

**SNV/ KENYA NETHERLANDS DEVELOPMENT
ORGANIZATION**

**KENYA MARKET-LED DAIRY PROGRAM (KMDP)
AN INVENTORY STUDY OF MILK PROCESSORS IN KENYA
PROVINCES OF:
CENTRAL, RIFT VALLEY AND EASTERN**

30th MARCH, 2013

By Setpro Consult Ltd

TABLE OF CONTENTS

ACKNOWLEDGEMENT	4
EXECUTIVE SUMMARY	5
1.0 BACKGROUND OF THE STUDY	6
1.1 THE GOAL OF KMDP	6
1.2 KMDP OBJECTIVES.....	6
1.3 JUSTIFICATION OF THE STUDY	6
1.4 METHODOLOGIES EMPLOYED	6
1.5 SPAN OF THE STUDY	7
1.6 CHALLENGES FACED BY THE STUDY TEAM.....	7
2.0 SOME STATISTICS ON THE DAIRY INDUSTRY IN KENYA	8
3.0 STUDY FINDINGS	9
3.1 LICENSED PROCESSORS IN KENYA	9
<i>Table 1: Processor Milk Cooler distribution</i>	<i>10</i>
<i>Table 2: Cooler distribution in regions.....</i>	<i>10</i>
3.2 COLLECTION AND BULKING ENTERPRISES (CBEs)	12
<i>Table 3: Volume distributions (author's own compilation)</i>	<i>12</i>
<i>Table 4: Number of CBE's selling milk to various processors.....</i>	<i>13</i>
<i>Table 5: Share of large and small CBE's between major processors</i>	<i>14</i>
4.0 INVENTORY OF THE MAIN DAIRY PROCESSORS IN KENYA.....	15
4.1 THE NEW KENYA COOPERATIVE CREAMERIES (NKCC).....	15
4.1.1 NKCC Nairobi	16
4.1.2 New KCC Eldoret Factory	16
4.1.3 New KCC – Sotik Factory.....	17
<i>Table 6 New KCC.....</i>	<i>18</i>
4.2 BROOKSIDE DAIRIES LIMITED (BDL)	19
4.2.1 Brookside Bulking Centre - Eldoret	21
4.2.2 Brookside Dairies - Spin Knit Factory.....	21
4.2.3 Brookside Bulking Centre - Engineer.....	21
<i>Table 7 Brookside Dairies Ltd</i>	<i>23</i>
4.3 SAMEER AGRICULTURE & LIVESTOCK LTD (SALL)	24
<i>Table 8 Sameer Agricultural & Livestock Ltd(SALL).</i>	<i>296</i>
4.4 BUZEKI DAIRIES LTD.....	27
<i>Table 9 Buzeki Dairies Ltd.</i>	<i>29</i>
4.5 GITHUNGURI DAIRY FARMERS COOPERATIVE SOCIETY	30
<i>Table 10 Githunguri Dairy Farmers' Cooperative Society.....</i>	<i>31</i>
4.6 LARI DAIRY ALLIANCE (LDA)	32
<i>Table 11 Lari Dairy Alliance (Sundale)</i>	<i>33</i>
4.7 BROWN CHEESE LTD	34
<i>Table 12 Brown Cheese Ltd.....</i>	<i>35</i>
4.8 RAKA MILK PROCESSORS LTD	36
<i>Table 13 RAKA Dairy Ltd.....</i>	<i>37</i>
4.9 HAPPY COW LTD.....	38
<i>Table 14 Happy Cow Ltd.....</i>	<i>39</i>
4.10 ELDOVILLE FARM.....	40
<i>Table 15 Eldoville Farm.....</i>	<i>41</i>
4.11 WAMWAM DAIRY PROCESSORS LTD (FORMER CROWN)	42
<i>Table 16 Wamwam Dairy Processors Ltd (former Crown).....</i>	<i>43</i>
4.12 PALM HOUSE DAIRIES	44
<i>Table 17 Palm House Dairies</i>	<i>45</i>

4.13	KINYAGI FOODS	46
	<i>Table 18 Kinyagi Foods</i>	<i>47</i>
4.14	LIMURU DAIRIES LTD	48
	<i>Table 19 Limuru Dairies Ltd</i>	<i>49</i>
4.15	KINANGOP DAIRY LTD	50
	<i>Table 20 Kinangop Dairy Ltd.....</i>	<i>51</i>
4.16	KERICHO FARMERS MILK PROCESSORS LTD	52
	<i>Table 21 Kericho Farmers Milk Processors</i>	<i>53</i>
4.17	MERU CENTRAL DAIRY COOPERATIVE UNION LTD	54
	<i>Table 22 Meru Central Dairy Cooperative Union.....</i>	<i>55</i>
4.18	AFRODANE INDUSTRIES LTD.....	56
	<i>Table 23 Afrodane Industries Ltd.....</i>	<i>57</i>
4.19	BIO FOODS LIMITED.....	58
	<i>Table 24 Bio Foods Ltd.....</i>	<i>59</i>
4.20	MOI'S BRIDGE DAIRIES LTD	60
	<i>Table 25 Moi's Bridge Dairies Ltd</i>	<i>61</i>
4.21	KABIANGA DAIRY LTD	62
	<i>Table 26 Kabianga Dairy Ltd.....</i>	<i>63</i>
4.22	EGERTON GUILDFORD INSTITUTE	64
	<i>Table 27 Egerton/Guildford Institute.....</i>	<i>65</i>
5.0	CONCLUSIONS AND RECOMENDATIONS	66
5.1	CONCLUSIONS	66
5.2	RECOMMENDATIONS	67
ANNEX 1:	LIST OF LICENSED PROCESSORS	69
ANNEX 2:	SERVICES OFFERED BY PROCESSORS TO MILK SUPPLIERS	71
ANNEX 3:	GENERAL COLLECTION STRATEGIES EMPLOYED BY THE PROCESSORS	71
ANNEX 4:	STATIONS- COLLECTION AND BULKING ENTERPRISES (SOURCE: KDB)	72
ANNEX 5:	COOLING AND BULKING PLANTS	78
ANNEX 6:	MILK COLLECTION DATA SUMMARY FROM KENYA DAIRY BOARD.....	80
Figure 1:	Milk Share 2011 (Jan -Sept).....	9
Figure 2:	Processor cooler distribution in the regions.....	11
Figure 3:	DFG Distribution	12
Figure 4:	New KCC coolers across the country	15
Figure 5:	Brookside owned coolers across the country	19

ACKNOWLEDGEMENT

We extend our gratitude to the SNV team of Anton Jansen, John Macharia, Winnie Mailu and Rose Karuri for their constructive input during the consultative meetings.

Our salute also goes to Paul Ndungu of Kenya Dairy Board (KDB) and Ambrose Munene of TechnoServe Kenya who promptly availed to us the information following our request.

We appreciate the field team led by Joseph Ndegwa for great work in ensuring necessary accurate data was gathered and submitted from processors.

We acknowledge the effort of Nick Mbuvi of Setpro Consult who compiled all the data as they came from the field and enabled the report to be delivered on time.

Our appreciation goes to all the processors' managers for sharing the information that constituted this report.

Finally we cannot forget our team of network in the dairy industry for their input in this study.

Though we have done our very best to get the correct information and present a good report of findings, I take responsibility for any errors that may be in this report.

Team Leader



Wario Chege
Setpro Consult Ltd

EXECUTIVE SUMMARY

The Kenya dairy sub-sector has 35 listed processors of which 29 are licensed. This study managed to reach 27 out of 29 licensed in the focused areas of study: Central, Rift Valley and Eastern.

According to statistics provided by Kenya Dairy Board, Kenya's total milk production in 2010 stood at 4.6 billion¹ liters, exhibiting a 6.7% compounded annual growth rate (CAGR) between the years 2000 and 2010.

In the same year (2010), formally processed milk accounted for 11% of total milk produced. This percentage contribution had grown by 5.6% CAGR compared to a 12.4% CAGR growth in total milk intakes received by processors. Average daily intake by processors had grown from 417,530 liters per day in 2001 to 1.5 million liters in 2011.

Growth in milk intake can largely be attributed to efforts of processors to stimulate milk marketing and opening-up of milk catchment areas, through establishing cooling and bulking centers, with the involvement of donors and farmers' owned Collection and Bulking Enterprises (CBEs). Farm gate prices of milk have steadily increased and processors and especially CBEs have started providing services to dairy farmers to increase milk production, intakes and milk marketing (notably chilling plants). Most of these emerging service models are however still largely in an infancy stage and many of them have not focused systematically on increased productivity, cost price reduction and farmer's profitability. For example through embedded extension and training models.

Seasonal milk volume fluctuation is a significant constraint driving national processor capacity to as low as 40% in the dry season. This requires investments in fodder production and preservation and the development of fodder supply chains to help farmers maintain stable milk supply throughout the year amongst other interventions.

Fragmentation of producers and markets and - connected to this - milk supplier loyalty, are also major concerns. Farmers and CBEs shift between informal and formal market and between processors at the slightest change in farm gate prices.

Offering services and fluctuating milk prices, are the most common strategies employed by processors to assure supply. Some of the common services provided by processors identified in the study include: training by 14 out of 28 (50%), chilling by 13 (48%), animal feeds by 12 (43%), AI services by 11 (39%), milk transport by 11 (38%), financial credit by 10 (36%), supply contracts by 9 (32%), and animal health by 3 (11%).

However the supply of these services is rather ad-hoc and fragmented, perhaps with the exception of the Githunguri model.

Brookside and NKCC are able to control milk prices because of the large milk volumes they collect. Most other processors benchmark their prices based on those offered by these two processors.

¹ KDB Website

1.0 BACKGROUND OF THE STUDY

SNV Netherlands Development Organization is an international non-profit development organization which provides capacity development services to over 2,500 organizations in over 36 countries worldwide.

In Kenya, SNV is implementing the Kenya Market-led Dairy Programme that seeks to work with industry stakeholders and value chain players towards the development of a vibrant dairy sub-sector, with beneficiaries across the value chain.

The Kenya Market-led Dairy Programme (KMDP) is a 4.5 year programme funded by the Embassy of the Kingdom of the Netherlands and is implemented by SNV in collaboration with stakeholders in the industry.

1.1 The goal of KMDP

The overall goal is to contribute to the development of a vibrant dairy industry sector with beneficiaries across the value chain.

1.2 KMDP objectives

Objective 1

Stronger, more efficient, effective and inclusive value chains in the private sector both vertically and horizontally.

Objective 2

Industry associations and other institutions have increased their capacity to influence and address systemic issues that hamper growth in the sector.

1.3 Justification of the study

In KMDP, SNV would like to partner with milk processors and CBES, that are willing to invest in systems that enabling small scale farmers to overcome some or all the challenges that leads to low level of productivity, income and constrains livelihood development.

The objective of this study is to get an inventory of milk processors in Kenya and their supply chain, products and markets. In addition the study looked into the strategies used by processors to secure the milk supply and to build loyalty in the supply chain.

1.4 Methodologies employed

The general methodologies that were used in this survey included:

Consultative meeting: prior to going to the field, a consultative meeting between senior staff at SNV's KMDP project and the consultant was held in Nairobi's SNV office. The meeting was meant to clarify the issues and set the study.

Literature review: this included studying copies of contracts issued by the main processors to CBEs. The consultants also made reference to two official ESADA conferences No 7 & 8 in Dar es Salaam and Nairobi respectively. Other documents reviewed include the Kenya

National Dairy Master Plan, Kenya National Economic Survey 2012 and the Dairy Value Chain Report (2008) by TechnoServe. We also made reference to the Kenya Dairy Sector Competitiveness Programme (KDSCP, Land O'Lakes/USAID)) and the East Africa Dairy Development Project (EADDP/Bill & Melinda Gates Foundation) that have been in operation for the last four years in the regions of the study. We also received great information and data from IFAD in North and South Rift.

The Kenya Dairy Board (KDB) was also contacted for secondary data available in their data base on milk collection.

Questionnaire: field data was collected by use of questionnaires developed by the consultant.

Interviews: one-to-one interviews were held with organizations involved in dairy activities and staff from processing companies and dairies. The interviews provided data that is specific to the individual processors which are summarized to form this report.

1.5 Span of the study

The assignment involved conducting secondary and primary studies on milk processors operating in various milk sheds in Kenya with particular emphasis on milk sheds in:

- i. Eastern
- ii. Rift Valley, and
- iii. Central Kenya

1.6 Challenges faced by the study team

Some common challenges faced by the study team in the field included:

- i. Respondents giving information but refusing to be quoted as the source
- ii. Majority of the processors' reluctant to share financial information
- iii. Processors withholding identity of their raw milk suppliers and average milk volumes supplied.
- iv. Lack of cooperation from some few processors thus making it hard to reach all licenced processors.

2.0 SOME STATISTICS ON THE DAIRY INDUSTRY IN KENYA

Agriculture is an important sector in the Kenyan economy contributing 24% of GDP in 2011. In 2011 growth in the agricultural sector was 1.5% compared to 6.4% in 2010². This slowdown in growth was attributed to erratic weather conditions and the rising cost of agricultural production (rising farm input prices).

Within the agriculture sector, the dairy sub sector is the single largest contributor to GDP, estimated at Ksh 100 billion (2007) and 14% of agricultural GDP,³ much larger than horticulture and tea.

According to government statistics milk volumes rose from 2.2 billion liters in 2000 to 4.6 billion liters in 2010⁴ and 5.2 billion in 2012. This growth represents a 6.9% CAGR.

Current estimates indicate that 55% of milk produced in the country is marketed through formal and informal channels, but only 20-30% of that marketed milk goes through the formal channels. 10.5% is consumed by calves and 34.5% is consumed on farm⁵.

Total milk production figures are however likely to be inflated, as is probably also the share of the informal market. Production figures were increased annually with almost a fixed percentage, without any credible survey to validate this presumed growth. In reality milk production is considered much lower than the statistics provided by the Ministry of Livestock Development (Kenya National Bureau of Statistics, 3.5 billion liter).

Yet the sub-sector is expected to continue on its growth path, as macro projections show a significant demand for dairy products in local and international markets. Kenya is estimated to demand 12.7 billion liters by 2030. Milk supply projections for the same period show a milk deficit of between 16 - 32% at high growth projections (est. 10.6 billion liters)⁶.

² 2012 Kenya National Economic Survey, KNBS

³ Kenya National Dairy Master Plan.

⁴ KDB Milk Production report 2011

⁵ Dairy Value Chain Report 2008, Technoserve.

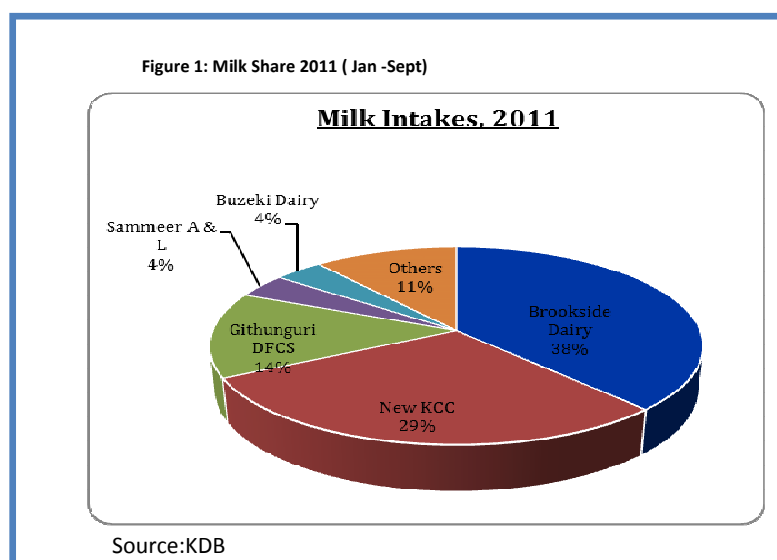
⁶ Kenya National Dairy Master Plan

3.0 STUDY FINDINGS

This study covered 27 out of 29 licensed processors in Kenya based on a list provided by Kenya Dairy Board (KDB). Data received from the processors is presented in the following paragraphs in short narratives and then summarized in tables.

3.1 Licensed Processors in Kenya

According to Kenya Dairy Board there are 29 licensed processors in Kenya. The industry is however dominated by 5 processors namely: New Kenya Cooperative Creameries (NKCC), Brookside Dairy Ltd, Githunguri Dairy Farmers Cooperative Society (Githunguri DFCS) , Sameer Agriculture and Livestock Ltd (Daima) and Buzeki Dairy Ltd.



Processor-owned coolers

Towards strengthening business linkages and loyalty of their suppliers, processors provide chilling infrastructure. Four of the big processors mentioned above have established cooling stations strategically within their targeted raw milk collection areas, which are spread over the country. Most of these cooling stations act as bulking and buying centres for farmers' owned Milk Collection & Bulking Enterprises (CBEs), before the milk is transported to the processing factories.

Githunguri DFCS has a centralized business model and collects only milk from its members which are concentrated in Kiambu district. It does not have cooling centres in other parts of the country.

In total, there are 65 cooling centres across the country owned by different processors including mini-dairies and cottage industries (see also: Annex 5 Cooling and bulking plants and their location).

Table 1: Processor Milk Cooler distribution

Processor	No. of Coolers	Daily Cooling Capacity (litres)	%
NKCC	25	1,213,700	51%
Brookside	18 ⁷	539,200	23%
Sameer	4	70,500	3%
Buzeki	3	150,000	6%
Others	15	400,600	17%
Total	65	2,374,000	100%

As at the time of conducting this study, NKCC owned 25 coolers that accounted for 51% of Kenya processors' cooling capacity. NKCC's total installed capacity stands at 1,213,700 litres per day. Brookside has the second largest cooling capacity (23%). Sameer and Buzeki account for 3% and 6% respectively. The other 25 processors account for 400,600 litres of cooling capacity or 17%. Githunguri does not collect milk beyond its own farmers and has a cooling capacity of 150,000 litres per day.

The coolers of the processors who collect from different regions are distributed as follows:

Table 2: Cooler distribution in regions

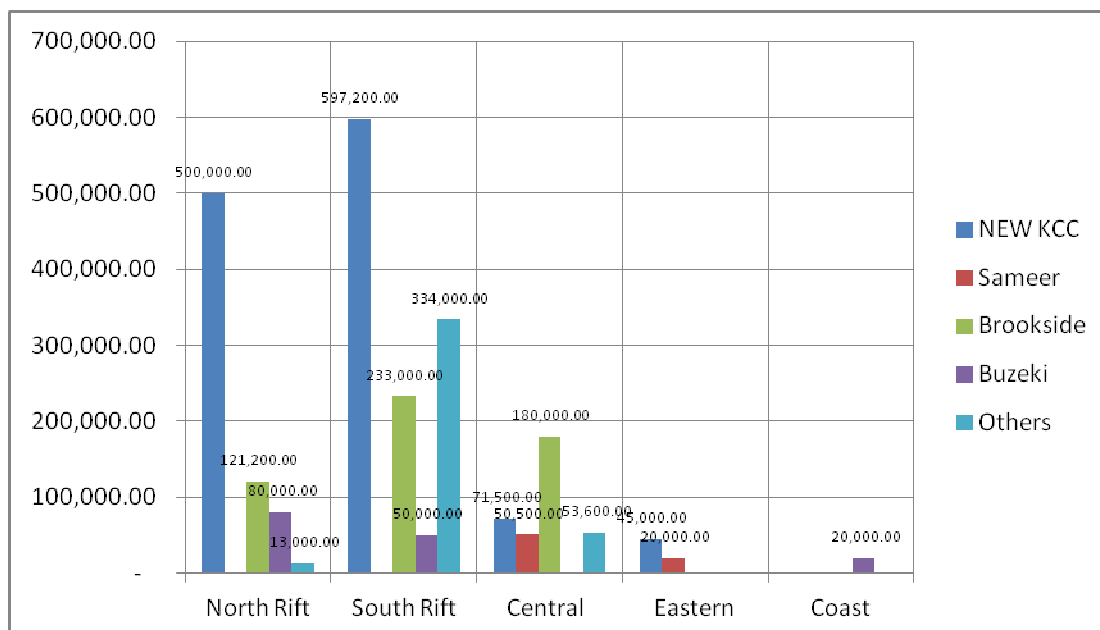
Region	No. of Coolers	%	Daily cooling capacity (litres)
N.Rift	10	15	714,200
S.Rift	26	40	1,219,200
Central	23	35	355,600
Eastern	5	8	65,000
Coast	1	2	20,000
Total	65	100	2,374,000

There are 26 processor owned coolers in South Rift representing 40% of the total coolers with a 1,219,200 litres daily cooling capacity. Central follows with 23 (35%,) with a daily cooling capacity of 355,600 litres. North Rift has 10 coolers (15%) with a cooling capacity of 714,200 litres. Eastern has 5 (8%) coolers with cooling capacity of 65,000 litres a day and Coast has 1 (2%) with daily cooling capacity of 20,000 litres.

