

# TOOL KIT 1

## SOURCING RAW MATERIALS



Kenya Agribusiness  
and Agroindustry  
Alliance

*Transforming Kenya's Agribusiness*

Let's grow your business, one Tool Kit at a time!

# SOURCING RAW MATERIALS

## Getting your raw materials

Determine the amounts of raw materials and ingredients required to produce your product and prevent any possible production stoppages. This will be done by using information from records and staff.

## Source of raw materials

If outsourcing raw material supply from other farmers:

- Establish contracts with farmers as this enables you to have greater control over the quality and price of their raw materials.
- Contracts also increase the likelihood of an assured supply of raw material, and this makes production planning easier.
- Always explain quality requirements to farmers and to ensure that post-harvest handling and storage is done correctly.
- Always take them through what it takes to supply the best quality and quantity that aligns with your processing requirements.
- Ensure that the source of raw materials is as close to the processing facility as this reduces transport costs and also helps to maintain the quality of the products.
- Always consider the transport cost implications especially in regards to the proximity of the raw material source to the processing plant since it can lead to large expenses.



## Harvesting

Guide the producers on the most suitable stage of harvesting of the farm produce for processing requirements because of the following reasons:

- Produce harvested at the right stage saves on time spent in sorting and grading. Harvesting at the right time also gives the best flavor and color in the final processes products.
- The right harvest stage reduces the percentage of rejected farm produce.



Banana suitable for flour processing



Banana unsuitable for flour processing

## Handling (After harvesting)

Takes the producers through the necessary aspects to ensure the quality of the produce while harvesting and immediately after harvest to maintain quality.

It is therefore important to advise on aggregating produce under a shaded or protected area immediately after harvest.



*WRONG method of ferrying a harvested banana bunch (Unpadding)*



*RIGHT method of ferrying harvested banana bunch (padding)*

Removal of damaged units in the raw materials along with all visible foreign material, e.g., leaves, stems, stalks, sticks, stones and rocks should be carried out on-farm to reduce bulkiness and avoid spoilage of the rest of the consignment as well. Careful inspection by trained staff is also important for saving time and money later in the process.

## Transporting Stage

### 1. Aggregation

If obtaining farm produce from various dispersed producers, make arrangements beforehand on how to aggregate the entire produce into collection/aggregation centers so as to avoid the lay time used in getting produce from one producer to the next.

Map out the entire area and determine the most convenient aggregation points.



*Disorganized Aggregation*



*Organized Aggregation*

## 2. Optimizing the load capacity

Whether using your own means of transport or hiring one, it is important to devise ways in which you maximize the available space and capacity of the trucks especially for bulky produce such as bananas, pineapples, cabbages etc.

You may choose to destalk or neatly pack to maximize of space utility while simultaneously avoiding overloading the truck.



*Appropriate transport of banana bunches as separated tiers (less bulkier)*



*Inappropriate transport of bananas as unseparated tiers (more bulkier)*

## 3. Processing capacity requirements

Your transport requirements should always be informed by the expected periodical processing capacities of the plant. This avoids cases of using either a truck with excess capacity or a truck which may not handle all the produce from the farm to the plant.

## 4. Nurture loyal relationships with transporters

In addition, establishing a loyal transport provider helps in building the ability of the transporters to take utmost care of your produce during loading, handling, transport and offloading stages. Long term relationships also allows you to bargain for better transport charges.