also hopes to train more spray service providers and offer consultancy and training.

## Challenges as a spray service provider

Although Solomon’s spray service business is thriving, he still faces challenges, especially around the use of pesticides. “We need a mechanism to collect used pesticide containers. Sometimes, I have so many of them and it’s risky when they are lying around. They pollute the environment and pose a poisoning risk to children and animals in our homes.”

Proper disposal of used pesticide containers is essential for protecting the environment, human health, and future crop production. Safe disposal practices help prevent contamination of water sources, soil, and food supplies while ensuring compliance with agricultural regulations.

By raising awareness and following recommended guidelines, spray service providers and farmers can play a key role in promoting responsible pesticide use and keeping rural communities safe.



Solomon Kariuki, dressed in protective clothing preparing to spray potatoes in a farm in Nyandarua. Image: CABI

## 2025 goals

So, what does 2025 hold for Solomon?

"I'm excited, and I plan to create more jobs for youths within my community. I want to expand my spray service provision business, and I intend to have sprayed more than 1000 acres by June this year. Last year, I was able to buy a motorcycle which made it easy moving around. I plan to acquire another motorbike which will help me to reach more farmers with my spray and advisory services."

At 26, Solomon is making a living, and helping others make a living as a spray service provider. His love for technology and self-improvement is commendable. By embracing IPM and using the PlantwisePlus suite of digital decision-making tools like the [Crop Sprayer application](#), he is helping farmers produce safer food, in higher quantities. His contribution may be small, but it will go a long way in ensuring the food security in the country.

🔗 [Crop Sprayer app](#), [Farmer Advisory](#), [Ukulima True](#), [digital tools](#), [spray service providers](#), [young farmers](#), [youth](#)

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## 2 Comments

**greengroworganiccentre** on 19th February 2025 at 9:58 PM

I am in Ghana and uses only biopesticides like Eradicoat (Maltodextrin), which is recommended by CABI in spray services.

[Reply](#)

**Stephen kabangi** on 20th February 2025 at 9:56 AM

Thanks for joining the app

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