However this situation is likely to change. NKCC has recently purchased 20 Coolers to beef up the cold chain in its collection areas. Brookside is in the process of opening a new powder plant, and is likely to invest in the cold chain as well. Sameer and Buzeki have each installed Extended Shelf Life (ECL) plants that significantly increase their milk processing capacities, hence the need to increase volumes. Kinangop Dairy Ltd and Meru Central are also investing in UHT lines and the supply and cold chain.

⁷ Includes farmer owned cooperatives

Figure 2: Processor cooler distribution in the regions



Common services offered by processors to suppliers

Towards strengthening business linkages and loyalty of their suppliers, processors are providing specific services through check-off system. This study found that, training was being offered by 14 processors (52%), chilling by 13 (48%), animal feeds by 12 (43%), AI services by 11 (39%), milk transport by 11 (38%), financial credit by 10 (36%), supply contracts by 9 (32%), and animal health by 3 (11%) (Refer to Annex 2: services offered by processors).

Yet most of the service models are ad-hoc and fragmented, lacking a concerted effort by CBEs and processors to increased productivity, profitability and milk quality at farmers’ level. This is also exemplified by the short term contracts between processors and suppliers. The Githunguri model forms an exception to this general observation, which is a stronger model to build loyalty in the supply chain.

General collection strategies employed by the processors

Milk collection strategies employed by processors are very similar with differences being the number of services the processor offers and the price paid for milk. At the time of this study, most processors were offering banded or range pricing. For example, NKCC and Brookside paid an extra Ksh. 1.00 for every liter supplied above 1,000 liters.

The study also found that processors consider milk quality when accepting milk from farmers and CBE’s. Processors only accept milk that meets their preferred quality standard and reject milk falling short. However there is no quality based payment system and quality standards appear to be used more loosely in the dry season when there is a shortage of milk. Processors sometimes terminate contracts of suppliers that consistently deliver poor quality milk. Some processors dealing with high value dairy products like Bio Foods, Happy Cow, Browns Cheese and others serving niche markets, sign long term contracts with specific suppliers based on quality and pay premium prices (Refer to Annex 3: collection strategies by processors).

3.2 Collection and Bulking Enterprises (CBEs)

Information from KDB shows that there are approximately 140 milk cooling centres, of which 65 are owned by processors. The remaining 75 are owned by CBEs, a few larger traders and some large scale farmers. A report by the Food and Agriculture Organisation (FAO) titled Dairy Development in Kenya (2011), cited that there are approximately 252 dairy cooperatives in Kenya (2006). One of the core functions of cooperatives in Kenya include marketing of members' produce (over 76% of dairy produce is marketed through cooperatives⁸), and facilitating production through training, input supply, provision of financial services and milk collection and bulking.

CBEs and milk supply analysis

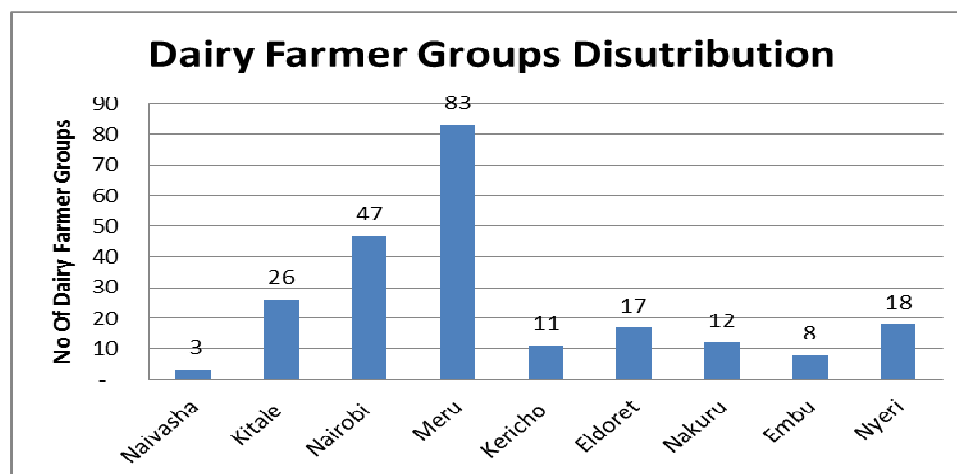
According to a survey of 225 CBEs conducted by the Kenya Dairy Board in December 2012, there were only 6 CBEs supplying more than 20,000 litres of milk per day to processors (26% or 170,000 litres). 16 CBEs were supplying between 10,000 and 20,000 litres and accounted for 31% or 198,920 litres; another 13 between 5,000 and 10,000 litres accounting for 15% or 93,600 litres and the remaining 190 supplied 5,000 and below (28% or 180,725 litres).

Table 3: Volume distributions (author's own compilation)

CBE supply (liters)	No. of CBEs in group	Total milk supply (liters)	%
20,000 and above	6	170,000	26
Below 20,000 to 10,000	16	198,920	31
Below 10,000 to 5,000	13	93,600	15
Below 5,000	190	180,725	28
Total	225	643,245	

The CBE's were distributed in the following regions.

Figure 3: DFG Distribution



⁸ KDSCP Cooperative performance assessment and action plans

It should however be noted that the number of CBEs and regions is by no means exhaustive, as the survey only covered information collected from 9 KDB offices, 9 processors and only 225 milk marketing groups or CBEs (89% of active farmer owned institutions).

The survey does however show that the milk volume marketed through CBEs is skewed. Of the CBEs surveyed, the top 35 accounted for 462,520 litres of milk delivered to the market that day. This represented 72% of all milk marketed on the day of the survey. Of the top 35 CBEs, 5 are receiving support from SNV and 13 from EADD, 2 by TNS, 1 by Agriterria. The rest are not receiving support from any donor institution presently.

One may expect that in the near future there will be a consolidation of the many small CBEs into more viable farmers' organisations. However as of now milk collection and marketing remains highly fragmented. This is compounded by the fact that many CBEs, especially close to the larger urban centres sell part of their milk to the informal market and only a certain quota to 1 (or more) processors, to spread risks and maximize profits. Processors in turn also source milk directly from farmers and agents, thereby bypassing CBEs. Whereas farmers on their part, sell part of their milk directly to hawkers who operate in the raw milk market. In this highly fragmented marketing landscape building loyalty in the supply chain seems to be extremely important for long term sustainability.

Processors in the survey target large CBE's and self-help groups to meet their milk intake demands. The table below indicates the distribution of large and small CBE's among milk processors surveyed. The next table shows the volume of milk supplied by each group

Table 4: Number of CBE's selling milk to various processors.

SIZE OF CBEs BY VOLUM	Brookside	New KCC	Sameer	Buzeki	Meru Cent.	Afrodane	Kabianga	Sunpower	Eldoville	Raka	Others
Number of Large CBE's (5000 +)	12	10	2	12	0	3	0	2	1	1	9
Number of small CBE's (below 5000)	28	44	5	10	53	0	1	0	1	0	57
Total CBE's	40	54	7	22	53	3	1	2	2	1	66

Most CBE's sell milk to more than one milk processor or buyer, however most milk from CBE's is sold to processors. It is also worth noting that a total of 643,245 litres of milk were brought to the market during the survey. 86.2% (554,620ltrs) of milk was sold to processors and the rest through the informal markets as well as used in small scale value addition. The concentration of large milk volumes around a few large CBE's could be a cause of stiff competition among processors to win CBE's. Extent of competition is mostly evidenced in fluctuating prices among processors, with CBE's preferring to sell milk to the highest bidder.

Table 5: Share of large and small CBE's between major processors

	BDL	New KCC	Sameer	Buzeki	Meru Cent.	Afrodane	Kabianga	Sunpower	Eldoville	Raka	Others	Total	% Contribution
Total Milk collected	167,800	149,370	39,530	139,200	31,120	7,000	4,000	6,000	3,600	7,000	88,625	643,245	100%
Large CBE's Milk Volumes	130,500	88,620	35,000	127,800	-	7,000	-	6,000	1,600	7,000	59,000	462,520	72%
Small CBE's Milk volumes	37,300	60,750	4,530	11,400	31,120	-	4,000	-	2,000	-	29,625	180,725	28%

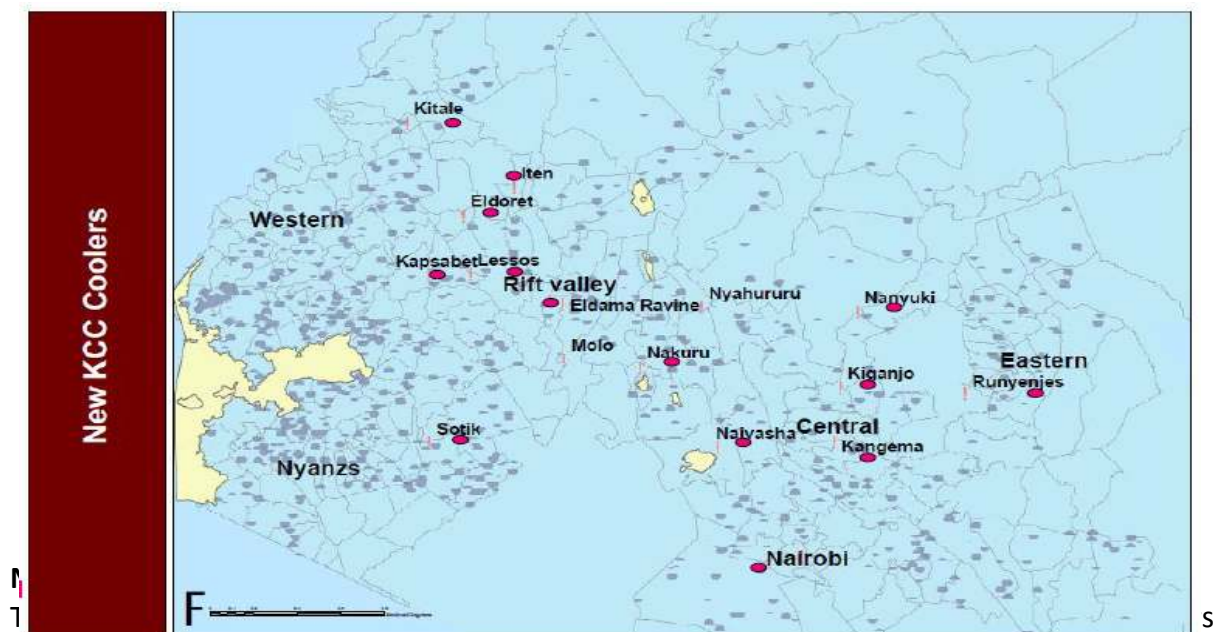
Processors also offer price incentives in the form of bundles or range pricing to stimulate small CBE's to increase milk volume intakes E.g. Bonus of Ksh 1 per liters above 1000 ltrs delivered. This strategy has been used by NKCC and resulted in small CBE's grouping themselves and selling milk through unions to enjoy the milk volume bonuses.

4.0 INVENTORY OF THE MAIN DAIRY PROCESSORS IN KENYA

4.1 The New Kenya Cooperative Creameries (NKCC)

Registered in 2003 after the collapse of the Kenya Cooperative Creameries (KCC), New KCC has grown to be one of the leading dairy processors in the country in terms of market share and processing and chilling capacity. NKCC is registered in Kenya under the Company's Act. NKCC has four (4) different licensed processing factories. These are: New KCC Nairobi, NKCC Eldoret, NKCC Kitale and NKCC Sotik.

Figure 4: New KCC coolers across the country



creates stiff competition for the product, especially during the dry season when volumes are low. This forces processors to compete for the low milk volumes. They have to formulate strategies aimed at giving them competitive advantages over other prospective milk buyers. New KCC being a quasi-government processor employs different strategies at different levels. At the national level, NKCC has strategically positioned cooling plants in all the milk production regions. This ensures that farmers have easy access to milk buying centres in North Rift, South Rift, Central and Eastern provinces.

At the farmer's level, NKCC encourages establishment of farmer owned Collection and Bulking Enterprises (CBEs) that are focused on milk marketing and increasing on-farm milk production. NKCC encourages these groups and enterprise formations by installing milk coolers for CBEs with high milk volumes, paying competitive prices for milk and extending volume-based incentives to suppliers delivering above 1,000 litres a day. The average price in 2012 was Ksh 30 per litre for suppliers of volumes less than 1,000 litres and a bonus of Ksh. 1.00 per litre for delivery above 1,000 litres raising the price to Ksh. 31 per litre.

Other incentives targeting loyal suppliers include offering of long-term supply contracts, provision of subsidized transport to the buying centres and partnering with suppliers in addressing their business challenges along the value chain. These services are given by all NKCC cold chain centres. NKCC has also partnered with MOBIPAY, a premier ICT solutions company that links farmers with financial institutions.

4.1.1 NKCC Nairobi

This factory is situated in Nairobi County at Dandora in the Eastern part of Nairobi. The bulk of its milk comes from Central and Eastern provinces by road. The processed product from the Dandora plant includes fresh milk, mala, yoghurt, UHT, ghee, and cream & butter. The main market for these products is Nairobi city and its environs with most brands being distributed through main supermarket chains and kiosks.

The factory also plays the role of bulking products from other affiliated factories for export in regional and other markets like Uganda, Tanzania, Burundi, Rwanda, Congo-Brazzaville, Malawi, Egypt, Syria and UK, among others. This plant receives milk from 5 NKCC bases in the country, namely Naivasha, Nyeri, Meru, Embu and Nairobi station.

New KCC Cheese Factory - Industrial Area

This processing factory is specialized in the manufacture of all types of cheese both for the local and export market. Its daily raw milk intake is 20,000 litres. Like her sister factories, this plant receives her milk from up-country milk collection centres but mainly from Molo, Naivasha and Nyahururu. Among the challenges faced by this plant are stiff competition with other processors such as Buzeki, Brookside, Githunguri and Sameer, and fluctuation of supplies during dry seasons. These challenges are being addressed by engaging suppliers in discussions aimed at addressing their needs.

4.1.2 New KCC Eldoret Factory

This factory is situated at Kapsoya location of Eldoret East District in Uasin Gishu County. It produces dried whole milk powder, dried skimmed milk powder and fresh milk.

Milk catchment areas and main CBE suppliers

The main milk catchment areas for the factory are the entire Uasin Gishu County and parts of the Nandi County. Data obtained from a KDB survey conducted in December 2012 shows that the factory received an average of 7,000 litres per day from Onesmus, 9,500 litres from Lelbren, 4,500 from Lessos, 800 from Bronjo, 1,500 from Megun, 4,000 from Cheptiret, 8,000 from Tarkoon, 900 from Timboroa and 500 from Uswu.

The plant also receives milk directly from large and small scale farmers in the region.

CBE	Milk delivery in litres/day recorded during the KDB survey
Onesmus Dairy	4,500.00
Lelbren	9,500.00
Lessos	800.00
Bronjo	1,500.00
Megun	4,000.00
Cheptiet	8,000.00
Tarkoon	900.00
Uswu	500.00
Total daily intake	29,700.00

4.1.3 New KCC – Sotik Factory

Situated at Minaret market in Sotik district, NKCC Sotik collects an average of 7,900 litres daily from CBEs, according to the KDB records and is mainly supplied by the following CBEs: Londiani 1,600 litres per day, Ndarawete 1,800 litres, Makimeny 1,500 litres, and Olchebosei 3,000 litres. The factory also receives raw milk from individual farmers.

The factory processes products including fresh milk, mala, milk shakes and UHT for sale mainly locally and regionally.

CBE	Milk delivery in litres/day recorded during the KDB survey
Londiani	1,600.00
Ndarawete	1,800.00
Makimeny	1,500.00
Olchebosei	3,000.00
Total daily intake	7,900.00

Table 6 New KCC

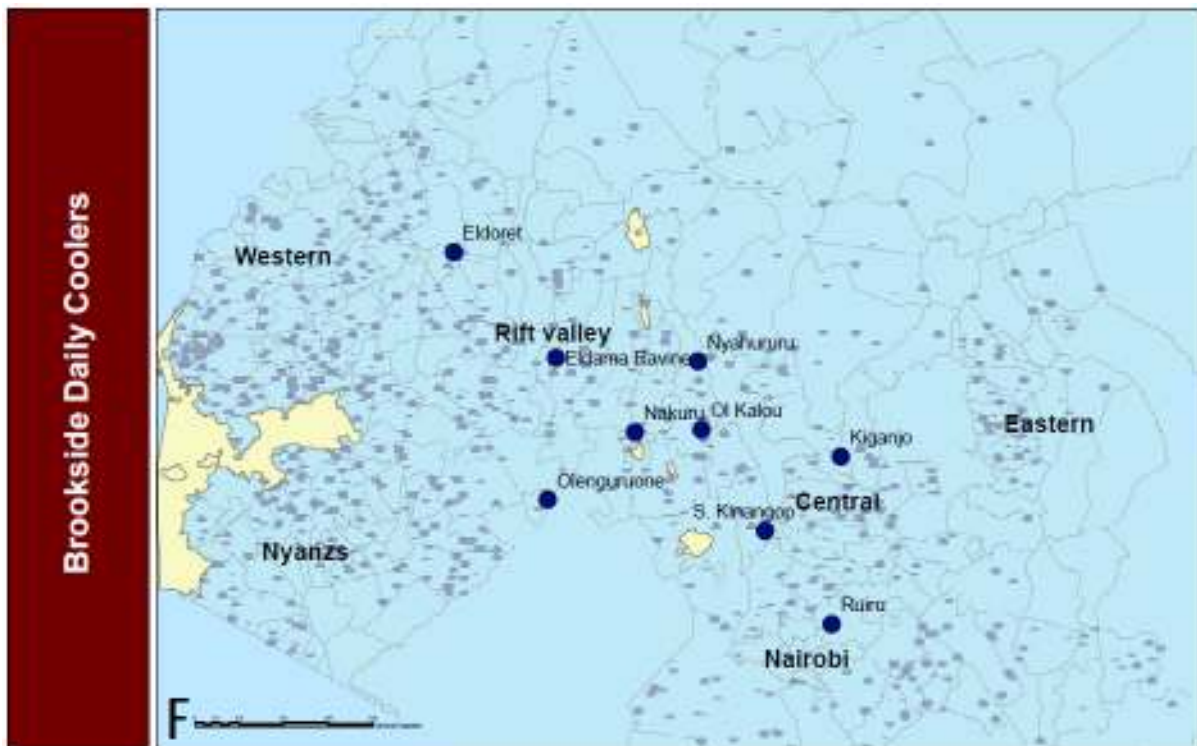
PART A		PROCESSOR'S CONTACT DETAIL			
Name	New Kenya Cooperative Creameries (NKCC)				
Manager's Name					
Location	County NAIROBI District- NAIROBI INDUSTRIAL AREA				
Contacts	Address 159-20200, Tel 0722661555/0725777338				
Legal Status	Company				
PART B		PRODUCT AND MARKET			
Product range	Fresh Milk, UHT, Butter, Cheese, Mala both for local and export markets.				
End Markets	The export markets include Uganda, Tanzania, Burundi, Rwanda, Congo-Brazzaville, Malawi, Egypt, Syria and UK as well as local markets.				
PART C		INVESTMENT AND GROWTH			
Number of staff	2010:	2011:	2012:		
Volume of milk intake (Kg)	2011:	2012:	385,269 lts/day		
PART D		CATCHMENT AREA			
Milk catchment (County/ Districts)	Milk is received from Sotik, Molo, Naivasha and Nyahururu, Eldoret, Nyeri, Nakuru collection/chilling centers				
Partnership with development agents/ programs (/partners names and nature partnership)	N/A				
PART E		COLLECTION STRATEGY			
Pricing (per product)	Payments based on milk volume and not quality				
Volume Incentive	Volume based incentives for milk above 1000liters.				
Quality considerations	Density, SNF, TPC				
Contract modalities with suppliers	Have contracts with CBE's that mention minimum and maximum milk volumes, Average price and quality considerations. Contracts also spell out termination modalities and dispute resolution procedures.				
Terms of payments (different suppliers)	Milk payments are paid on the 15 th day of the following month of milk delivery.				
PART F		SUPPLIERS			
Number and names, and location of CBEs /farmers groups supplying milk. This list is not exhaustive.	Kitale	8 CBEs supplying a daily total of	6,900	Kgs	
	Nairobi	2 CBEs supplying a daily total of	6,500	Kgs	
	Meru	6 CBEs supplying a daily total of	3,450	Kgs	
	Kericho	4 CBEs supplying a daily total of	7,900	Kgs	
	Eldoret	9 CBEs supplying a daily total of	36,700	Kgs	
	Nakuru	6 CBEs supplying a daily total of	12,100	Kgs	
	Embu	5 CBEs supplying a daily total of	15,900	Kgs	
	Nyeri	14 CBEs supplying a daily total of	59,920	Kgs	
	Others				
	Total		149,370	Kgs	
Other collection methods: (agents and/or direct sourcing from farmers)	NKCC milk chillers and collection areas also collect milk directly from farmers in the areas where they are located.				
PART G		SERVICES TO SUPPLIERS			
Services like :chilling plants, grading, field days, training and extension, transport, AI, animal feed etc (list those applicable)	NKCC has its own organized transport from its collection centers to the various factories. Milk from CBE's is transported using CBE owned vehicles or through hiring of such transport. Where the CBE has a transport vehicle, NKCC pays between Ksh 2-3 per liters of milk delivered as transport fee. NKCC organizes AI, Animal feeds for farmers and CBE's. It also organizes field days in CBE locations to train farmers.				
Service provided directly to farmers or through CBEs/	Extension Training services jointly with development partners. NKCC organizes 1-3 field days per region to train farmers on various aspects of dairy farming. A typical field day will provide training on breeding, animal health, animal feeding and management. Fodder establishment and will also include access to finance.				
Level of consultation with farmers and/or CBEs when planning trainings/field days to farmers	Now employing a participatory approach by involving CBE management to mobilize farmers to attend extension trainings.				
PART H		CHALLENGES			

Major Challenges faced by the processor	<p>1) <i>Stiff competition with other processors such as Buzeki, Brookside, Githunguri, Daima among others.</i></p> <p>2) <i>Fluctuation of supplies during drought.</i></p> <p>3) <i>Old and outdated processing machines.</i></p>
How the challenges are being addressed/ could be addressed	<p><i>Engaging suppliers in discussions to address their needs</i></p>

4.2 Brookside Dairies Limited (BDL)

Brookside Dairies Limited is a conglomeration of several local dairies under its flagship. These companies include Brookside Dairies Ltd (producing the Brookside brand), Spin-Knit Ltd (producing the “Tuzo” brands), and the Delamere and Ilara brands that were acquired over the last couple of years. The central plant of the Brookside group is situated at Ruiru in Thika District of Kiambu County.

