

Module 2: Best practice on farm to factory handling of grains

Best practices to handle traditional grains at factory level -
Human resource requirements for a grain processor



Eric Muthomi- Founder and CEO
Stawi Foods and Fruits Limited
Nairobi, Kenya

Personnel required by a grains processing business

- Business management (Founders)
- Food scientist
- Electrical/mechanical engineer
- Operations
- Quality control
- Accounting and finance
- Sales and marketing staff
- Loss control clerks at warehouse and factory
- Factory workers



Functions of key personnel

Food scientist:

New product development,
Product improvement,
Formulations/recipe development

Electrical/mechanical engineer:

Machine repair
Maintenance and servicing

Operations:

Sourcing grains
Sourcing packaging and other inputs
Product logistics and distribution



Functions of key personnel

Quality control:

Quality assurance

Quality control

Food safety

Adherence to standards

Accounting and finance:

Bookkeeping

Filing tax returns

Costing products


Loss control clerks:

Record keeping for loss control



Sourcing key personnel

- Some functions can be outsourced to 3rd party service providers, e.g. extension services, loss control clerks, accountants, sales representatives.
- Technology can help manage certain functions e.g., managing sales representatives and merchandising using digital solutions.
- Small businesses typically have the business owners and employees perform more than one function.

A wide-angle photograph of a field of tall, golden grasses with scattered red poppies. The sky is bright and slightly hazy. The text is overlaid in the center of the image.

Once you have your team operational, let's pay attention to the equipment in the next chapter of this training