

Businessman expands his business after Post- Harvest Handling training

James Muia Kiithya is a 71 year old butchery owner in Machakos County, Eastern Kenya. Despite his age, he is a very aggressive man having come from a humble background. When he was much younger, he tried employment and realized he was not cut out for it. Having worked as a waiter then a cook, he decided that his passion was the hotel business- but in his own terms. In 1971, James opened his first business and named it Mama Judy- named after his wife because of the love she had for his wife.

Since he opened his butchery, James mainly sells goat meat but only sold cows during holidays or upon special requests from walk in customers. He slaughters his animals at the nearby Kithangathini Slaughter House. For the longest time, he has operated with the least effort on ensuring proper hygiene in his business or proper meat handling.

This has since changed upon receiving training on post-harvest handling from the Kenya- Semi Arid Livestock Enhancement Support (K-SALES) Project. James, his employees and Kithangathini Slaughter House employees were trained on proper hygiene, meat processing techniques, customer care, business management skills, book keeping, financial management and value addition.



Figure 1: Mr. James Kiithya, the proprietor Mama Judy butchery stands in front of his business

“I have really gained from the trainings we received on business management. Upon receiving the training, I approached the manager of Shammah hotel in Masii on the same week and got a supply agreement with the hotel,” stated James.

The order from the hotel is usual about 50 kgs of goats per week each for Kshs. 400 per kg, translating to Kshs. 20,000. Previously I would rely only on walk in customers but now I am getting more clients who have valued the way I handle them and the kind of quality meat I now sell,” stated James. Mr. James Kiithya through the K-SALES project received an electronic weighing scale which has helped him in recording the correct weight of the carcass when he receives them from the slaughterhouse and also when he is serving his walk in customers.



Figure 2: Mr. James Kiithya (right) being trained on the use of electronic weighing scale

James plans on applying for a loan from SoftDev Sacco to enable him procure goats from Kitui County because they have better quality of meat.