Figure 5: Brookside owned coolers across the country



The processor collects raw milk from the nine major milk production areas in Kenya for processing into fresh, cultured, cream and long life products which are sold all over East, Central and North African markets.

The processor gets an average milk intake of 490,000 litres a day. This milk is delivered to the factory from 18 cooling plants within the milk producing regions of Kenya. These cooling plants are also buying centres where CBEs and farmers deliver their milk.

Brookside cooling plants per region

Region	No. Coolers	Total capacity	Capacity used	% used
North Rift	2	121,200.00	100,000.00	83%
South Rift	9	233,000.00	201,000.00	86%
Central	7	180,000.00	148,000.00	82%
TOTAL	18⁹	534,200	449,000	84%

Some of the CBEs supplying milk to Brookside processor by stations

STATION	CBE	Daily Delivery (Ltr)	STATION	CBE	Daily Delivery (Ltr)
1.Naivasha	Tulaga FCS	10,000	2.Kitale	Muruny FCS	4,500
	Kitiri FCS	9,000		Holstein DFCS	8,000
	Sub-total	19,000		Sub-total	12,500
3.Nairobi	Ndumberi DFCS	10,000	5.Kericho	Kipkelion FCS	8,500
	Kikuyu DFCS	180		Siongoroi	35,000
	Kiambaa DFCS	1,000		Kokiche	3,500
	Gatamaiyu DFCS	3,000			
	Sub-total	14,180		Sub-total	47,000
6. Eldoret	Turbo	6,000	7 Nakuru	Sabatia DFCS	500
	Ziwa	4,800		Mumberes DFCS	2,000
	Sub-total	10,800		Torongo DFCS	4,800
				Njoro DFCS	3,000
				Sub-total	10,300
4.Meru	KAMUKONDONI DAIRY			1,000	
	KIMWE SELF HELP GROUP			2,000	
	MWICHUIRI 2K SHG			500	
	TUMAINI SHG			500	
	KIBARANYAKI ARITHI CBO			1,000	
	M. FARM			2,000	
	KAMWENE SHG			1,000	
	MURIMI MWEGA SHG			300	
	MUNGA MULTIPURPOSES			800	
	CHOGORIA ARITHI SHG			200	
	KIROONE MWICHUIRI SHG			240	
	MWITETHIA SHG			200	
	KIONYO MUUNGANO SHG			1,000	
	HURUMA DAIRY FARMERS			80	
	KIRIANI SHG			700	
	MUCOKIA MAENDELEO SHG			500	
	MUGUNA DAIRY SHG			400	
	KALEWA BREEDERS ASS			400	
Sub-total			12,820		

⁹⁹ Include farmer owned milk chilling plants

8.Embu	Mutira Maziwa Farmers	1,000	9.Nyeri	NDAMA NJERU S.H.G	200
	Kirima Dairy Project	8,000		NYALA MULTIPURPOSE	30,000
	Rugendo Alliance Farmers	2,000			
	<i>Sub-total</i>	11,000		<i>Sub-total</i>	30,200

4.2.1 Brookside Bulking Centre - Eldoret

This plant is situated at Pioneer location in Wareng district within the Uasin Gishu County. It specialises in collection of raw milk and chilling for transportation to Ruiru for processing. Its main catchment areas are Uasin Gishu County, Nandi County, Keiyo, Koibatek, Trans Nzoia and Pokot. The average daily milk intake is 120,000 litres.

The plant's average price at the time of the survey was Ksh. 27 and was determined by market forces of supply and demand. Suppliers are engaged in 6-months renewable contracts depending on quality and quantity. The plant receives raw milk from both farmer groups and individuals suppliers. The suppliers are paid monthly in arrears.

Brookside Eldoret offers extension services and dairy training courses, among other services to their farmers.

Milk hawking is the main challenge faced by the plant but assistance is being sought from the KDB to address this problem.

4.2.2 Brookside Dairies - Spin Knit Factory

Spin Knit Dairy is one of the companies acquired by the Brookside group and is situated in Lunganga location in industrial area of the Nairobi County. Spin Knit also has cooling plants in Nakuru and Eldama ravine. It processes the popular brands of Tuzo Fresh, Tuzo Lala, Tuzo Yoghurts, UHT, ghee and butter that are sold locally and regionally. Spin Knit's raw milk catchment areas are Kajiando, Muranga, Taita, Eldoret and Embu counties. The current raw milk average price is Ksh 27 depending on volume and quality for milk received from both agents and also directs sourcing.

Among the currently contracted suppliers are AAA 2139 Loise, Karima, Kanyonyo, Gatamaiyu, BUU 004 and Namayiana Milk Projects, among others. Its average daily milk intake is 4,000 litres.

Challenges faced by the plant include fluctuating demand, inflation, seasons and climatic condition, and high cost of production.

4.2.3 Brookside Bulking Centre - Engineer

Brookside Dairies Engineer is another chilling plant that was acquired by the Brookside group and also formerly belonged to the Spin Knit group. It is situated at Engineer location, Engineer District of Nyandarua County. The plant collects and chills raw milk for transportation to the other Brookside plants in Nairobi for processing. Its main catchment areas are Nyandarua county and parts of Nakuru, and Laikipia west. The plant's main suppliers are Kinangop Dairy Limited, Kitiri, Dairymen SACCO and Tulaga. Its daily milk intake is 21,000 kg.

The buying price of raw milk from the suppliers is Ksh 27 based on volumes and quality. Institutional suppliers are given 6-month contracts based on quantity and bonuses are also given on the basis of quality of their milk. The payment schedule is monthly in arrears.

Among the services extended to suppliers include chilling, organized field days, training & extension services and field tours.

The major challenges faced by the Brookside Engineer include stiff competition, intake fluctuations, dry spells and underselling by farmers to brokers. However, Brookside is trying to address some of these challenges through offering better prices, contracts, incentives to producers such as training and exchange tours. Brookside is also addressing the challenges through processing of long life products.

Brookside milk collection strategy

Brookside group is the leading processor in volumes and market share. Its strategies to ensure it gets enough supply of raw milk include establishing cooling and buying centres in strategic places within milk producing regions of the country, distributing coolers to the CBEs with volume of 5,000 litres and above, paying bonus incentives to suppliers delivering volumes above 1,000 litres daily (this is done mainly during low season). Brookside has also bought Spin Knit, Ilara and Delamere milk processors. These buy outs have helped Brookside increase milk volumes and product portfolios in a short period of time. Brookside is also investing in a powder plant that will bring them to the number one spot of processing capacity in the country.

Other services to their active suppliers include farmer training, sponsorship to the Livestock Breeders Show which is held once every 2 years, linkages of suppliers to partners in dairy value chain players for supplies normally paid through check off systems, chilling and milk transportation from CBEs to factory cooling centres.

Table 7 Brookside Dairies Ltd

PART A		PROCESSOR'S CONTACT DETAIL			
Name	Brookside Dairies – Ruiru				
Manager's Name	John Gethi-G. Manager				
Location	County: Kiambu District: Thika		Location: Githurai-Kimbo		
Contacts	Address: 236- 00232 Ruiru		Tel. 0722205713 Email:maziwa@brookside.co.ke		
Legal Structure	Private Limited Company				
PART B		PRODUCT AND MARKET			
Product range	Fresh, Cultured, Cream and Long Life products.				
End Markets	All East and Central Africa region, Including North Africa.				
PART C		INVESTMENT AND GROWTH			
Number of staff	2010: 1,480	2011: 1,530	2012:		
Volume of milk intake (Kg)	2010: 470,000litres/day	2011: 490,000litres/ day	2012:		
PART D		CATCHMENT			
Milk catchments (REGION)	Main catchment areas in Kenya				
Cooling plants/ capacity	534,200ltrs				
Partnership with development agents/ programmes (/partners names and nature partnership)	None				
PART E		COLLECTION STRATEGY			
Pricing (per product)	Average @K.Shs 27 per Litre based on milk volumes and not quality				
Volume Incentive	Payment Rate for milk Deliveries increases with volumes increase.				
Quality considerations	Tests Done at Collection and bulking centers. (density, SNF,TPC, adulteration)				
Contract modalities with suppliers	6 Months Supply Contracts.				
Terms of payments (different suppliers)	Milk supply payments are done on monthly basis in arrears				
PART F		SUPPLIERS			
	Station	Kgs/Lts per day	Station	Kgs/Lts per day	
Number and names, and location of CBEs /farmers groups supplying milk	Naivasha (2 CBEs)	19,000	Kericho (3 CBEs)	47,000	
	Kitale (2 CBEs)	12,500	Eldoret (2 CBEs)	10,800	
	Nairobi (4 CBEs)	14,180	Nakuru (4 CBEs)	10,300	
	Meru (18 CBEs)	12,820	Embu (3 CBEs)	11,000	
	Nyeri (2 CBEs)	30,200	Others	322'200	
			TOTAL	490 ,000	
Other collection methods: (agents and/or direct sourcing from farmers)	Direct sourcing from farmers, Milk traders, Agents.				
PART G		SERVICES T O SUPPLIERS			
Services like :Chilling plants, grading, field days, training and extension, transport, AI, animal feed etc (list those applicable	Training farmers, chilling and transportation and hosting livestock breeders show				
Service provided directly to farmers or through CBEs/	Training farmers, chilling and transportation and hosting livestock breeders show				
Level of consultation with farmers and/or CBEs when planning trainings/field days to farmers	Only Consults farmers to be recruited for the Livestock Breeders Show and sale held every two years.				
PART H		CHALLENGES			
Major Challenges faced by the processor	Competition with farmer based processors. Fluctuation of supplies during dry periods/seasons				
How the challenges are being addressed/ could be addressed	Processing long life products.				

4.3 Sameer Agriculture & Livestock Ltd (SALL)

Sameer Agriculture & Livestock Ltd is based at Lunga Lunga in Nairobi's industrial area. It is a joint venture between Sameer Group of Kenya and RJ Corp of India. The company's processed products are marketed as 'Daima' and includes Daima Fresh, lala yoghurt, UHT, ghee and butter which are sold locally in Kenya and exported to DRC Congo, Tanzania, Rwanda, and Sudan.

SALL has established base in Kenya since 2009. Its suppliers come from Eastern and South Rift regions where it has established cooling and collection centres.

Sameer is currently handling about 150,000 litres of milk daily at an average price of Ks 27.

Sameer milk cooling plants and capacity details (At the time of the study)

Cooling Station	Region	Capacity (Ltrs)	Used Capacity (Ltrs)	% used	% unused
Sameer Eastern/Meru	Eastern	20,000.00	20,000.00	100	0
Sameer Olkalou	S Rift	20,000.00	20,000.00	100	0
NGARUA	S Rift	5,000.00	5,000.00	100	0
SIOGIROI	S.Rift	30,000.00	30,000.00	100	0
Sameer Kinangop	S.Rift	30,000.00	26,000.00	87	13
Total		105,000.00	101,000.00		

Some of CBEs supplying to Sameer

Station	CBEs	Daily supply (Litres)
Naivasha	Olkalou	25,000.00
Meru	Mwimbi Dairy	1,000.00
	Igoki Dairy SHG	250.00
	Ciangoi Cabugi	2,000.00
	Mbwinjeru Co-Op Society	1,200.00
	Ithai Dairy FCS	80.00
	Muthiru Dairy SH Project	10,000.00
	Other suppliers	9,470
	Total	49,000

Collection strategy of Sameer

This includes setting up of cooling and bulking centres within their target areas. Coolers are also provided to CBEs based on the volume supplied (e.g. in Mbwinjeru and Muthiru). Sameer gives volume based incentives to suppliers who deliver more than 1,000 litres a day. This however is applicable during low/dry season. Services offered by the processor to suppliers, include chilling facilities at bulking centres, milk tankers, training, interest-free loans for livestock infrastructure, equipment and transport services. Sameer bought out

another processor (Daima) to get to the top 5 ranking. Sameer also operates in Uganda and Zambia and has a strong joint venture with RJ Corp of India that gives it access to international expertise and exposure.

It is also worth noting that Sameer recently purchased an extended shelf life processing line that raises their processing capacity to 200,000 litres per day.

Table 8: Sameer Agriculture & Livestock Ltd

PART A	PROCESSOR'S CONTACT DETAIL		
Name	SAMEER Agriculture and Livestock Ltd		
Location	County: Nairobi District: Industrial Area- Location: Lunga lunga clesoi Rd		
Contacts	Address: Box 318-00600,Nbi	Tel: 0722596888	Website/ Email: info@sall.co.ke
Legal Structure	Private Limited Company.		
PART B	PRODUCT AND MARKET		
Product range	Daima fresh, Lala, Yoghurt, UHT, Ghee and Butter.		
End Markets	East Africa Region		
PART C	INVESTMENT AND GROWTH		
Number of staff	2010:	2011:	280
Volume of milk intake (Kg)	2010:20,000 lts/day	2011:	49,000 lts/day
PART D	CATCHMENT AREA		
Milk catchments (County/ Districts)	The Larger Nyeri and Muranga Districts, Uasin Gishu,Meru		
Partnership with development agents/ programmes / (partners names and nature partnership)	None so far.		
PART E	COLLECTION STRATEGY		
Pricing (per product)	Average K.sh 28 - Competitive by seasons. Price based on volumes not quality.		
Volume Incentive	In low season		
Quality considerations	Normal Milk quality checks on pathogens and density done on delivery before acceptance.		
Contract modalities with suppliers.	Registration of suppliers to supply milk as is available No binding supply-payment Agreements.		
Terms of payments (different suppliers).	All are standardized. Milk payments at the end of the month in arrears		
PART F	SUPPLIERS		
Number and names, and location of CBEs /farmers groups supplying milk	1. Naivasha	Olkalou FCS	25,000
	2. Meru	MWIMBI DAIRY	1,000
		IGOKI DAIRY SHG	250
		CIANGOI CABUGI	2,000
		MBWINJERU CO-OP SOCIEY	1,200
		ITHAI DAIRY FCS	80
		MUTHIRU DAIRY SH PROJECT	10,000
		Others	9470
	Total	49,000	
Other collection methods: (agents and/or direct sourcing from farmers)	Does both Agent and Direct Sourcing as well as purchase from CBE's		
PART G	SERVICES TO SUPPLIERS		
Services like :Chilling plants, grading, field days, training and extension, transport, AI, animal feed etc (list those applicable	i. Chilling facilities at bulking centers and milk tankers ii. Regular training on clean milk production, animal health, disease control, feeding and all animal husbandry practices. iii. Offering suppliers interest-free loans for livestock infrastructures, equipments and transport facilities. iv. Prompt payments to milk suppliers v. Supplying hay to suppliers during dry seasons at purchase price		
Service provided directly to farmers or through CBEs/	i. Supplying hay to suppliers during dry seasons at purchase price ii. Business skills training		
Level of consultation with farmers and/or CBEs when planning trainings/field days	Some consultation exists on challenges faced by farmers.		
PART H	CHALLENGES		
Major Challenges faced by the processor	Low Milk Intake, Low market share of its product.		
How the challenges are being addressed/ could be addressed	Giving Suppliers embedded services like A.I, Trainings, Exchange tours etc. Reconstituting milk into powder.		

4.4 Buzeki Dairies Ltd.

This processor is located at Molo in Nakuru County and sells the brand Molo Milk. Buzeki Group also owns Kilifi Plantations that sells milk under the brand name Kilifi Gold in the coastal area. Buzeki recently has taken up the management of Limuru milk processors. Products sold by these plants include fresh milk, yoghurt and mala and are sold in the local market and also in Uganda market.

Buzeki Dairy cooling plants and capacity details

COOLING STATION	REGION	CAPACITY (ltr/day)	USED CAPACITY(LTR/DAY)	% used
BUZEKI ELDORET	N.Rift	80,000	50,000	63
BUZEKI KILIFI	Coast	20,000	18,000	90
BUZEKI MOLO	S.Rift	50,000	50,000	100

The milk catchment of Buzeki includes: Nakuru, Laikipia, Nyeri, Eldoret and Nyandarua districts. Its average milk intake is 100,000 litres per day and average price is Ksh 28 per kg.

CBEs Supplying milk to Buzeki Dairies

1.Kitale

Surungai FCS	600
Seum DFCS	300
Kamendi DFCS	500
Surungai FCS	600
Cherengani DFCS	12,000
Kamendi FCS	500
Sub-total	14,500

2.Nairobi

Kiriita D.F.C.S	4,000
Kikuyu DFCS	1,000
Limuru DFCS	18,000
Sub-total	23,000

3.Kericho

Cherobu FCS	11,000
Sot Dairy	8,000
Sub-total	19,000

4.Eldoret

Kabiyet	19,000
Tanykina	18,000
Lelchego	8,300
Chepkorio	500
Metkei	10,000
Sub-total	55,800

5.Nakuru

Mumberes DFCS	2,000
Mogotio DFCS	2,500
Kiplombe DFCS	4,550
Kiptoim DFCS	2,100
Langas DFCS	750
Olunguruoine	15,000
Sub-total	26,900

Buzeki Dairy's milk collection strategy

Buzeki has set cooling plants within its target areas where CBEs supply their milk. It also pays incentive on volumes exceeding 1,000 Litres.

Among the services given to suppliers by Buzeki are AI, animal feeds, trainings and animal health. Buzeki has also been distributing fertilizer to farmers through check off.

Table 9 Buzeki Dairies Ltd.

