

Metric Butchery Succession

Metric Butchery is a family business that was handed over to Eric Mwendwa at a tender age upon his grandfather's demise by his father. At 20 years old, he was left with a business to manage with little to no experience even though he had a diploma in business management. A year later, there are significant improvements from when he took over. With the help of his employees, he learnt on basic operational skills and has run the butchery to the best of his ability. Despite his effort, the employees lacked the necessary knowledge on proper meat handling at the butchery, proper record keeping, customer care amongst other soft skills.



Eric Mwendwa, Manager Metric Butchery during business management training

Through Kenya Semi- Arid Livestock Enhancement Support (K-SALES) Project, Eric and his employees have been trained on business management, customer care, value addition, meat processing, proper hygiene and proper record keeping. Eric was also trained on business plan developed and from that the Butchery now has a business plan and combined with business management skills he has learned he now has the necessary tools to drive the butchery to greater heights. Since the training on value addition and business management, Eric has seen and improvement in business because previously, Eric sold between 50- 80 kgs per day. Currently, he sells at over 100kgs per day and

at times sells upto 200kgs when he gets orders from out of town. He has since seen new customers stream into his butchery due to improved hygiene and customer care. "There has been an increase in the number of cows we slaughter," stated Eric. Previously during the market days, we used to slaughter 2 cows in a week but currently slaughter up to 10 cows per week and for us this has been a great improvement." Metric Butchery has been a beneficiary of a Bone saw and with this they see a reduction in wastage as they no longer use pangas to cut bones. In the near future, Eric plans to restructure the butchery and acquire a display unit so that he can have a proper display of meat that will attract more customers and improve the business through increase in sales.