

## The Rise of a Slaughter House Business

Mr. Patrick Kiilu is the manager of Kithangathini slaughterhouse in Machakos town. Some years back (2005-2006), he faced constant bottlenecks on the supply of meat to his butchery. The workers from the slaughterhouse where he sort slaughtering services from were giving him a hard time and on numerous occasions failed to deliver meat to his butchery. It was then, that one of his employees, Mr. James Kiithya suggested the construction of a slaughter house to eliminate these challenges.

Mr. Kimatu took heed of this advice and constructed Kithangathini slaughter house in 2007. The slaughterhouse has been in operation and has been supplying meat to about 15 butcheries within the area, Machakos and butcher owners in Nairobi. Despite the services they offered, the facility operated with the basic structures and lacked proper hygiene. The employees at the facility also lacked customer care skills, reported to work drunk and some even stole meat from the slaughterhouse.

To address these challenges, the Kenya Semi- Arid Livestock Enhancement Support (K-SALES) Project has trained employees of Kithangathini slaughter house to improve their services and built their capacity on postharvest handling. The employees received training in business management, value addition, proper hygiene and meat handling, customer care, financial management, the use of slaughter house equipment, among others. Kithangathini slaughterhouse was the beneficiary of a Cradle and Bone saw through the K-SALES project.



*Patrick Kiilu, Manager Kithangathini Slaughter House during a Business Management training*

“There has been an improvement in slaughterhouse management because of the training on how to better manage our workers,” states Mr. Patrick Kiilu, the manager of Kithangathini slaughter house.” The workers no longer coming to work drunk and there has been a recorded decrease in number on the loss of meat through theft by workers.”

Following the business management training and drafting of contracts, the proprietor of Kithangathini slaughter house has prepared and signed 4

contracts with live animal traders to offer slaughter services.

Since the training on financial management, the slaughterhouse has also embraced book keeping and is currently recording the business’ transactions to monitor how the business is doing,” states Mr. Kiilu.

The slaughter house plans to construct a cold room in the coming year so that so that they can start selling chilled meat.