PART A		PROCESSOR'S CONTACT DETAIL					
Name	BUZEKI DAIRIES LTD						
Manager's Name	Mr. Kirui						
Location	County: Nakuru District: Molo			Location: Molo			
Contacts	Address.			Tel 0713836506		Email/website:	
Legal Structure	Company Ltd						
PART B		PRODUCT AND MARKET					
Product range	Milk, yoghurt & Mala all branded "Molo Milk"						
End Markets	Nairobi, Naivasha, Nakur, Eldoret and MOMBASA						
PART C		INVESTMENT AND GROWTH					
Number of staff	2010:	2011:	2012:				
Volume of milk intake (Kg)	2010:	2011:	2012:	100,000litres/day			
PART D		MILK CATCHMENT					
Milk catchment (County/ Districts)	<input type="checkbox"/> Kiambu County and <input type="checkbox"/> Nyandarau county		<input type="checkbox"/> Kericho County <input type="checkbox"/> Bomet County		<input type="checkbox"/> Nakuru County <input type="checkbox"/> Uasingishu County		
Partnership with development agents/ programmes (/partners names and nature partnership)	N/A						
PART E		COLLECTION STRATEGY					
Pricing (per product)	Current average K.sh 28 based on milk volumes						
Volume Incentive	High based on volumes						
Quality considerations	Incentive for chilling Kshs 1.50 per kg on top of basic price						
Contract modalities with suppliers							
Terms of payments (different suppliers)	Monthly payments.						
PART F		SUPPLIERS					
Number and names, and location of CBEs /farmers groups supplying milk	Surungai FCS	600	Limuru DFCS	18,000	Kiplombe DFCS	4,550	
	Seum DFCS	300	Kabiyet	19,000	Kiptoim DFCS	2,100	
	Kamendi DFCS	500	Tanykina	18,000	Langas DFCS	750	
	Surungai FCS	600	Lelchego	8,300	Olungurooine	15,000	
	Cherengani DFCS	12,000	Chepkorio	500	Cherobu FCS	11,000	
	Kamendi FCS	500	Metkei	10,000	Kericho - Sot Dairy	8,000	
	Kiriita D.F.C.S	4,000	Mumberes DFCS	2,000	Total Lts/Day	139,200	
	Kikuyu DFCS	1,000	Mogotio DFCS	2,500			
Other collection methods: (agents and/or direct sourcing from farmers)	Direct sourcing during dry seasons. Also work with agents						
PART G		SERVICES TO SUPPLIERS					
Services like :chilling plants, grading, field days, training and extension, transport, AI, animal feed etc (list those applicable)	Organizing Field days						
	Training suppliers						
	Training on grading			Soft loans			
	Transport						
Service provided directly to farmers or through CBEs/	Training during producers organized field days						
Level of consultation with farmers and/or CBEs when planning trainings/field days to farmers	Minimal consultation						
PART H		CHALLENGES					
Major Challenges faced by the processor	<input type="checkbox"/> Competition from big processors, other industries, Hawkers <input type="checkbox"/> High transportation costs to Mombasa processing plant <input type="checkbox"/> Late payments by our clients e.g. supermarkets, institutions,						
How the challenges are being addressed/ could be addressed	<input type="checkbox"/> Frequent meetings with members of Kenya Dairy processors Association. <input type="checkbox"/> Offering competitive prices and incentives to suppliers, education, plan to pay farmers on quality <input type="checkbox"/> Plans under way to shift the Kilifi plant to Kiambu County						

4.5 Githunguri Dairy Farmers Cooperative Society

Githunguri Dairy Farmers Cooperative Society is situated at Githunguri town in Kiambu County. It is a farmers' cooperative society where producers are the owners of the processing plant and are 100% involved in the decision-making process.

Its products trade under the name 'FRESHA' and the range of products includes Fresha Fresh, Fresha Mala and Fresha Yoghurt. The average daily milk intake stands at 170,000 litres. Their main product market includes Nairobi, Machakos and Kitengela.

The success of the processor is based on loyalty and services delivered to the members. This is done through soft loans, advances, A.I services, animal feeds, farm inputs and members' check-off consumer shops as well as medical insurance for members and family. Other services include chilling, training, transport, and financial services through SACCO. All these services are decentralized close to the farmers. Members also get an annual bonus based on volumes during AGM.

CBE supplying

The only supplier is Githunguri D.F.C.S.

Milk collection strategy

Collection centers are established at convenient locations, prompt payment and good prices. The processor provides services geared towards promotion of dairy farming e.g., feeds, AI, credits, transport, annual bonus, training and extension amongst others.

Main challenges faced by the plant are lack of autonomy in operations as the Board of Directors are the same ones running the Cooperative Society elected by members. According to the Cooperative Act their tenure is short lived. This challenge is being addressed by educating members on governance and other relevant topics that shall help professional management of the enterprise.

Table 10 Githunguri Dairy Farmers' Cooperative Society

PART A	PROCESSOR'S CONTACT DETAIL
Name	Githunguri DFCS
Manager's Name	General Manager :Mr. Kilonzo
Location	County: Kiambu District: Githunguri Location:Githunguri Town
Contacts	Box 3, Githunguri. Email: freshadairy@fresha.co.ke/-7info@fresha.co.ke Tel: 020-2130885.
Legal Structure	Cooperative
PART B	PRODUCT AND MARKET
Product range	Fresha fresh, Fresha Mala, Fresha yogurt
End Markets	Nairobi, Machakos, Kitengela
PART C	INVESTMENT AND GROWTH (complete those areas you feel you are ok)
Number of staff	2010: 2011:
Volume of milk intake (Kg)	2010: 150,000lts/day 2011: 170,000 lts/day
PART D	CATCHMENT
Milk catchments (County/ Districts)	Githunguri district
Partnership with development agents/ programmes (/partners names and nature partnership)	None
PART E	COLLECTION STRATEGY
Pricing (per product)	Committed to farmers e.g. Oct pay-K.sh 34per Litre
Volume Incentive	During AGMs farmers are rewarded on volumes delivered, stands a chance to be elected as a leader in the Cooperative
Quality considerations	Strict with quality issues
Contract modalities with suppliers	Has one main supplier ,Githunguri D.F.C.S.
Terms of payments (different suppliers)	All are standardised.
PART F	SUPPLIERS
Number and names, and location of CBEs /farmers groups supplying milk	Githunguri Dairy Farmers Cooperative Society 170,000 Lts per day
Other collection methods: (agents and/or direct sourcing from farmers)	None
PART G	SERVICES TO SUPPLIERS
Services like :chilling plants, grading, field days, training and extension, transport, AI, animal feed etc	The cooperative offers services like A.I, Field days, Milk Transport, Animal and Human food, financial services through its dairy Sacco, Chilling, field days, trainings, medical covers
Service provided directly to farmers or through CBEs/	Training farmers and exchange tour
Level of consultation with farmers and/or CBEs when planning trainings/field days to farmers	100%
PART H	CHALLENGES
Major Challenges faced by the processor	Lacks Autonomy in operations as the board of directors are the same ones running the cooperative Society elected by members and according to the cooperative act their tenure is short lived, internal conflicts.
How the challenges are being addressed/ could be addressed	Members Education on Governance and other relevant topics that help support the survival of the firm.

4.6 Lari Dairy Alliance (LDA)

This is an Alliance of 5 farmer cooperatives within Lari district. Lari Dairy Alliance is located at Uplands location and processes products under the trade name 'SUNDALE', comprising of fresh milk, yoghurt, ghee, butter, mala and cream. LDA's other main catchment areas are Nyandarua, Nakuru and Kiambu Counties. LDA is currently under receivership after it was unable to service a loan of over Ksh 100 million (including non-paid interest).

CBEs supplying

The main suppliers were the member cooperatives of Gatamaiyu, Kiriita, Kamahia, Lari and Kinale. Due to governance problems supply from most member cooperatives has ceased.

LDA has the capacity to process 30,000 kgs of milk daily but is currently under receivership and is currently handling only 5,000 litres daily. Their product market is Nairobi, Naivasha, Machakos and the local community. Efforts to turn around this processing plant by various consultants from different development partners could not save the processors from its problems.

Milk collection strategy

Among the services extended to suppliers include: chilling at the factory, animal feeds on check-off system and transport.

Table 11 Lari Dairy Alliance (Sundale)

PART A	PROCESSOR'S CONTACT DETAIL
Name	Lari Dairy Alliance
Manager's Name	Mr. Isaac Mwhia
Location	County: District: Lari Location: Uplands Kiambu
Contacts	Address: Tel. 0728607072 Emails: info@laridairies.com
Legal Structure	Company Ltd
PART B	PRODUCT AND MARKET
Product range	Six products traded as 'Sundale' Fresh, yoghurt, Ghee, Butter, Mala, Cream
End Markets	Nairobi super markets (80%), local stockists, Naivasha and Machakos (20%)
PART C	INVESTMENT AND GROWTH
Number of staff	2010: 60 2011: 31 2012: 20
Volume of milk intake (Kg)	2010: 6,168 2011: 5,000 2012: lts/day
PART D	CATCHMENT
Milk catchment (County/ Districts)	Nyandarua and Nakuru Counties as well as Kiambu County.
Partnership with development agents/ programs (/partners names and nature partnership)	Dairy Stake holders e.g. SNV, land O' Lakes (LOL) and other Companies.
PART E	COLLECTION STRATEGY
Pricing (per product)	Current Kshs27 per litre delivered. Varies with season
Volume Incentive	Quantity bonus, loyalty
Quality considerations	Milk accepted or rejected based on quality
Contract modalities with suppliers	Supply Contracts based on Quality and Quantity. Plans to work with institutions not individuals.
Terms of payments (different suppliers)	Monthly.
PART F	SUPPLIERS
Number and names, and location of CBEs /farmers groups supplying milk	Alliance members of the cooperatives: Gatamaiyu, Kiriita, Lari and Kamahia & others from Nakuru North and Mirangiini districts of Nyandarua County. Total 8,000 lts/day
Other collection methods: (agents and/or direct sourcing from farmers)	Agents and in some few cases individual farmers directly.
PART G	SERVICES TO SUPPLIERS
Services like :chilling plants, grading, field days, training and extension, transport, AI, animal feed etc	Chilling, Animal feeds on check-off System and Transport.
Service provided directly to farmers or through CBEs/	None at the moment
Level of consultation with farmers and/or CBEs when planning trainings/field days to farmers	1)Consultations through alliance CBEs during AGMs, 2) Board members are drawn from alliance members(mainly chairmen), 3) Discusses pricing with suppliers during contracting
PART H	CHALLENGES
Major Challenges faced by the processor	Fluctuations in supply, Quality of raw milk supplied, Seasonality and Competition from Unlicensed dealers. Capacity is 30,000ltrs/day but goes as low as 5,000ltrs/day in 2012. Of late alliance members supply milk to other processors due to LDA offering uncompetitive prices. High interest rates of the loan which has shot from Kshs70M to now close to Kshs100M in 2011.Now under receivership.
How the challenges are being addressed/ could be addressed	Proper Registration and Streamlining dairy sector. Fair competition among traders. Introduce extension services to our farmers among other direct services. Timely payment.

4.7 Brown Cheese Ltd

Brown Cheese is a private cheese-making company situated at Tigoni in Limuru, Kiambu County. It is currently producing 17 cheese varieties. They target high end markets of Mombasa, Nairobi, Naivasha, Nakuru, Nanyuki hotels and leading supermarkets. Brown Cheese also exports its cheeses.

Brown Cheese main milk supply catchment areas are Nyandarua and Kiambu Counties. In the last one year the company has focused more on suppliers from Kinangop.

CBES supplying

The main CBE suppliers include: Karati, Kiriita, Bamboo and Nineveh SGS farmers groups. They are preferred due to their milk quality from natural organic animal feeds. The daily average milk intake is given at 8,000 litres by the manager.

Collection strategy

Brown Cheese offers 1 -3 months contracts and MOUs to its suppliers, however they have managed to create and keep a loyal supply chain. In an effort to address milk quality and quantity especially during dry spells, the firm have expanded the catchments to Kinangop with a plan of establishing a milk collection base at the grass root level.

The major challenges faced by Brown Cheese include supply fluctuations, substandard quality milk, collection logistics and competition from unlicensed processors.

Table 12 Brown Cheese Ltd

PART A		PROCESSOR'S CONTACT DETAIL	
Name	Brown Cheese Ltd- whose products sell by the brand name sun power products		
Manager's Name	Mr. Andrew Brown		
Location	County: Kiambu	District: Lari	Location: Tigoni
Contacts	Address: 41112, Nairobi	Tel: 0728999654	e-mail: astrirling@brownscheese.com Website: www.brownscheese.com
Legal status	Company		
PART B		PRODUCT AND MARKET	
Product range	17 varieties of cheese-all organically prepared including dairy goat products, (eg. gouda, cheddar, feta, ricotta, provolone, mozzarella, cream cheese, mariota etc).Brown's have recently won 7 awards internationally.		
End Markets	Mombasa, Nairobi, Naivasha, Nakuru Nanyuki hotels and supermarkets, mainly uchumi, and export markets		
PART C		INVESTMENT AND GROWTH (complete those areas you feel you are ok)	
Number of staff	2011: 20	2012: 30	
Volume of milk intake (Kg)	2011: 6,500 lts/day	2012: 8,000 lts/day	
PART D		CATCHMENT	
Milk catchment (County/ Districts)	Nyandarua and Kiambu Counties but inclining more towards Kinangop in the last one year now which is based on quality milk from natural feeds.		
Partnership with development agents/ programms (/partners names and nature partnership)	Land O' lakes (LOL) Netherlands (SNV) Kenya dairy Board and Other Companies.		
PART E		COLECTION STRATEGY	
Pricing (per product)	Kshs 36 per litre delivered and kshs28/litre on farm price.		
Volume Incentive	Loyalty, one month to three months Contracts & MOUs for specific periods.		
Quality considerations	Cheeses being very sensitive to quality- Brown's are very keen on quality of milk.		
Contract modalities with suppliers	Supply Contracts based on Quality and Quantity. Plans to work with institutions not individuals.		
Terms of payments (different suppliers)	Monthly.		
PART F		SUPPLIERS	
Number and names, and location of CBEs /farmers groups supplying milk	4 Main Cooperatives from Kinangop area: Karati Dairy farmers Coop Society, Kiriita DFCS, Bamboo Forest FCS, Nineva-Muti-ini SHG among others.		
Other collection methods: (agents and/or direct sourcing from farmers)	None		
PART G		SERVICES T O SUPPLIERS	
Services like :chilling plants, grading, field days, training and extension, transport, AI, animal feed etc	The Brown's are cheese experts and rely on Public and Private Service providers for extension services		
Service provided directly to farmers or through CBEs/	None		
Level of consultation with farmers and/or CBEs when planning trainings/field days	N/A		
PART H		CHALLENGES	
Major Challenges faced by the processor	Fluctuations in supply, Quality of raw milk supplied, Transport of collecting milk. Seasonality Competition from Unlicensed dealers.		
How the challenges are being addressed/ could be addressed	Offering competitive prices above giant processors for consistent milk supply. Short term contracts thus giving suppliers timely review of prices in case of any changes in the market. Plans to offer a competitive fixed price during draughts and wet glut.		

4.8 RAKA Milk Processors Ltd

Raka Milk Processors Ltd is situated at Nyeri town within Nyeri County. It commenced making cheese in 2001. Its main catchment area is Nyeri County. Its average daily milk intake is 10,000 litres. Raka cheeses are sold by the leading supermarkets in Kenya.

Raka collects chilled raw milk from suppliers and their buying price depends on volumes, season and quality. The main supplier of Raka is Wakulima Dairy Farmers Cooperative based at Mukurwe-ini in Nyeri county. Normal payment schedule to the supplier is monthly.

Table 13 RAKA Dairy Ltd

PART A		PROCESSOR'S CONTACT DETAIL	
Name	Raka Milk Processors Ltd		
Manager's Name	Nyeri Highlands.		
Location	County: Nyeri	District: Nyeri Central	Location: Nyeri town
Contacts	Address: 1182-10100 Nyeri	Tel: 0721413775	Email: : raka@raka-ke.com website:www.rakacheese.com
Legal Structure	Company Ltd		
PART B		PRODUCT AND MARKET	
Product range	A range of different Cheese varieties and Creams.		
End Markets	Local restaurants, super markets, leading stores and individuals.		
PART C		INVESTMENT AND GROWTH	
Number of staff	2010: 16	2011: 21	2012: 4
Volume of milk intake (Kg)	2010:	2011: 8,000litres/day	2012: 10,000kg/day
PART D		CATCHMENT AREA	
Milk catchment (County/ Districts)	Nyeri County- Mukurwe-ini		
Partnership with development agents/ programmes (/partners names and nature partnership)			
PART E		COLLECTION STRATEGY	
Pricing (per product)	Average K.sh 28 - Vary depending with season		
Volume Incentive	N/A		
Quality considerations	Intake based on quality		
Contract modalities with suppliers	Supply Contracts based on Quality and Quantity.		
Terms of payments (different suppliers)	Monthly.		
PART F		SUPPLIERS	
Number and names, and location of CBEs /farmers groups supplying milk	Nyeri	MUKURWEINI FCS	7,000 Kgs/Day
		Sub-total	7,000 Kgs/Day
Other collection methods: (agents and/or direct sourcing from farmers)	Direct sourcing.		
PART G		SERVICES TO SUPPLIERS	
Services like :chilling plants, grading, field days, training and extension, transport, AI, animal feed etc (list those applicable)	Collects chilled raw milk from supplier.		
Service provided directly to farmers or through CBEs/	N/A		
Level of consultation with farmers and/or CBEs when planning trainings/field days to farmers	N/A		
PART H		CHALLENGES	
Major Challenges faced by the processor	None currently, But would wish to expand market both local and Export.		
How the challenges are being addressed/ could be addressed	Increasing processing capacity.		

4.9 Happy Cow Ltd

Happy Cow is a family company that was started in 1990. This processor is based in Nakuru town and specializes in cheeses and yoghurt. The main market of their product is formed by hotels, restaurants and the main supermarket chains in Kenyan. Happy Cow also exports cheeses to Uganda and Tanzania. Happy Cow has attained ISO certification early this year.

Happy Cow sources milk from Nakuru and Nyandarua catchments mainly through small scale dairy traders and CBEs where they have managed to build loyalty. The average milk intake is 8,000 litres/day and payment for raw milk is between Ksh. 30-35 depending on the season. The service they offer to their suppliers is training suppliers on milk quality. Challenges include competition from other processors, other industries and hawkers.

4.10 Eldoville Farm

This is a private company that is located in Nairobi - Karen area. It started as a dairy farm supplying raw milk to institutions and neighbours before going to value addition. At present, Eldoville Farm produces 12 flavours of yoghurt, cream, butter and 7 types of cheeses and makes pure fruit juices. Its product is supplied to five star hotels in Nairobi tourist lodges, international institutions, airlines and caterers like Nairobi Airport Services (NAS). Eldoville Farm has a branch in Mombasa and also exports its products to Kampala, Uganda, Kigali and Rwanda.

Its main catchment areas are Kiambu County, Murang'a and Nyeri as well as its own medium scale dairy farm. The daily milk intake is 5,000 litres at the average price of Ks 32. Their pricing is based mainly on quality. Eldoville was HACCP certified in February 2008 and ISO 22000-2005 certified in January 2011.

Table 15 Eldoville Farm

PART A		PROCESSOR'S CONTACT DETAIL	
Name	Eldoville Farm		
Manager's Name	Lucy W. Karugga		
Location	County: Nairobi	District: Langata	Location: Karen
Contacts	Address:24390-00502, Nbi	Tel. 0723279627	Email: lucy@eldoville.co.ke
Legal Structure	Family Enterprise company Ltd		
PART B		PRODUCT AND MARKET	
Product range	Fresh fruit juices and 12 flavours of yoghurt, cream, mini salted and unsalted butter and 7 types of cheeses.		
End Markets	5 star hotels in Nairobi, and Mombasa, top tourist lodges, leading hotels, international institutions, airline caterers, NAS and major super markets. Products exported to East African Cities of Kampala, Rwanda and Kigali.		
PART C		INVESTMENT AND GROWTH	
Number of staff	2010:	2011:	
Volume of milk intake (Kg)	2010:	2011:	3,000 lts/day
PART D		CATCHMENT AREAS	
Milk catchment (County/ Districts)	Kiambu county, Murang'a and Nyeri. Some milk also comes from their farm. This is also the same with fruits		
Partnership with development agents/ programmes (/partners names and nature partnership)	Contracted agents for fruits supply from Nyeri, Embu and other fruit growing part of the country		
PART E		COLLECTION STRATEGY	
Pricing (per product)	Average K.sh 32/kg - Based on quality and seasons		
Volume Incentive	Under consideration		
Quality considerations	Takes milk based on quality		
Contract modalities with suppliers	Contracted agents		
Terms of payments (different suppliers)	As per each agreement states		
PART F		SUPPLIERS	
Number and names, and location of CBEs /farmers groups supplying milk	Nairobi	Kikuyu DFCS	2,000
		Kiambaa FDCS	1,600
		Sub-total	3,600
Other collection methods: (agents and/or direct sourcing from farmers)	N/A		
PART G		SERVICES TO SUPPLIERS	
Services like :chilling plants, grading, field days, training and extension, transport, AI, animal feed etc (list those applicable)	N/A		
Service provided directly to farmers or through CBEs/	N/A		
Level of consultation with farmers and/or CBEs when planning trainings/field days to farmers	N/A		
PART H		CHALLENGES	
Major Challenges faced by the processor	Quality challenges on milk, fruits seasonality, meeting customer demands		
How the challenges are being addressed/ could be addressed	Contracting individuals with irrigation facilities, incentives for suppliers of milk. The company operates a 24 hrs to meet customer demands and sustain supply while maintaining international quality requirements		

4.11 Wamwam Dairy Processors Ltd (former Crown)

Wamwam Dairy Processors Ltd was established in 2010 at Uplands, Lari district of Kiambu County as a limited private company. Its catchment area is mainly south Nyandarua, Kinangop, Kipipiri and Kinale. Two years ago Wamwam took over from the former Crown Dairy Ltd. It is currently processing fresh milk that is branded "ALPHA" which is distributed in the Naivasha and Nairobi markets. Wamwam is currently processing an average of 6,000 litres a day.

The buying price of raw milk from the suppliers is dependent on volumes and quality. Institutional suppliers are given contracts based on quantity and quality of their milk. The normal payment schedule is monthly.

Among the services extended to suppliers include chilling and transport. The major challenges faced by the factory are bad infrastructure, cooperation and poor quality.

Table 16 Wamwam Dairy Processors Ltd (former Crown)

PART A		PROCESSOR'S CONTACT DETAIL	
Name	Wamwam Dairy Processors Ltd		
Manager's Name	Mr. Mutahi		
Location	County: Kiambu	District: Lari	Location: Uplands
Contacts	Address	Tel. 0729687793	website:
Legal Structure	Company Ltd		
PART B		PRODUCT AND MARKET	
Product range	Fresh milk after chilling is exported to Nairobi and processed into UHT, Pasteurized milk, yoghurt, butter, ghee, and milk powder in the DAIMA TRADE MARK		
End Markets	Largest market is Uganda with 70% share , Tanzania, Rwanda, Kenya DRC Congo		
PART C		INVESTMENT AND GROWTH	
Number of staff	2011: 8	2012: 12	
Volume of milk intake (Kg)	2011: 947,340 liters(6months)	2012: 6,000litres/day	
PART D		CATCHMENT AREA	
Milk catchment (County/ Districts)	Nyandarua and Nakuru Counties. Mainly South Nyandarua, Kinangop and Kipipiri, and Kinale		
Partnership with development agents/ programmes (/partners names and nature partnership)	Kenya Dairy Board, MOLD, and other development partners like feed manufacturers		
PART E		COLLECTION STRATEGY	
Pricing (per product)	Kshs26 per litre delivered.		
Volume Incentive	Volume bonus loyalty		
Quality considerations	Quality bonus		
Contract modalities with suppliers	On monthly basis		
Terms of payments (different suppliers)	End month		
PART F		SUPPLIERS	
Number and names, and location of CBEs /farmers groups supplying milk	Producers and agents contracted		
Other collection methods: (agents and/or direct sourcing from farmers)	N/A		
PART G		SERVICES T O SUPPLIERS	
Services like :chilling plants, grading, field days, training and extension, transport, AI, animal feed etc (list those applicable)	Transporting/chilling		
Service provided directly to farmers or through CBEs/	N/A		
Level of consultation with farmers and/or CBEs when planning trainings/field days to farmers	N/A		
PART H		CHALLENGES	
Major Challenges faced by the processor	Bad infrastructure, cooperation and poor quality		
How the challenges are being addressed/ could be addressed	Better services to producers.		

4.12 Palm House Dairies

Palm House Dairies is a private limited company situated in Githunguri within the Kiambu County. It produces products under the palm brand as follows Palm Fresh, Palm Yoghurt and Palm Mala that are sold at Nairobi and its environs. It supplies mainly institutions where it apparently found a profitable niche market.

This processor is among the new ones in the market. Currently, it processes 10,000 litres a day and pays a competitive price of Ksh. 33 per kg. Its main catchment area is Githunguri district, Kagwe and Kamahia areas.

The only service extended to suppliers is animal feeds on credit to suppliers. Major challenge faced by the factory is low milk intake and low market share of its products.

Table 17 Palm House Dairies

PART A	PROCESSOR'S CONTACT DETAIL
Name	<i>Palm House Dairies</i>
Manager's Name	<i>Josephat Mwangi</i>
Location	<i>County: Kiambu District: Githunguri Location: Githunguri</i>
Contacts	<i>Address: P. O. Tel.0721970928 Email:info@palmhousedairies.com Box 10001-00400 Nairobi website:</i>
Legal Structure	<i>Private Limited Company.</i>
PART B	PRODUCT AND MARKET
Product range	<i>Palm fresh, Palm yoghurt, Palm Mala</i>
End Markets	<i>Nairobi and its environs</i>
PART C	INVESTMENT AND GROWTH
Number of staff	<i>2010: 2011:</i>
Volume of milk intake (Kg)	<i>2010: 8,000litre/day 2011: 10,000litre/day</i>
PART D	CATCHMENT
Milk catchments (County/ Districts)	<i>Githunguri district</i>
Partnership with development agents/ programmes (/partners names and nature partnership)	<i>None</i>
PART E	COLLECTION STRATEGY
Pricing (per product)	<i>October Payment Ksh 33per Litre</i>
Volume Incentive	<i>None</i>
Quality considerations	<i>Consideration at the intake</i>
Contract modalities with suppliers	<i>Registration of suppliers who supplies as the milk is available No binding supply-payment Agreements.</i>
Terms of payments (different suppliers)	<i>All are standardized</i>
PART F	SUPPLIERS
Number and names, and location of CBEs /farmers groups supplying milk	<i>Farmers from Kamburu Location, Kagwe Location, Gitiha location and Githunguri township.</i>
Other collection methods: (agents and/or direct sourcing from farmers)	<i>4 Locations -Direct Sourcing from farmers.</i>
PART G	SERVICES T O SUPPLIERS
Services like :Chilling plants, grading, field days, training and extension, transport, AI, animal feed etc (list those applicable)	<i>Animal feeds on credit to suppliers</i>
Service provided directly to farmers or through CBEs/	<i>None</i>
Level of consultation with farmers and/or CBEs when planning trainings/field days to farmers	<i>Very Minimal</i>
PART H	CHALLENGES
Major Challenges faced by the processor	<i>Low Milk Intake, Low market share of its products</i>
How the challenges are being addressed/ could be addressed	<i>Giving Suppliers embedded services like A.I,Trainings,Exchange tours etc.</i>

4.13 Kinyagi Foods

This company is located at Kwa Maiko location of Githunguri district in Kiambu County. Its milk catchment areas are Githunguri and Gatundu North constituencies. Its products trade by the name 'HIGHLIFE' and are sold in the low income areas within Nairobi and its environs. It buys at an average of Ksh. 32 per litre and processes an average of 10,000 litres/day. Its base of suppliers are about 780 individual farmers from Kiambu county and Muranga. Kinyagi does not have binding supply contracts.

Services offered to suppliers include animal feed and gives advance on milk Payments. Challenges faced are low milk intake, low market share of its product and limited working capital.

Table 18 Kinyagi Foods

PART A	PROCESSOR'S CONTACT DETAIL
Name	Kinyagi Foods.
Manager's Name	Mrs Terresiah Kangethe
Location	County: Kiambu District: Githunguri Location: Kwa Maiko
Contacts	Address Tel. 0725525816 Email /website:
Legal Structure	Private Limited Company.(Director-Minority Share Holders-Operations Manager-factory manager-Departments).
PART B	PRODUCT AND MARKET
Product range	Highlife Fresh
End Markets	Nairobi and its environs
PART C	INVESTMENT AND GROWTH
Number of staff	2010: 2011:
Volume of milk intake (Kg)	2010: 8,000litre/day 2011: 10,000litre/day
PART D	CATCHMENT
Milk catchments (County/ Districts)	Githunguri and Gatundu North Districts
Partnership with development agents/ programmes (/partners names and nature partnership)	None so far.
PART E	COLLECTION STRATEGY
Pricing (per product)	Sep payment Ksh 32per Lit
Volume Incentive	None
Quality considerations	Normal Milk quality checks on pathogens and density on delivery before acceptance.
Contract modalities with suppliers.	Registration of suppliers to supply milk is available No binding supply-payment Agreements.
Terms of payments (different suppliers).	All are standardized
PART F	SUPPLIERS
Number and names, and location of CBEs /farmers groups supplying milk	Have 780 individual Active suppliers spread across the county.
Other collection methods: (agents and/or direct sourcing from farmers)	Direct Sourcing from Farmers.
PART G	SERVICES TO SUPPLIERS
Services like :Chilling plants, grading, field days, training and extension, transport, AI, animal feed etc (list those applicable	Animal feeds on credit to suppliers
Service provided directly to farmers or through CBEs/	Stores-animal feed Supply, Advance on Milk Payments.
Level of consultation with farmers and/or CBEs when planning trainings/field days to farmers.	Minimal
PART H	CHALLENGES
Major Challenges faced by the processor	Low Milk Intake, Low market share of its product and hence little working capital.
How the challenges are being addressed/ could be addressed	Allowing more farmers to own shares ,Giving Suppliers embedded services like A.I, Trainings, Exchange tours etc.

4.14 Limuru Dairies Ltd

Limuru Dairy Ltd is situated at Limuru town within Kiambu County. The processing plant is owned by Limuru Dairy Farmers' Co-operative Society.

Its products are fresh milk, cultured and cream sold at Nairobi. LDL also gives services of pasteurising milk for other interested traders at Ksh. 7/litre. Among the services given to farmers include training, AI, feeds and veterinary services

Challenges include lack of milk supply and low confidence from shareholders (farmers). These challenges are discouraging farmers from increasing production and selling milk to the processing plant. As a result the business has not been able to meet financial obligations falling due. In the last couple of month the processor has been working with Buzeki in a n agreement that has seen Buzeki collect milk through the Limuru Milk processors Ltd plant in Limuru.

Table 19 Limuru Dairies Ltd

PART A	PROCESSOR'S CONTACT DETAIL
Name	Limuru Dairy
Manager's Name	Stephen N.Kibatha -General Manager
Location	County: Kiambu District: Kiambu west Location: Limuru Town
Contacts	Address: 563 Tel: 0712072789 00217 Email: info@limurufresh.co.ke
Legal Structure	Dairy Farmers Cooperative Society
PART B	PRODUCT AND MARKET
Product range	Fresh, Cultured and Cream products.
End Markets	Nairobi and its environs
PART C	INVESTMENT AND GROWTH
Number of staff	2010: 1,480 2011: 1,530
Volume of milk intake (Kg)	2010: 1,500Litres/day 2011: 1,100Litres/day
PART D	CATCHMENT
Milk catchments (County/ Districts)	Their main Supply comes from Limuru Dairy Farmer's co-op Society.
Partnership with development agents/ programmes (/partners names and nature partnership)	KDSCP
PART E	COLLECTION STRATEGY
Pricing (per product)	October Payment to farmers Ksh 34 per Litre
Volume Incentive	N/A
Quality considerations	Tests Done at Collection and bulking centers.
Contract modalities with suppliers	Their main Supply comes from Limuru Dairy Farmer's co-op Society.
Terms of payments (different suppliers)	Monthly
PART F	SUPPLIERS
Number and names, and location of CBEs /farmers groups supplying milk	Limuru Dairy farmers coop, Thanduka S.H.Group
Other collection methods: (agents and/or direct sourcing from farmers)	None
PART G	SERVICES TO SUPPLIERS
Services like :Chilling plants, grading, field days, training and extension, transport, AI, animal feed etc (list those applicable)	Pasteurises Milk for other interested traders @7/litre
Service provided directly to farmers or through CBEs/	Trainings, AI, Feeds, Vet Services
Level of consultation with farmers and/or CBEs when planning trainings/field days to farmers	As the plant is owned by dairy farmers from the cooperative consultation is almost 100% This is done mostly during AGMs
PART H	CHALLENGES
Major Challenges faced by the processor	Lack of milk supply, Low confidence from share holders (farmers).
How the challenges are being addressed/ could be addressed	Procure More funding internally by floating Shares to members

4.15 Kinangop Dairy Ltd

This processing plant is situated at Ndunyu Njeru location of Kinangop District of Nyandarua County. It started operation in 2010 and is owned by members of the Muki Dairy Farmers' Cooperative Society and individual shareholders.

KDL is a modern well equipped dairy processor. Its main products are fresh milk, ghee, butter and cream. Kinangop Dairy has recently invested in a semi-automated yoghurt line and has plans to invest in UHT processing.

Most of its milk supply is provided by Muki DFCS and some milk is collected from KDL's "own" farmers. KDL's milk intake is on average 40,000 litres daily at an average price of Ksh. 27 per litre. It has a processing capacity of 80,000 litres.

Services offered to suppliers by KDL include chilling, animal feeds on check-off system, transport, among others. But through Muki DFCS a whole range of other services are provided.

The major challenges faced by KDL include excess production capacity owing to lack of market and fluctuations in raw milk supply chain.

Table 20 Kinangop Dairy Ltd

PART A	PROCESSOR'S CONTACT DETAIL			
Name	Kinangop Dairy Ltd			
Manager's Name	Mr. Wycliffe Kihumba-0717368328			
Location	County: Nyandarua	District: Kinangop	Location: Ndunyu Njeru	
Contacts	Address:	Tel.050-50515	kinangopdairy@yahoo.com	
Legal Structure	Company Ltd			
PART B	PRODUCT AND MARKET			
Product range	Fresh milk but plans to produce more dairy products			
End Markets	Nairobi: fresh milk transported to Naivasha, Nairobi and Nyahururu.			
PART C	INVESTMENT AND GROWTH			
Number of staff	2010: 20	2011: 20	2012: 11	
Volume of milk intake (Kg)	2010: 22,555/ day	2011: 30,580/day	2012:38,000/day	
PART D	CATCHMENT			
Milk catchment (County/ Districts)	Nyandarua and Nakuru Counties. Mainly South Nyandarua, Kinangop and Kipipiri districts			
Partnership with development agents/ programmes (/partners names and nature partnership)	Dairy Stakeholders e.g, Genetics Marketing companies, Feed manufacturers, Agro chemical, LOL, SNV and EADD.			
PART E	COLLECTION STRATEGY			
Pricing (per product)	Average Kshs 27 per litre delivered.			
Volume Incentive	Quantity bonus, loyalty, MOUs for specific periods,			
Quality considerations	Milk accepted or taken based on quality at the farm level			
Contract modalities with suppliers	Supply Contracts based on Quality and Quantity. Plans to work with institutions not individuals.			
Terms of payments (different suppliers)	Monthly.			
PART F	SUPPLIERS			
Number and names, and location of CBEs /farmers groups supplying milk	Mainly from Muki Dairies Farmers cooperative members and in addition several self-help producer groups.			
Other collection methods: (agents and/or direct sourcing from farmers)	Agents and in some few cases Farmers directly.			
PART G	SERVICES TO SUPPLIERS			
Services like :chilling plants, grading, field days, training and extension, transport, AI, animal feed etc (list those applicable)	Chilling, Animal feeds on check-off System and Transport.			
Service provided directly to farmers or through CBEs/	Inputs such as dairy feeds, cattle registration, I.A. and clinical services, credit facilities extension through Livestock Farmers school (LFFS) and Field days.			
Level of consultation with farmers and/or CBEs when planning trainings/field days to farmers	Consultations through CBEs and some directly to farmers during field days and farm visits. Muki farmers' members give their input during special AGM and AGs.			
PART H	CHALLENGES			
Major Challenges faced by the processor	Fluctuations in supply, Quality of raw milk supplied, Transport of collecting milk. Seasonality Competition from Unlicensed dealers. KDL has a capacity to process 40,000litres/day but doing 20,000litres.Sells close to 20,000litres/day raw milk to NKCC Naivasha depot and 10,000litres to Brookside.			
How the challenges are being addressed/ could be addressed	Proper Registration and Streamlining dairy sector. Fair competition among traders. Strengthen extension services to farmers among other direct services. Plans under way to carry out a study on the potential of milk in her catchment to curb shortage during dry month. Produce more products under way.			

4.16 Kericho Farmers Milk Processors Ltd

This farmers' group led processor is located in Motobo location of Kericho County. Its products range from fresh milk to yoghurt. Its catchment area is Kipchimchim, Matobo, Bomet and Chebole. It is buying raw milk from over 300 individual suppliers at prices ranging between Ksh 30-35 based on volumes and quality. Institutional suppliers are given short and long term contracts based on quantity and quality of their milk. The normal payment schedule is monthly in arrears.

Among the services extended to suppliers are training in conjunction with Ministry of Cooperatives and the Ministry of Livestock Development and facilitation of trainings in collaboration with financial institutions on acquiring loans/credit facilities.

The major challenges faced by the factory include inadequate supply of raw milk. This has led to short-term closure of this milk processing plant.

Table 21 Kericho Farmers Milk Processors

PART A	PROCESSOR'S CONTACT DETAIL		
Name	Kericho Farmers Milk Processors Ltd		
Manager's Name	John Rono		
Location	District: Kericho	Location MOTOBO	
Contacts	Address: P O Box	Tel: 0731512820	Email/website: N/A
Legal Structure	Farmers Group		
PART B	PRODUCT AND MARKET		
Product range	Fresh Milk, Yoghurt		
End Markets	Supermarkets & Retail Shops		
PART C	INVESTMENT AND GROWTH		
Number of staff	2011:	2012:	
Volume of milk intake (Kg)	2011:	2012:	1,000lts/day
PART D	CATCHMENT		
Milk catchment (County/ Districts)	Kipchimchim, Matobo, Bomet, Chebole		
Partnership with development agents/ programmes (/partners names and nature partnership)	N/A		
PART E	COLLECTION STRATEGY		
Pricing (per product)	Average kshs27/kg		
Volume Incentive	1,000 Kgs		
Quality considerations	Put it under test at the laboratory		
Contract modalities with suppliers	Long term & short term		
Terms of payments (different suppliers)	Monthly		
PART F	SUPPLIERS		
Number and names, and location of CBEs /farmers groups supplying milk	300 individual farmers		
Other collection methods: (agents and/or direct sourcing from farmers)	Direct collection from the farmers		
PART G	SERVICES TO SUPPLIERS		
Services like :chilling plants, grading, field days, training and extension, transport, AI, animal feed etc (list those applicable)	<p>Training in conjunction to ministry of co-operative development and livestock.</p> <p>Facilitate trainings in collaboration with financial institutions on acquiring loans/ credit facilities.</p> <p>Farmers who live far the company provide transportation of milk from their farms to the processor.</p>		
Service provided directly to farmers or through CBEs/	Trainings		
Level of consultation with farmers and/or CBEs when planning trainings/field days to farmers	High Level of consultation		
PART H	CHALLENGES		
Major Challenges faced by the processor	<p>Inadequate supply of raw milk competition</p> <p>Nb- this has led to short-term closure of this milk processing plant</p>		
How the challenges are being addressed/ could be addressed	<p>Reaching out to the distant farmers</p> <p>Improve pricing strategy</p>		

4.17 Meru Central Dairy Cooperative Union Ltd

Meru Central Dairy Cooperative Union is the only milk processing plant in Eastern province of Kenya and produces products branded "MOUNT KENYA".

The plant is owned by 40 farmers' cooperative societies and self-help groups in the Mount Kenya region. The cooperative was started by farmers in 1967 as a means of bulking and marketing their dairy products. In 1978, a semi manual milk processing operation was initiated. In 1982, the factory installed a UHT processing technology with a capacity of 20,000 kg daily which was expanded to 50,000 kg capacity per day.

It is currently processing an average of 30,000 per day and pays an average of Ksh 30 per kg. Its main raw milk catchment areas are Meru County and the Mount Kenya Region. The processor has recently acquired a new UHT line.

The services extended to suppliers are amongst others AI and chilling.

Table 22 Meru Central Dairy Cooperative Union

PART A	PROCESSOR'S CONTACT DETAIL
Name	Meru Central Dairy Co-Op Union Ltd
Manager's Name	Kenneth Gitonga, Mobile: 0722136444
Location	County: Meru District: Meru Location: Central
Contacts	Address: P O Box 2919 Meru Tel.064 30081,30082, Email:maziwa@dairy.mcfcu.co.ke 60200
Legal Structure	Company Ltd
PART B	PRODUCT AND MARKET
Product range	Mount Kenya Milk products brand: UHT, yoghurt, butter, pasteurized milk, lala, ghee, cream
End Markets	Various markets and regions in Kenyan major cities/towns
PART C	INVESTMENT AND GROWTH
Number of staff	2011: 2012:
Volume of milk intake (Kg)	2011: 25,000litre/day 2012: 31,120litre/day
PART D	CATCHMENT AREAS
Milk catchment (County/ Districts)	Meru region and mount Kenya region
Partnership with development agents/ programmes (/partners names and nature partnership)	ESADA, KDB
PART E	COLLECTION STRATEGY
Pricing (per product)	30/= per kg of raw milk
Volume Incentive	1/= on top of basic price per range of volume
Quality considerations	Incentive for chilling Kshs 1.50 per kg on top of basic price
Contract modalities with suppliers	As per supplier and volumes.
Terms of payments (different suppliers)	Monthly payment
PART F	SUPPLIERS
Number and names, and location of CBEs /farmers groups supplying milk	53 CBEs from the Mount Kenya region supplying a total of 31,120 kgs/day. The major suppliers are Kithurune, Nkuene Dairy Cooperative, Kanyakine and Katheri ,Uruko,Naari,Githongo and Dairy cooperatives
PART G	SERVICES TO SUPPLIERS
Services like :chilling plants, grading, field days, training and extension, transport, AI, animal feed etc (list those applicable)	A.I and extension services, Installation of coolers to members cooperatives to reduce wastage, Computerization of the system up to farm level, Provision of farm inputs to members
Service provided directly to farmers or through CBEs/	Some direct the farmers and some through CBEs
Level of consultation with farmers and/or CBEs when planning trainings/field days to farmers	Farmers and CBEs are consulted during AGMs on service delivery and any other major decision
PART H	CHALLENGES
Major Challenges faced by the processor	Competition from other processors, other industries, Hawkers
How the challenges are being addressed/ could be addressed	Offering competitive prices and incentives to suppliers, education ,plan to pay farmers on quality, Building trust in partners and our customers, Installation of modern processing facilities, Complete computerization of the systems up to farmer level \target export market for product

4.18 Afrodane Industries Ltd

This is a private company that processes milk and milk products branded “AFYA”. It is located in Kinale in Lari District of Kiambu County. Its raw milk catchments are Kinangop, Kiambu and Murang’a Counties. It’s average daily milk intake 12,000 kg at a price of Ks 28 a kg. The services offered to farmers include organizing Field days, Training on grading, Transport, Training suppliers and Soft loans.

The major challenges are stiff competition from giant processors as well as milk traders.

Table 23 Afrodane Industries Ltd

PART A	PROCESSOR'S CONTACT DETAIL		
Name	Afrodane Industries Ltd		
Manager's Name	Eric Njau		
Location	County: Kiambu	District: Lari	Location: Kinale Forest
Contacts	Address: P.O. Box 46336,00100 Nbi	Tel. 050 50537, Tel:0722326418	Email/ website
Legal Structure	Company Ltd		
PART B	PRODUCT AND MARKET		
Product range	Milk, yoghurt & Lala all branded "Afya"		
End Markets	Nairobi, Naivasha and Nakuru.		
PART C	INVESTMENT AND GROWTH		
Number of staff	2010: 70	2011: 86	2012:
Volume of milk intake (Kg)	2010: 14,877 kgs/day	2011: 18,329 lts/day	2012:
PART D	MILK CATCHMENT		
Milk catchment (County/ Districts)	<input type="checkbox"/> Kiambu County, Nyandarau county, and <input type="checkbox"/> Muranga County		
Partnership with development agents/ programmes (/partners names and nature partnership)	Land O Lakes Kinangop milkshed Gatamaiyu Dairy Farmers Cooperative-Packaging Business		
PART E	COLLECTION STRATEGY		
Pricing (per product)	Current average K.sh 28/kg - Good pricing/competitive price		
Volume Incentive	High based on volumes		
Quality considerations	Incentive for chilling Kshs 1.50 per kg on top of basic price		
Contract modalities with suppliers			
Terms of payments (different suppliers)	Monthly payment, or twice in a month. Minimum milk to be supplied		
PART F	SUPPLIERS		
Number and names, and location of CBEs /farmers groups supplying milk	<input type="checkbox"/> Mwihoti Dairy SHG 8,000litres daily <input type="checkbox"/> Kitiri Dairy and Investment FCS (1,000ltrs/day) <input type="checkbox"/> Tulaga Farmers C S (4,000ltrs daily)	<input type="checkbox"/> Gatamaiyu Dairy FCS <input type="checkbox"/> Local farmers <input type="checkbox"/> Individual suppliers <input type="checkbox"/> (Totals 10,000-20,000litres/day)	
Other collection methods: (agents and/or direct sourcing farmers)	Direct sourcing during dry seasons		
PART G	SERVICES TO SUPPLIERS		
Services like :chilling plants, grading, field days, training and extension, transport, AI, animal feed etc (list those applicable)	Organizing Field days Transport Soft loans	Training on grading Training suppliers	
Service provided directly to farmers or through CBEs/	Training during producers organized field days		
Level of consultation with farmers CBEs in planning fielddays/training	Minimal consultation		
PART H	CHALLENGES		
Major Challenges faced by the processor	<input type="checkbox"/> Competition from big processors, other industries, Hawkers <input type="checkbox"/> Late payments by our clients eg super markets, institutions.		
How the challenges are being addressed/ could be addressed	<input type="checkbox"/> Frequent meetings with members of Kenya Dairy processors Association. <input type="checkbox"/> Offering competitive prices and incentives to suppliers, education ,plan to pay farmers on quality <input type="checkbox"/> KDB to control illegal informal milk markets		

4.19 Bio Foods Limited

Bio Foods Ltd was established in 1990 in a farm house situated in Langata-Nairobi. In 2009, the company completed its fourth relocation when it put up a modern multifaceted production facility off Mombasa road next to the Sameer Park EPZ and a distribution center in Mombasa, Kenya.

Its main products are creams, yoghurt, jam, honey, desserts, sauces, fruits, flavored milk etc. The products are acknowledged for their high quality and taste and mainly find their way through the high end market and main supermarket chains. Bio Foods also exports to neighboring countries.

Bio Foods sources its milk mainly from a few large scale dairy farms, but has also started sourcing high quality milk from processors like Kinangop Dairy Ltd.

It has adopted a pricing policy for the procurement of milk based strictly on quality parameters, applying bonuses and penalties and is known to pay the highest producer prices for good quality milk in East Africa. The company follows HACCP procedures and is a member of KAM, KEPISA, KEBS, EAN and FKE.

To enhance the quality of delivered raw milk, Bio Foods provides training and instructions to their suppliers and requires consistent feedback, especially from the new suppliers, who provide the greatest quality challenge.

Innovation and consistency in quality has led to steady growth and has made the company market leaders in the production of functional dairy foods.

Table 24 Bio Foods Ltd

PART A		PROCESSOR'S CONTACT DETAIL	
Name	Bio Foods Ltd		
Manager's Name			
Location	Nairobi	Langata Location	
Contacts	Address-PO-box-27623,KE-00506, Fax: +254 20 350 3591 - 2 Tel +254 203503595-8 Email: sales@biofoods.co.ke		
Legal Status	Limited company		
PART B		PRODUCT AND MARKET	
Product range	Creams Fresh milk, yoghurt, jam, honey, desserts ,sauces, fruits, flavored milk etc		
End Markets	Nairobi and Mombasa		
PART C		INVESTMENT AND GROWTH	
Number of staff	2010:	2011:	2012:
Volume of milk intake (Kg)	2010:	2011: 3,360lts/day	2012:
PART D		CATCHMENT AREA	
Milk catchment (County/ Districts)	National level depending on where the contracted supplier is based.		
Partnership with development agents/ programmes (/partners names and nature partnership)	None/no joint ventures with any foreign organization		
PART E		COLLECTION STRATEGY	
Pricing (per product)	Based on quality		
Volume Incentive	Payment is based on quality of the supplies		
Quality considerations	Production process is guided by the principles of HACCP (Hazard analysis of critical control points). Finished products are tested in accordance with our strict criteria. The in-house quality assurance team also keeps a check on personnel hygiene. In addition to testing raw materials, the laboratory is also responsible to test finished products		
Contract modalities with suppliers	Normal contacts with raw material specifications and quality standards		
Terms of payments (different suppliers)	Strictly on quality parameters applying bonuses and penalties		
PART F		SUPPLIERS	
Number and names, and location of CBEs /farmers groups supplying milk	Data not available based on business policies		
Other collection methods: (agents and/or direct sourcing from farmers)	Those contracted deliver to the processor		
PART G		SERVICES TO SUPPLIERS	
Services like :chilling plants, grading, field days, training and extension, transport, AI, animal feed etc (list those applicable)	N/A		
Service provided directly to farmers or through CBEs/	N/A		
Level of consultation with farmers and/or CBEs when planning trainings/field days to farmers	Training and instructions given to suppliers and consistent feedback		
PART H		CHALLENGES	
Major Challenges faced by the processor	Quality challenges with new suppliers		
How the challenges are being addressed/ could be addressed	Frequent feedback and trainings/instructions		

4.20 Moi's Bridge Dairies Ltd

This is a private company involved in milk collection and processing as a cottage industry. Pasteurization is done through indirect heating of the milk in a hot water bath.

The company is based in Eldoret and started in 1992. It works with a supply chain of 3,000 farmers who supply between 15,000-30,000 litres of raw milk on daily basis.

Suppliers of raw milk are paid incentives according to volumes at the end of every calendar month. Moi's Bridge Dairies offers milk collection and chilling services to its suppliers, as well as animal feeds. It has been instrumental in setting up a local SACCO where the farmers can be paid through check-off system.

The company sells its products around Moi's Bridge, Eldoret and other parts of western province.

Moi's Bridge Dairy has been looking for a financial institution or strategic partner to invest in modern equipment and premises. So far this has not been successful.

Table 25 Moi's Bridge Dairies Ltd

PART A	PROCESSOR'S CONTACT DETAIL
Name	Moi's Bridge Dairies Ltd
Manager's Name	
Location	Uasin Gishu County Eldoret Location
Contacts	
Legal Status	
PART B	PRODUCT AND MARKET
Product range	Fresh milk, yoghurt
End Markets	Local market
PART C	INVESTMENT AND GROWTH
Number of staff	2010: 2011: 2012:
Volume of milk intake (Kg)	2010: 2011: 2012: 25,000 lts/day
PART D	CATCHMENT AREA
Milk catchment (County/ Districts)	National level depending on where the contracted supplier is based
Partnership with development agents/ programmes	Been partnering with SNV on capacity building and training producers on production
PART E	COLLECTION STRATEGY
Pricing (per product)	
Volume Incentive	Payment is based on volumes supplied
Quality considerations	Raw milk based on quality standards failure to which it is rejected
Contract modalities with suppliers	
Terms of payments (suppliers)	Paid at the end of the month
PART F	SUPPLIERS
Number and names, and location of CBEs /farmers groups supplying milk	Milk supplied by some 3,000 farmers
Other collection methods: (agents and/or direct sourcing from farmers)	Sourcing from farmers
PART G	SERVICES TO SUPPLIERS
Services like :chilling plants, grading, field days, training and extension, transport, AI, animal feed etc	Transportation, chilling and marketing
Service provided directly to farmers or through CBEs/	Training services jointly with development partners.
Level of consultation with farmers and/or CBEs when planning trainings/field days to farmers	Occasionally carry out consultation with farmers
PART H	CHALLENGES
Major Challenges faced by the processor	Technology, volumes fluctuations, competition with giant processors
How the challenges are being addressed/ could be addressed	This will be addressed with the help on SNV who are her development partners

4.21 Kabianga Dairy Ltd

Kabianga Dairy Ltd is located in Kericho, Kenya. The company is involved in general business activities including manufacture of biscuits, powdered milk, condensed milk John , unsalted butter and other related products which are sold in Kenya and Uganda under the trade mark 'PREMIER'.

Kabianga Dairy Ltd used to be very vibrant but today it seems to be facing challenges despite being under new management. Its milk holding capacity is 140,000 liters, but is currently only handling 17,000 liters per day.

The main milk catchment includes Kericho and Bomet districts. To attract supplies and beat the tight competition for raw milk, Kabianga Dairy pays suppliers on either daily or weekly basis, except Sot Dairies Ltd, their main supplier, who are paid at the end of the month.

They also advance some cash to middlemen for advance collection of raw milk. The raw milk is then collected and transported to the dairy by a truck belonging to the dairy. Among other challenges, farmers within Bomet district demand that they be paid in cash on delivery. This is as a result of what they experienced after a lot of farmers lost their monies after the collapse of the former KCC.

Table 26 Kabianga Dairy Ltd

PART A	PROCESSOR'S CONTACT DETAIL			
Name	Kabianga Dairy Ltd			
Manager's Name				
Location	County Kericho District- Kericho, Bomet, and the surrounding			
Contacts	Address 159-20200, Tel 0722661555/0725777338 Email: kabiangadairies@gmail.com			
Legal Status	Limited Company			
PART B	PRODUCT AND MARKET			
Product range	Fresh milk, powdered milk, condensed milk, unsalted butter and creams			
End Markets	Local market, Nakuru and Nairobi and Uganda. The brand name is premier			
PART C	INVESTMENT AND GROWTH			
Number of staff	2010:	2011:	2012:	
Volume of milk intake (Kg)	2010:	2011:	2012:	17,000 lts/day
PART D	CATCHMENT AREA			
Milk catchment (County/ Districts)	Kericho and Bomet county and the neighboring counties			
Partnership with development agents/ programmes (/partners names and nature partnership)	Been in partnership with Kenya dairy Board and Government industries			
PART E	COLLECTION STRATEGY			
Pricing (per product)				
Volume Incentive	No volume incentives paid			
Quality considerations	Payment is based on quality of the supplies			
Contract modalities with suppliers	Signed contract by brokers			
Terms of payments (different suppliers)	Due to tight competition, payment is done on either daily or weekly to her brokers. However SOT dairies is paid at the end of month			
PART F	SUPPLIERS			
Number and names, and location of CBEs /farmers groups supplying milk	Eldoret	Kapcheno	4,000	
Other collection methods: (agents and/or direct sourcing from farmers)	Use of middlemen in milk collection and advancing them cash for payments to suppliers			
PART G	SERVICES TO SUPPLIERS			
Services like :chilling plants, grading, field days, training and extension, transport, AI, animal feed etc (list those applicable)	Transportation to the factory			
Service provided directly to farmers or through CBEs/	Training services jointly with development partners			
Level of consultation with farmers and/or CBEs when planning trainings/field days to farmers	Has been low			
PART H	CHALLENGES			
Major Challenges faced by the processor	1) Stiff competition with other processors in the region such as Buzeki, Siongiroi, NKCC and Brookside and also Siongiroi DFCS 2) Has to buy milk from farmers on cash basis for lack of trust			
How the challenges are being addressed/ could be addressed	Engaging suppliers in discussions to address their needs			

4.22 Egerton Guildford Institute

Egerton/Guildford Institute is fully owned by Egerton University. The processing plant is used for practical teaching of dairy science and food science & technology students, as well as for commercial purposes. Its main products are yoghurt and cheese that are consumed both by the Egerton community and also sold through the surrounding supermarkets.

Its daily raw milk intake capacity is 8,000 litres which is sourced from Egerton Tatton and Ngongongeri farm and some individual producers.

It has also signed supply contract with suppliers for a specific time based on availability of raw milk. However, owing to long bureaucracy within Egerton, supply contracts are frequently breached by late payments to suppliers.

Low capital flow and lack of modern processing equipment are some of the challenges face.

Table 27 Egerton/Guildford Institute

PART A		PROCESSOR'S CONTACT DETAIL	
Name	EGERTON/GUILDFORD INSTITUTE		
Manager's Name	MR KISESI		
Location	County :NAKURU District: NJORO locality: Egerton University		
Contacts	Mobile:0720149497		
Legal Structure	Part of Egerton University-main campus		
PART B		PRODUCT AND MARKET	
Product range	This factory is specialized in cheese and Yoghurt processing for local market and some for sale in Nakuru supermarket and during ASK Agricultural shows.		
End Markets	Products are consumed by Egerton community and external supermarkets.		
PART C		INVESTMENT AND GROWTH	
Number of staff	2011:	2012:	
Volume of milk intake (Kg)	2011:	6,000 Lts/ Day	2012: 8,000 lts/day
PART D		MILK CATCHMENT AREAS	
Milk catchment (County/ Districts)	Milk is received from Egerton Tatton and Ngongongeri farm and some individual producers.		
Partnership with development agents/ programmes (/partners names and nature partnership)	Mainly American Donors, Netherlands institutions such as Wageningen University, Government institutions such as DTI,KARI		
PART E		COLLECTION STRATEGY	
Pricing (per product)	Variable depending on the size and type		
Volume Incentive	No volume incentives paid.		
Quality considerations	Payment is based on volume supplied		
Contract modalities with suppliers	Signed contract with suppliers for a specific time based on availability of milk		
Terms of payments (different suppliers)	As per the specific contract with the supplier.But normally at end of the month		
PART :F		SUPPLIERS	
Number and names, and location of CBEs /farmers groups supplying milk	Sourced from producers.		
Other collection methods: (agents and/or direct sourcing from farmers)	As above		
PART G:		SERVICES T O SUPPLIERS	
Services like :chilling plants, grading, field days, training and extension, transport, AI, animal feed etc.	Own Transportation to the factory from the farm		
Service provided directly to farmers or through CBEs/	Explained at the factory in case of high reject levels		
Level of consultation with farmers and/or CBEs when planning trainings/field days to farmers	N/A		
PART H:		CHALLENGES	
Major Challenges faced by the processor	1) Supplies from producers-low 2) long bureaucracy leads to late payment to suppliers thus breaching contract 3) capital flow limits production and operation levels 4) Lack of modern processing technology and equipment		
How the challenges are being addressed/ could be addressed	Looking for donors		

5.0 CONCLUSIONS AND RECOMENDATIONS

5.1 Conclusions

The sector is dominated by NKCC, Brookside, Githunguri, Buzeki and Sameer. These five processors account for 89% of milk intake by processors in 2011. NKCC, Brookside and Githunguri accounted for 81%.

Besides milk collection strategies based on price and price incentives, some processors have adopted a consolidation strategy to grow market share. This has been achieved by buying out some small processors. Brookside has bought out Spin Knit, Ilara and Delamere. Sameer bought Daima and Buzeki group bought Kilifi Plantations and Molo Milk. Buzeki has also taken up operations at Limuru milk processors.

Processors seem optimistic about the industry's outlook and have been investing in expanded milk processing capacity. Brookside is investing in a milk powder plant, Sameer and Buzeki have each invested in a UHT line packing extended shelf life products. Meru Central has recently invested in a new UHT line and also a smaller processor like Kinangop Dairy is negotiating for the same. In addition most of the larger CBEs are investing in yoghurt production and other value addition initiatives.

Yet – and related to this - the processors of late have expressed great concern of the low milk volumes that they are able to collect in their respective catchments. Strong appeals have been made to Government and especially the Kenya Dairy Board to curb and phase out the raw milk market, which is viewed by the processors as the largest immediate threat for securing a reliable and low cost supply of milk to their factories.

The banning of the raw milk market is likely to contribute to reduced fragmentation of marketing channels and more milk for the processors. However – and apart from the feasibility of phasing out the informal sector soon - it may not form a long lasting solution to the industry.

A more sustainable growth path for the industry seems to be a concerted effort of processors, CBEs and government/KDB, to invest in the supply chain and farmers for higher productivity, lower cost of milk production and increased profitability. This would imply enhanced efforts and investments in more inclusive business models rather than running around all over the country to “chase milk”.

Such an approach goes much further than the still rather ad hoc services provided currently by processors and requires a paradigm change. Possibly Githunguri has a model that comes closest to what is required in this respect.

In addition to that, the industry needs to shift from a liquid milk market to a market that invests in value added products, as this will increase profitability and ability to pay farmers a higher milk price.

According to the Kenya Dairy Board, 90% of all milk collected by processors is sold as fresh milk. Fresh milk sales are a high-volume-low-margin business.

Only smaller processors like Browns Cheese, Happy Cow, Eldoville and Bio Foods have focused their business models on production of high quality added value products like cheese and yoghurts.

Milk quality is often cited as the reason why most processors are not investing in high value products. The market for high value products is dominated by imported products from South Africa, Europe, New Zealand and America. There is need to improve the milk quality situation in Kenya to enable Kenya processors develop high value products that can compete in the EAC and COMESA markets. It is however the processors who have to take lead in this, e.g. through introduction of Quality Based Milk Payment systems.

CBEs on their part are quite fragmented with 35 CBEs accounting for 72% of milk sold to processors by cooperatives, and 190 CBEs contribute 28% of milk sold to processors. Some of these producer groups are delivering milk volumes as low as 30 liters per day.

This requires consolidation and attempts have been made by donors to stimulate formation of Unions or Federations (Land O'Lakes and EADD). These institutions however base their existence on the desire to lobby for better prices, rather than to seek economies of scale in collecting and bulking milk and providing services to their members for enhanced productivity and profitability based on reduction of production costs.

Price is however a factor they may not be in a position to control as they are price takers and have not managed to mobilize sufficient resources to put up a credible fight against processors. It will also not give long term sustainable solutions to build the industry as price elasticity for consumers is limited.

5.2 Recommendations

The objective of this study was to get an overview and inventory of processors in Kenya with regard to the organisation of the supply chain, products and markets. The study also looked into the practice of processors investing in the supply chain, with an intention of building loyalty amongst suppliers and increasing farm level milk production by offering or leveraging the provision of quality inputs and services.

This study found that licensed processors and CBEs do invest in the supply chain with an aim of building loyalty. Githunguri, Brookside and NKCC offer the highest number of services followed by Buzeki, Kinangop and Meru Central.

However – and perhaps with the exception of Githunguri – the intensity and scope of these services is still rather modest and ad hoc, and should be more focused on enhanced productivity and profitability at farmers level, backed up by long terms supply contracts and guaranteed off-take of milk, also during flush periods.

From this perspective, the study recommends working with Brookside, NKCC, Buzeki, Kinangop, Githunguri and Meru Central in tripartite with CBEs, to strengthen these models. The study also recommends working with Sameer though they rank low in service provision. This is because Sameer is an emerging mid-sized processor that has the potential to break the oligopolistic structure of the industry. The study also recommends working on one or more processors processing high value products to provide diversity.

Besides helping the processors build loyalty in the supply chain through provision or leveraging offering of services, KMDP could also help processors improve milk quality so as to increase the percentage of milk going into high value products. Besides, KMDP could also work with processors to influence stiffer regulations of the informal market that has undue advantage over the formal processors.

As noted from the overview of CBE's supplying milk to various processors, there are quite a number of small institutions selling small volumes of milk that are uneconomical. This study recommends that KMDP should work with some of the institutions in the top 35 category as they are probably breaking even and retaining surpluses that can be utilized for investing.

KMDP should also support efforts by the small cooperatives and self helps to merge, cluster and consolidate in organizational structures that would make them viable and competitive. Support should geared away from a focus on price and rather towards provision of quality inputs and services and achieving economies of scale.

ANNEXES

Annex 1: List of Licensed Processors

	LICENSEE	ADDRESS	TOWN	PRODUCT
1	Afrodane Food Industries	P. O. Box 46336	NAIROBI	Pasteurised Milk, Mala, Yoghurt, Butter & Ghee
2	Bio Food Products Ltd	P. O. Box 27623-00506	NAIROBI	F&N Yoghurt, S/Flavoured, Sterilised, Cream
3	Brookside Dairy Ltd	P. O. Box 236	RUIRU	Pasteurised Milk, Mala, Yoghurt, Cream, Butter
4	Doinyo Lessos Ltd	P. O. Box 169	ELDORET	Fermented Milk, Cheese, Yoghurt
5	Egerton University	P. O. Box 536	NJORO	Yoghurt
6	Eldoville Farm Ltd	P. O. Box 24390	NAIROBI	Whole Milk, Yoghurt, Cream, Cheese
7	Kericho Farmers Milk Processors Ltd	P. O. Box 744	KERICHO	Pasteurised Milk, Mala, Yoghurt & Butter
8	Githunguri D. F. C. Processing Plant	P. O. Box 3	GITHUNGURI	Yoghurt, Fresh Pasteurised Milk, Mala & Butter
9	Greenlands Dairy Ltd	P. O. Box 1373	LIMURU	Pasteurised Milk
10	Happy Cow Ltd	P. O. Box 558	NAKURU	Cheese, Yoghurt, Fresh Milk & Mala
11	Kabianga Dairy Ltd	P. O. Box 1595	KERICHO	Fresh Milk, Mala, Ghee, Butter & Cheese
12	Kilifi Plantation Ltd	Private Bag	KILIFI	Pasteurised Milk, Fermented Milk, Cream
13	Kinangop Dairy Ltd	P. O. Box 429	NORTH KINANGOP	Fresh Milk, Mala & Yoghurt
14	Kinyagi Food Processing Plant	P. O. Box 54039-00200	NAIROBI	Whole Milk, Yoghurt & Mala
15	Lari Dairy Alliance Ltd	P. O. Box 208	UPLANDS	Pasteurised Milk, Yoghurt, Maziwa Lala & Ghee
16	Limuru Milk Processors	P.O. Box 563	LIMURU	Fresh Milk, Butter, Ghee, Lala & Yoghurt
17	Meru Central Dairy Cooperative Union	P. O. Box 2919	MERU	Fresh Milk, Mala, Yoghurt, UHT, Ghee, Cream & Butter
18	New K.C.C Eldoret	P. O. Box 609	ELDORET	Fresh Milk & Milk Powder
19	New K.C.C. - Kitale Factory 19	Private Bag	KITALE	P/Milk, Butter, Ghee, Skim & Full Cream, Powder Milk
20	New K.C.C. Sotik	P. O. Box 191	SOTIK	Fresh Milk, Mala, Milk Shakes & UHT
21	New K.C.C Nairobi	P.O. Box 30131	NAIROBI	Fresh Milk, Mala, Yoghurt, UHT, Ghee, Cream & Butter
22	P. N. K. Gaitara T/A Palmside Dairy Ltd	P. O. Box 745	THIKA	Pasteurised Milk, Yoghurt & Mala
23	Ruba Mills Ltd 23	P. O. Box 102	Eldoret	Pasteurized milk, Mala, Yoghurt
24	Sidik Hussein Miyanji T/A Miyanji Dairy	P. O. Box 84381	MOMBASA	Fresh Milk, Yoghurt & Mala
25	Spin Knit Dairy Ltd	P. O. Box 78377	NAKURU	UHT, Fresh Milk, Butter, Yoghurt, Ghee, Mala, F/Milk
26	Sunpower Products	P. O. Box 41112	NAIROBI	Cheese, Cultured Milk, Ice Cream
27	Buzeki			
28	Sameer			
29	Tambul Dairies Ltd	P. O. Box 2889	NAKURU	Pasteurised Milk & Yoghurt

Green Highlight = Processors reached

Annex 2: Services offered by processors to milk suppliers

	PROCESSOR	A.I Services	Animal Feeds	Finance/Credit	Extension training	Animal health	Milk Transport	Contract with providers	Chilling	Total services by processor
1.	<i>Brookside, Spin Knit</i>	1	1		1	1	1	1	1	7
2.	<i>New KCC: Nairobi Eldoret, Kitale, Sotick</i>	1	1	1	1		1	1	1	7
3.	<i>Githunguri Dairies (Fresha Dairies)</i>	1	1	1	1	1	1		1	7
4.	<i>Buzeki Dairies</i>	1	1	1	1		1	1		6
5.	<i>Kinangop Dairy Ltd</i>	1	1	1	1		1		1	6
6.	<i>Limuru Dairy</i>	1	1		1	1			1	5
7.	<i>Meru Central</i>	1	1	1	1				1	5
8.	<i>Wamwam Dairy</i>		1	1			1			3
9.	<i>Lari Dairy Alliance</i>		1				1		1	3
10.	<i>Kericho Farmers Processors</i>				1		1	1		3
11.	<i>Afrodane Processors</i>			1	1		1			3
12.	<i>Kinyagi Foods.</i>		1	1						2
13.	<i>Brown Cheese</i>							1		1
14.	<i>Sameer Agriculture & Livestock</i>								1	1
15.	<i>Palm House Dairies</i>									0
16.	<i>Raka Processors</i>									0
17.	<i>Happy cow</i>									0
18.	<i>Eldoville Farm Ltd</i>									0
Total No. Of processors offering service		7	10	8	9	3	9	5	8	
%		33	50	44	39	11	50	22	44	

Annex 3: General collection strategies employed by the processors

	Processor	Quality based	Quantity based	Loyalty contract	Collection Strategies by each processor
1	<i>New KCC</i>	1	1	1	3
2	<i>Brookside Dairies</i>	1	1		2
3	<i>Githunguri Dairies (Fresha Dairies)</i>	1	1	1	3
4	<i>Kinyagi Foods.</i>		1		1
5	<i>Wamwam Dairy</i>	1	1		2
6	<i>Limuru Dairy</i>	1		1	2
7	<i>Palm House Dairies</i>				
8	<i>Brown Cheese</i>	1	1	1	3
9	<i>Afrodane Processors</i>	1	1	1	3
10	<i>Lari Dairy Alliance</i>	1	1	1	3
11	<i>Raka Processors</i>	1	1		2
12	<i>Kinangop Dairy Ltd</i>	1	1	1	3
13	<i>Happy cow</i>	1	1		2
14	<i>Kericho Farmers Processors</i>		1		1
15	<i>Sameer Agriculture & Livestock</i>	1			1
16	<i>Eldoville Farm Ltd</i>	1			1
17	<i>Meru Central</i>	1	1	1	3
18	<i>Buzeki Dairies</i>	1	1		2
		16	14	8	

Annex 4:

Stations- Collection and Bulking Enterprises (source: KDB)

Station	Group	MARKET OUTLET IN LITRES PER DAY											
		Brookside	New KCC	Sameer	Buzeki	Meru Cent.	Afrodane	Kabianga	Sunpower	Eldoville	Raka	Others	
1. Naivasha	Tulage FCS	10,000	-	-	-	-	4,000	-	-	-	-	-	14,000
	Kitiri FCS	9,000	-	-	-	-	1,000	-	-	-	-	-	10,000
	Oikalou FCS	-	-	25,000	-	-	-	-	-	-	-	-	25,000
	Sub-total	19,000	-	25,000	-	-	5,000	-	-	-	-	-	49,000
2. Kitala	Taito FCS	-	600	-	-	-	-	-	-	-	-	-	600
	Meboot DFCS	-	500	-	-	-	-	-	-	-	-	-	500
	Naitiri CBO	-	-	-	-	-	-	-	-	-	-	500	500
	Tongareni FCS	-	-	-	-	-	-	-	-	-	-	400	400
	Waumini SHG	-	-	-	-	-	-	-	-	-	-	200	200
	Surungai FCS	-	-	-	600	-	-	-	-	-	-	-	600
	Koitogos DFCS	-	700	-	-	-	-	-	-	-	-	-	700
	Seum DFCS	-	-	-	300	-	-	-	-	-	-	-	300
	Kis-Kis Women Group	-	-	-	-	-	-	-	-	-	-	200	200
	Gaa Seiyot Women Group	-	-	-	-	-	-	-	-	-	-	400	400
	Ngombe Safi Women Group	-	-	-	-	-	-	-	-	-	-	300	300
	Ndalu DFCS	-	600	-	-	-	-	-	-	-	-	-	600
	Kamendi DFCS	-	-	-	500	-	-	-	-	-	-	-	500
	Waitaluk FCS	-	-	-	-	-	-	-	-	-	-	300	300
	Taito Muungano Women Grp	-	300	-	-	-	-	-	-	-	-	-	300
	Kusuwi Women Group	-	-	-	-	-	-	-	-	-	-	200	200
	David Maritim Group	-	-	-	-	-	-	-	-	-	-	200	200
	Kong'asis milk suppliers	-	-	-	-	-	-	-	-	-	-	600	600
	Surungai FCS	-	-	-	600	-	-	-	-	-	-	-	600
	Kibagenge DFCS	-	600	-	-	-	-	-	-	-	-	-	600
	Kipsaina FCS	-	600	-	-	-	-	-	-	-	-	-	600
	Cherangani DFCS	-	-	-	12,000	-	-	-	-	-	-	-	12,000
	Muruny FCS	4,500	-	-	-	-	-	-	-	-	-	-	4,500
	Kamendi FCS	-	-	-	500	-	-	-	-	-	-	-	500
	Taito Munngana Women Grp	-	3,000	-	-	-	-	-	-	-	-	-	3,000
	Holstein DFCS	8,000	-	-	-	-	-	-	-	-	-	-	8,000
Sub-total	12,500	6,900	-	14,500	-	-	-	-	-	-	3,300	37,200	
3. Nairobi	Kiriita D.F.C.S	-	-	-	4,000	-	-	-	3,000	-	-	3,000	10000
	Ndumberi DFCS	10,000	-	-	-	-	-	-	-	-	-	2,000	12,000
	Masii DFCS	-	-	-	-	-	-	-	-	-	-	200	200
	Namanga DFCS	-	-	-	-	-	-	-	-	-	-	700	700
	Katwanya D.F.C.S	-	-	-	-	-	-	-	-	-	-	200	200
	Muisumi D.F.C.S	-	-	-	-	-	-	-	-	-	-	100	100
	Gikambura dfcs	-	-	-	-	-	-	-	-	-	-	400	400
	Kyevaluki D.F.C.S	-	-	-	-	-	-	-	-	-	-	50	50
	Katangi D.F.C.S	-	-	-	-	-	-	-	-	-	-	120	120
	Wamunyu D.F.C.S	-	-	-	-	-	-	-	-	-	-	1,400	1,400
	Kikima D.F.C.S	-	-	-	-	-	-	-	-	-	-	600	600
	Masaku D.F.C.S	-	-	-	-	-	-	-	-	-	-	1,000	1,000

	Nunguni D.F.C.S	-	-	-	-	-	-	-	-	-	100	100	
	Mukaa D.F.C.S	-	-	-	-	-	-	-	-	-	100	100	
	Kathonzweni D.F.C.S	-	-	-	-	-	-	-	-	-	110	110	
	Makueni D.F.C.S	-	-	-	-	-	-	-	-	-	300	300	
	Wakulima D.F.C.S	-	-	-	-	-	-	-	-	-	1,800	1,800	
	Kule D.F.C.S	-	-	-	-	-	-	-	-	-	200	200	
	Lemelepo D.F.C.S	-	-	-	-	-	-	-	-	-	200	200	
	Oloolaiser D.F.C.S	-	-	-	-	-	-	-	-	-	500	500	
	Kasarani dfcs	-	-	-	-	-	-	-	-	-	250	250	
	Kambusu D.F.C.S	-	-	-	-	-	-	-	-	-	100	100	
	Sigona D.F.C.S	-	-	-	-	-	-	-	-	-	200	200	
	Ndumbuini D.F.C.S	-	-	-	-	-	-	-	-	-	150	150	
	Nderi D.F.C.S	-	-	-	-	-	-	-	-	-	100	100	
	Ruiru Wendani S.H.G	-	-	-	-	-	-	-	-	-	300	300	
	Madhahuko S.H.G	-	-	-	-	-	-	-	-	-	500	500	
	KasaraniMwiki S.H.G	-	-	-	-	-	-	-	-	-	2,000	2,000	
	Githurai S.H.G	-	-	-	-	-	-	-	-	-	2,500	2,500	
	Purina S.H.G	-	-	-	-	-	-	-	-	-	1,500	1,500	
	Namanga Ebeneza S.H.G	-	-	-	-	-	-	-	-	-	250	250	
	Waithaka S.H.G	-	-	-	-	-	-	-	-	-	200	200	
	Kamida S.H.G	-	-	-	-	-	-	-	-	-	450	450	
	Kandami S.H.G	-	-	-	-	-	-	-	-	-	150	150	
	Kiserian United S.H.G	-	-	-	-	-	-	-	-	-	50	50	
	Nairobi West S.H.G	-	-	-	-	-	-	-	-	-	225	225	
	Lari Traders S.H.G	-	-	-	-	-	-	-	-	-	400	400	
	Amani milk sellers	-	-	-	-	-	-	-	-	-	250	250	
	Kikuyu DFCS	180	-	-	1,000	-	-	-	2,000	-	1,520	4700	
	Limuru DFCS	-	-	-	18,000	-	-	3,000	-	-	1,000	22,000	
	Kabete DFCS	-	3,000	-	-	-	-	-	-	-	2,800	5,800	
	Kiambaa DFCS	1,000	-	-	-	-	-	-	1,600	-	13,200	15,800	
	Gatamaiyu DFCS	3,000	-	-	-	2,000	-	-	-	-	7,000	12,000	
	Kajiado Central Women Project	-	3,500	-	-	-	-	-	-	-	-	3,500	
	Masii DFCS	-	-	-	-	-	-	-	-	-	350	350	
	Namanga DFCS	-	-	-	-	-	-	-	-	-	700	700	
	Wamunyu DFCS	-	-	-	-	-	-	-	-	-	1,400	1,400	
	Sub-total	14,180	6,500	-	23,000	-	2,000	-	6,000	3,600	-	50,625	105,905
4. Meru	Arithi Self Help Group	-	-	-	-	100	-	-	-	-	-	-	100
	Arithi Dairy Farmers C.B.O	-	-	-	-	300	-	-	-	-	-	-	300
	Kamukondoni Dairy	1,000	-	-	-	-	-	-	-	-	-	-	1,000
	Abogeta DFCS	-	-	-	-	300	-	-	-	-	-	-	300
	Ex-Lewa DFCS	-	-	-	-	1,000	-	-	-	-	-	-	1,000
	Kiamitumi Self Help G.	-	-	-	-	50	-	-	-	-	-	-	50
	Mutugi S.H. Group	-	-	-	-	500	-	-	-	-	-	-	500
	Ndagani/ Mucwa S H G	-	400	-	-	-	-	-	-	-	-	-	400
	Baranga Dairy FCS	-	-	-	-	250	-	-	-	-	-	-	250
	Nyange Women Group	-	-	-	-	60	-	-	-	-	-	-	60
	Kimwe Self Help Group	2,000	-	-	-	-	-	-	-	-	-	-	2,000
	Buuri Dairy FCS	-	-	-	-	-	-	-	-	-	-	-	1,000

	-	-	-	-	1,000							
Mwimbi Dairy	-	-	1,000	-	-	-	-	-	-	-	-	1,000
Meru Millers Group	-	-	-	-	400	-	-	-	-	-	-	400
Magati Co-Society	-	-	-	-	500	-	-	-	-	-	-	500
Uruku Dairy	-	-	-	-	1,800	-	-	-	-	-	-	1,800
Kithoka Dairy	-	-	-	-	1,000	-	-	-	-	-	-	1,000
Umoja Dairy SHG	-	-	-	-	150	-	-	-	-	-	-	150
Kiirua Naari Farmers	-	-	-	-	500	-	-	-	-	-	-	500
Katheri Dairy	-	-	-	-	2,000	-	-	-	-	-	-	2,000
Igoki Dairy SHG	-	-	250	-	-	-	-	-	-	-	-	250
Igoki Dairy FCS	-	-	-	-	300	-	-	-	-	-	-	300
Gaatia SHG	-	-	-	-	30	-	-	-	-	-	-	30
Mwicheuri 2K SHG	500	-	-	-	-	-	-	-	-	-	-	500
Ciangoi Cabugi	-	-	2,000	-	-	-	-	-	-	-	-	2,000
Tumaini SHG	500	-	-	-	-	-	-	-	-	-	-	500
Muriithi Commercial SHG	-	-	-	-	400	-	-	-	-	-	-	400
Ngwataniro Dairy FCS	-	-	-	-	750	-	-	-	-	-	-	750
Lengo Dairy Farms	-	1,400	-	-	-	-	-	-	-	-	-	1,400
Kibanyaki Arithi CBO	1,000	-	-	-	-	-	-	-	-	-	-	1,000
Kithirune Dairy Co-S	-	-	-	-	3,000	-	-	-	-	-	-	3,000
Nkuene Dairy Co-Op S	-	-	-	-	3,600	-	-	-	-	-	-	3,600
Ntharene SHG	-	50	-	-	-	-	-	-	-	-	-	50
Karamani Dairy SHG	-	200	-	-	-	-	-	-	-	-	-	200
Gankumbu Dairy SHG	-	1,000	-	-	-	-	-	-	-	-	-	1,000
M. Farm	2,000	-	-	-	-	-	-	-	-	-	-	2,000
Kamwene SHG	1,000	-	-	-	-	-	-	-	-	-	-	1,000
Ukuu Dairy Co-Op S.	-	-	-	-	900	-	-	-	-	-	-	900
Murimi Mwega SHG	300	-	-	-	-	-	-	-	-	-	-	300
Munga Multipurposes	800	-	-	-	-	-	-	-	-	-	-	800
Chogoria Arithi SHG	200	-	-	-	-	-	-	-	-	-	-	200
Kiroone Mwicheuri SHG	240	-	-	-	-	-	-	-	-	-	-	240
Kaurune SHG	-	-	-	-	300	-	-	-	-	-	-	300
Gikai Milk Buying SHG	-	-	-	-	50	-	-	-	-	-	-	50
Kathigu SHG	-	-	-	-	400	-	-	-	-	-	-	400
Rwankware SHG	-	-	-	-	150	-	-	-	-	-	-	150
Tawaka SHG	-	-	-	-	100	-	-	-	-	-	-	100
Ruiga – Rurii Society	-	-	-	-	300	-	-	-	-	-	-	300
Mwitethia SHG	200	-	-	-	-	-	-	-	-	-	-	200
Gikai Self Help Group	-	-	-	-	50	-	-	-	-	-	-	50
Chure Dairy FCS	-	-	-	-	1,400	-	-	-	-	-	-	1,400
Mutonga Green	-	-	-	-	300	-	-	-	-	-	-	300
Kionyo Muungano SHG	1,000	-	-	-	-	-	-	-	-	-	-	1,000
Huruma Dairy Farmers	80	-	-	-	-	-	-	-	-	-	-	80
Ng'ongi/Gitugu Dairy	-	-	-	-	200	-	-	-	-	-	-	200
Muchiuku SHG	-	-	-	-	70	-	-	-	-	-	-	70
Umoja Dairy SHG	-	-	-	-	70	-	-	-	-	-	-	70
Mukindu C.B.O	-	-	-	-	300	-	-	-	-	-	-	300
Mbwinjeru Co-Op	-	-	1,200	-	-	-	-	-	-	-	-	1,200

	Society												
	Ndamene Dairy	-	-	-	-	200	-	-	-	-	-	-	200
	Kigane Dairy	-	-	-	-	800	-	-	-	-	-	-	800
	Mission SHG	-	-	-	-	1,500	-	-	-	-	-	-	1,500
	Gatarune Dairy SHG	-	-	-	-	200	-	-	-	-	-	-	200
	Mitigo Dairy	-	-	-	-	500	-	-	-	-	-	-	500
	Kirirwa Dairy CBO	-	-	-	-	200	-	-	-	-	-	-	200
	Ithai Dairy FCS	-	-	80	-	-	-	-	-	-	-	-	80
	Inua SHG	-	-	-	-	80	-	-	-	-	-	-	80
	Nkando Arithi SHG	-	-	-	-	100	-	-	-	-	-	-	100
	Kirukuru Dairy SHG	-	-	-	-	400	-	-	-	-	-	-	400
	Kanyakine Dairy FCS	-	-	-	-	2,000	-	-	-	-	-	-	2,000
	Kathiri SHG	-	-	-	-	300	-	-	-	-	-	-	300
	Karegi SHG	-	-	-	-	100	-	-	-	-	-	-	100
	Mutunguru SHG	-	-	-	-	80	-	-	-	-	-	-	80
	Pambazuko SHG	-	-	-	-	50	-	-	-	-	-	-	50
	Triple K Timau	-	-	-	-	160	-	-	-	-	-	-	160
	Mboroga Farmers SHG	-	-	-	-	70	-	-	-	-	-	-	70
	Kiriani SHG	700	-	-	-	-	-	-	-	-	-	-	700
	Mucokia Maendeleo SHG	500	-	-	-	-	-	-	-	-	-	-	500
	Muguna Dairy SHG	400	-	-	-	-	-	-	-	-	-	-	400
	South Imenti Farmers	-	-	-	-	1,800	-	-	-	-	-	-	1,800
	Muthiru Dairy SH Project	-	-	10,000	-	-	-	-	-	-	-	-	10,000
	Thuita Milk SHG	-	400	-	-	-	-	-	-	-	-	-	400
	Kalewa Breeders Ass	400	-	-	-	-	-	-	-	-	-	-	400
	Sub-total	12,820	3,450	14,530	-	31,120	-	-	-	-	-	-	61,920
5. Kericho	Kipkelion FCS	8,500	-	-	-	-	-	-	-	-	-	-	8,500
	Londiani FCS	-	1,600	-	-	-	-	-	-	-	-	-	1,600
	Cherobu FCS	-	-	-	11,000	-	-	-	-	-	-	-	11,000
	Sot Dairy	-	-	-	8,000	-	-	-	-	-	-	-	8,000
	Ndaraweta	-	1,800	-	-	-	-	-	-	-	-	-	1,800
	Makimeny	-	1,500	-	-	-	-	-	-	-	-	-	1,500
	Olchebosei	-	3,000	-	-	-	-	-	-	-	-	-	3,000
	Siongoroi	35,000	-	-	-	-	-	-	-	-	-	-	35,000
	Sigor DFCS	-	-	-	-	-	-	-	-	-	-	400	400
	Longisa	-	-	-	-	-	-	-	-	-	-	500	500
	Kokiche	3,500	-	-	-	-	-	-	-	-	-	-	3,500
	Sub-total	47,000	7,900	-	19,000	-	-	-	-	-	-	900	74,800
6. Eldoret	Kapcheno	-	-	-	-	-	-	4,000	-	-	-	-	4,000
	Kabiyet	-	-	-	19,000	-	-	-	-	-	-	-	19,000
	Tanykina	-	-	-	18,000	-	-	-	-	-	-	-	18,000
	Lelchego	-	-	-	8,300	-	-	-	-	-	-	-	8,300
	Onesmus	-	7,000	-	-	-	-	-	-	-	-	-	7,000
	Lelbren	-	9,500	-	-	-	-	-	-	-	-	-	9,500
	Lessos	-	4,500	-	-	-	-	-	-	-	-	-	4,500
	Turbo	6,000	-	-	-	-	-	-	-	-	-	-	6,000
	Bronjo	-	800	-	-	-	-	-	-	-	-	-	800
Ziwa	4,800	-	-	-	-	-	-	-	-	-	-	4,800	

	Megun	-	1,500	-	-	-	-	-	-	-	-	-	1,500	
	Cheptiret	-	4,000	-	-	-	-	-	-	-	-	-	4,000	
	Tarakoon	-	8,000	-	-	-	-	-	-	-	-	-	8,000	
	Timboroa	-	900	-	-	-	-	-	-	-	-	-	900	
	Chepkorio	-	-	-	500	-	-	-	-	-	-	-	500	
	Metkei	-	-	-	10,000	-	-	-	-	-	-	-	10,000	
	Uswo	-	500	-	-	-	-	-	-	-	-	-	500	
	Sub-total	10,800	36,700	-	55,800	-	-	4,000	-	-	-	-	107,300	
7. Nakuru	Sabatia DFCS	500	-	-	-	-	-	-	-	-	-	-	1,500	2,000
	Mumberes DFCS	2,000	-	-	2,000	-	-	-	-	-	-	-	1,500	5,500
	Mogotio DFCS	-	3,000	-	2,500	-	-	-	-	-	-	-	-	5,500
	Kiplombe DFCS	-	-	-	4,550	-	-	-	-	-	-	-	-	4,550
	Torongo DFCS	4,800	-	-	-	-	-	-	-	-	-	-	-	4,800
	Kiptaim DFCS	-	2,100	-	2,100	-	-	-	-	-	-	-	-	4,200
	Arama DFCS	-	1,500	-	-	-	-	-	-	-	-	-	-	1,500
	Sigoro DFCS	-	1,400	-	-	-	-	-	-	-	-	-	-	1,400
	Langas DFCS	-	600	-	750	-	-	-	-	-	-	-	-	1,350
	Olunguruoine	-	-	-	15,000	-	-	-	-	-	-	-	-	15,000
	Njoro DFCS	3,000	-	-	-	-	-	-	-	-	-	-	1,000	4,000
	Kamarus Marketing Society	-	3,500	-	-	-	-	-	-	-	-	-	-	3,500
Sub-total	10,300	12,100	-	26,900	-	-	-	-	-	-	-	4,000	53,300	
8. Embu	Gakundu Dairy Farmers	-	2,200	-	-	-	-	-	-	-	-	-	-	2,200
	Rungeto Dairy Farmers	-	1,500	-	-	-	-	-	-	-	-	-	-	1,500
	Mutira Maziwa Farmers	1,000	-	-	-	-	-	-	-	-	-	-	-	1,000
	Kirima Dairy Project	8,000	-	-	-	-	-	-	-	-	-	-	-	8,000
	Rugendo Alliance Farmers	2,000	-	-	-	-	-	-	-	-	-	-	-	2,000
	Muturi Farmers Self Help	-	10,000	-	-	-	-	-	-	-	-	-	-	10,000
	Kithimu Dairy Farmer	-	1,200	-	-	-	-	-	-	-	-	-	-	1,200
	Rianjagi Farmers	-	1,000	-	-	-	-	-	-	-	-	-	-	1,000
	Sub-total	11,000	15,900	-	-	-	-	-	-	-	-	-	-	26,900
9. Nyeri	Kieni Dairy Products	-	23,000	-	-	-	-	-	-	-	-	-	-	23,000
	Ihururu D.F.C.S	-	5,000	-	-	-	-	-	-	-	-	-	500	5,500
	Lusoi D.F.C.S	-	1,000	-	-	-	-	-	-	-	-	-	-	1,000
	Kirichu D.F.C.S	-	1,000	-	-	-	-	-	-	-	-	-	-	1,000
	Island D.F.C.S	-	1,500	-	-	-	-	-	-	-	-	-	500	2,000
	Gakindu D.F.C.S	-	3,000	-	-	-	-	-	-	-	-	-	-	3,000
	Narumoru D.F.C.S	-	2,000	-	-	-	-	-	-	-	-	-	-	2,000
	Ngukurani D.F.C.S	-	1,400	-	-	-	-	-	-	-	-	-	-	1,400
	Tetu D.F.C.S	-	-	-	-	-	-	-	-	-	-	-	500	500
	Kabariru D.F.C.S	-	700	-	-	-	-	-	-	-	-	-	-	700
	Othaya D.F.C.S	-	700	-	-	-	-	-	-	-	-	-	300	1,000
	Miki Federation	-	10,120	-	-	-	-	-	-	-	-	-	-	10,120
	New Tetu Federation	-	10,000	-	-	-	-	-	-	-	-	-	-	10,000
	Gatitu Dairy Cow S.H.G	-	300	-	-	-	-	-	-	-	-	-	-	300
	Ndama Njeru S.H.G	200	-	-	-	-	-	-	-	-	-	-	-	200
	Mureru S.H.G	-	200	-	-	-	-	-	-	-	-	-	-	200
	Nyala Multipurpose	30,000	-	-	-	-	-	-	-	-	-	-	-	30,000
Mukurweini Fcs	-	-	-	-	-	-	-	-	-	-	7,000	28,000	35,000	

	Sub-total	30,200	59,920	-	-	-	-	-	-	-	7,000	29,800	126,920
	Total	167,800	149,370	39,530	139,200	31,120	7,000	4,000	6,000	3,600	7,000	88,625	643,245
	% Share	26.09	23.22	6.15	21.64	4.84	1.09	0.62	0.93	0.56	1.09	13.78	100.00

Others: Include sales to milk bars and other processors and local sales of value added yoghurt/mala

Source: The Kenya Dairy Board

Annex 5: Cooling and Bulking Plants

Chilling Centre/Satellite	Location	Capacity (Litres)	Daily Intake (Litres)	% Utilised	% Un-utilised
(A) NEW KCC COOLING PLANTS IN KENYA					
KCC KAPSABET	N.Rift	100,000.00	45,000.00	45	55
KCC ELDORET	N.Rift	300,000.00	160,000.00	53	47
KCC AINABKOI	N.Rift	40,000.00	18,000.00	45	55
KCC ITEN	N.Rift	20,000.00	12,000.00	60	40
KCC LESSOS/Lelbren	N.Rift	40,000.00	25,000.00	62.5	37.5
SUB-TOTAL		500,000.00	260,000.00	52.00	48
NKCC Ngariama chilling Plant	Eastern	5,000.00	5,000.00	100	0
NKCC Kanyekine chilling Plant	Eastern	5,000.00	10,000.00	200	-100
NKCC Kianjokoma chilling Plant	Eastern	5,000.00	5,000.00	100	0
NKCC Runyenjes	Eastern	30,000.00	20,000.00	67	33
SUB-TOTAL		45,000.00	40,000.00	89	11.00
NKCC Kangema	Central	47,000.00	35,000.00	74	26
NKCC Githumu	Central	4,500.00	4,000.00	89	11
NKCC Kahuro	Central	5,000.00	5,000.00	100	0
NKCC Wanjohi Mwihoko	Central	5,000.00	3,500.00	70	30
NKCC Tulaga DFC	Central	10,000.00	10,000.00	100	0
SUB-TOTAL		71,500.00	57,500.00	80	20
NKCC Nakuru	S Rift	150,000.00	100,000.00	67	33
NKCC Ravine	S Rift	100,000.00	40,000.00	40	60
NKCC Nanyuki	S Rift				
NKCC Molo	S Rift	114,000.00	8,000.00	7	93
NKCC Ruskebei (Lodiani)	S Rift	1,200.00	800.00	67	33
NKCC Cherobu Dairies	S.Rift	13,000.00	13,000.00	100	0
NKCC Ndaraweta Community	S.Rift	3,000.00	2,400.00	80	20
NKCC ELDAMA RAVINE	S Rift	60,000.00	23,000.00	38	62
NKCC Kajiando	S Rift	5,000.00	4,000.00	80	20
KCC CHEPTIRET	S.Rift	5,000.00	4,500.00	90	10
NKCC NYAHURURU	S.Rift	100,000.00	50,000.00	50	50
NKCC Sotik	S Rift	6,000.00	6,000.00	100	0
NKCC Kilgoris	S.Rift	5,000.00	5,000.00	100	0
NKCC Naivasha	S Rift	35,000.00	16,000.00	46	54
SUB-TOTAL		597,200.00	272,700.00		

(B) SAMEER AGRICULTURE AND LIVESTOCK LTD (SALL) COOLING PLANT					
Sameer Eastern/Meru	Eastern	20,000.00	20,000.00	100	0
		20,000.00	20,000.00	100	0
Sameer Olkalou	Central	20,000.00	20,000.00	100	0
Sameer/PRIVATE (Murang'a)	Central	500.00	500.00	100	0
Sameer Kinangop	Central	30,000.00	26,000.00	87	13
SUB-TOTAL		50,500.00	46,500.00		

(C) BROOKESIDE (BDL) COOLING CENTRES AND SATELITTES					
BDL KAPTUMO (Nandi)	N.Rift	1,200.00	-	0	100
BDL ELDORET	N Rift	120,000.00	100,000.00	83	17
SUB-TOTAL		121,200.00	100,000.00	83	17
BDL KIGANJO	Central	80,000.00	50,000.00	63	37

BDL OLKALOU	Central	40,000.00	40,000.00	100	0
BROOKESIDE /MIHARATI	Central	5,000.00	5,000.00	100	0
BDL Maragwa	Central	10,000.00	8,000.00	80	20
BROOKESIDE NDARAGWA	Central	5,000.00	5,000.00	100.00	0
BROOKESIDE /MUKI	Central	10,000.00	10,000.00	100.00	0
BROOKESIDE NYAHURURU (Spin knit)	Central	30,000.00	30,000.00	100.00	0
SUB-TOTAL		180,000.00	148,000.00	82	18
BROOKESIDE NGARUA	S Rift	5,000.00	5,000.00	100	0
BROOKESIDE /SIOGIROI	S.Rift	30,000.00	30,000.00	100	0
BDL OLENGURUONE	S Rift	10,000.00	10,000.00	100	0
BROOKESIDE NAKURU	S Rift	130,000.00	110,000.00	85	15
BDL KOKICHE DAIRY LTD	S Rift	6,000.00	6,000.00	100	0
BDL Kipkelion Dairy plant	S Rift	15,000.00	10,000.00	67	33
BROOKSIDE NJORO	S.Rift	10,000.00	10,000.00	100	0
BROOKESIDE SABATIA	S.Rift	15,000.00	12,000.00	80	20
BDL/Kabianga /Sot Dairies LTD (Longisa)	S Rift	300,000	17,000	67	33
SUB-TOTAL		233,000.00	201,000.00	86	14

(D) BUZEKI COOLING CENTRES IN KENYA

BUZEKI ELDORET	N.Rift	80,000.00	50,000.00	63	37.5
BUZEKI KILIFI	Coast	20,000.00	18,000.00	90	10
BUZEKI MOLO	S.Rift	50,000.00	50,000.00	100	0

(E) OTHER COOLERS IN KENYA

MIHARATI DFC	Central	10,000.00	8,000.00	80	20
Kirere Dairy Ltd	Central	10,000.00	9,000.00	90	10
Aspendos Dairy Ltd -Njire Maina (Kangema)/Tuskeys	Central	5,000.00	5,000.00	100	0
Umoja Dairy/private	Central	500.00	450.00	90	10
Highland Dairy/private	Central	500.00	430.00	86	14
Gakungu/private	Central	600.00	500.00	83	17
ENGINEER DAIRIES Ltd (Mutahi)	Central	10,000.00	10,000.00	100	0
GREEN VALLEY DAIRIES/BDL	Central	5,000.00	3,000.00	60	40
WAKULIMA /NKCC	Central	12,000.00	12,000.00	100	0
SUB-TOTAL		53,600.00	48,380.00	90	10
NAITIRI FCS	N.Rift	1,000.00	750.00	75	25
CHERANGANY DAIRY	N.Rift	12,000.00	10,000.00	83	17
SUB-TOTAL		13,000.00	10,750.00	83	17
KABIANGA	S Rift	300,000.00	17,000.00	6	94
Siongiroi dairy plant	S Rift	30,000.00	50,000.00	167	-67
CHES Dairies LTD (Kaisugu)	S Rift	1,000.00	500.00	50	50
Sigma-Ole Ngishu Farm	S Rift	3,000.00	3,000.00	100	0
SUB-TOTAL		334,000.00	70,500.00		

Annex 6: Milk Collection Data Summary from Kenya Dairy Board

KENYA DAIRY BOARD
MILK INTAKES BY PROCESSORS 2005 – 2011

	Processor	2005	2006	2007	2008	2009	2010	2011	(Sept)2012	Total
1	Brookside Dairy	84,815,574	80,819,968	101,172,447	96,667,267	118,779,271	156,943,798	177,021,060	109,412,893	816,219,385
2	New KCC	83,220,214	94,865,803	118,939,926	108,194,363	109,829,969	152,901,482	140,623,153	47,053,013	808,574,908
3	Githunguri DFCS	14,352,942	27,618,550	23,203,768	40,604,950	45,229,649	55,703,532	64,872,659	50,687,271	271,586,050
4	Spinknit Dairy	44,805,075	37,909,340	42,964,355	35,101,550	6,791,734	-	-	-	167,572,054
5	Limuru Milk Processors	6,457,654	6,274,252	10,127,733	7,512,109	6,977,129	6,920,003	6,141,573	-	50,410,453
6	Meru Central FC	4,112,372	5,637,782	8,417,381	6,104,900	4,777,481	5,910,359	6,226,554	-	41,186,828
7	Sammer A & L	-	-	-	-	5,511,070	13,911,090	17,864,108	-	37,286,267
8	Afrodane Industries	5,355,293	1,977,803	6,064,431	4,673,880	4,596,276	4,261,080	3,941,645	-	30,870,407
9	Buzeki Dairy	-	-	-	-	1,964,333	7,699,879	19,210,766	-	28,874,978
10	Kabianga Dairy	-	-	2,684,070	2,593,940	5,104,840	4,838,685	7,210,600	-	22,432,135
11	Lari Dairy Alliance	-	-	6,355,751	7,198,884	3,162,764	2,251,500	-	-	18,968,899
12	Doiyo Lessos	2,547,406	3,402,368	1,815,861	1,256,681	2,162,042	2,089,230	823,686	-	14,097,273
13	Kinangop Dairy	-	-	-	-	-	3,865,289	9,802,449	-	13,667,738
14	Adarsh Developers	-	2,636,181	8,155,587	2,869,746	-	-	-	-	13,661,514
15	Happy Cow Ltd	1,587,265	1,659,544	1,932,674	1,859,301	2,024,301	2,004,144	2,412,881	-	13,480,109
16	Farmers Milk Processors	2,717,289	1,571,959	1,057,221	687,419	467,462	1,656,630	879,819	-	9,037,798
17	Sunpower Products	858,096	1,039,866	983,753	933,287	1,194,206	1,288,043	1,910,119	-	8,207,369
18	Kilifi Plantations	1,863,839	2,905,539	1,527,807	982,403	555,960	-	-	-	7,835,549
19	Pamside	-	-	-	-	2,123,255	2,719,322	2,404,436	-	7,247,013
20	Bio Food Products	868,865	1,063,512	870,765	1,017,056	790,438	779,210	1,229,009	-	6,618,855
21	Green Land Dairies	801,020	1,257,483	1,521,830	2,325,876	-	-	-	-	5,906,208
22	Delamere Holdings	1,523,965	2,131,130	2,072,355	-	-	-	-	-	5,727,450
23	Eldoville Farm	284,298	445,049	504,762	615,997	568,495	1,483,745	1,138,297	-	5,040,642
24	Stanley & Sons Ltd	790,645	723,995	675,155	782,515	579,645	614,588	737,255	-	4,903,798
25	Molo Milk	1,404,142	1,381,600	1,287,140	53,075	-	-	-	-	4,125,957
26	Crown creameries	-	-	-	-	1,993,847	1,069,986	381,405	-	3,445,237
27	Miyajji Dairy Farm	456,018	370,436	329,054	304,865	267,564	473,237	356,870	-	2,558,043
28	Egerton University	503,095	81,206	226,509	158,116	173,849	148,799	98,441	-	1,390,014
29	Tambul Dairies	299,547	107,700	611,922	54,065	-	-	-	-	1,073,234
30	Nyota Dairies	857,289	86,727	-	-	-	-	-	-	944,015
31	East African Dairies	-	-	-	-	-	616,000	-	-	616,000
		260,481,901	275,967,792	343,502,255	322,552,242	325,625,577	430,149,628	465,286,784		2,423,566,179

Summary

		2005	2006	2007	2008	2009	2010	2011	2012	Total
	Brookside Dairy	84,815,574	80,819,968	101,172,447	96,667,267	118,779,271	156,943,798	177,021,060	109,412,893	925,632,278
	New KCC	83,220,214	94,865,803	118,939,926	108,194,363	109,829,969	152,901,482	140,623,153	47,053,013	855,627,922
	Githunguri DFC	14,352,942	27,618,550	23,203,768	40,604,950	45,229,649	55,703,532	64,872,659	50,687,271	322,273,320
	Others	78,093,171	72,663,471	100,186,114	77,085,663	51,786,688	64,600,817	82,769,912	77,854,677	605,040,512
		260,481,901	275,967,792	343,502,255	322,552,242	325,625,577	430,149,628	465,286,784	285,007,854	2,708,574,032

