KAIZEN IN FARMS

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KAIZEN™ in Farms

Secrets of long-term competitive edge in Quality, Cost & Delivery

Why do some farms blessed with identical location, same weather, similar produce, using comparable farming techniques & selling to the same market, keep out-performing others year after year? What gives them the competitive edge?

Opinions may wary, but scientific studies reveal the following secret

- The answer does not lie in ‘what is similar’, it lies in ‘what is different’!
- ‘What is different’ is not the ‘visible’ aspects; it is the ‘invisible’ aspects!
- The ‘invisible’ aspects are:
  1. Daily work practices;
  2. People competence;
  3. Leadership.
- All are at the core of ‘Operational Excellence’. All can be developed!

Performance Excellence results from Operational Excellence

Operational Excellence is achieved through using proven KAIZEN™ techniques. Proven in Kenyan commercial farms, many of which are open to visitors with prior appointment! KAIZEN™ techniques are globally proven practices of improvement. They

- Help you in bridging gaps to your business goals
- Focus on customer needs of Quality, Cost & Delivery
- Do provide short-term returns & successes in order to keep motivation levels high
- Do not require much money; only require team-oriented, systematic, structured effort
- Are not ‘short-term’; they need ‘long-term’ culture building for sustaining the gains & ongoing improvements, so as to maintain the competitive edge
What can be improved?

**Productivity**
of all major resources

- **Land/ Field/ Beds**: including optimization of stems per sq m; germination %
- **Equipment**: all activities in fields/ green houses; in-farm logistics; pack-house; support activities (cultural, irrigation, pest management, office)
- **Man Power**: all activities in fields/ green houses; in-farm logistics; pack-house; support activities (cultural, irrigation, pest management, office)

**Quality**:
Yield enhancement – from harvesting to invoicing

**Delivery**:
On-time, in-full, error-free

** Costs**:
Optimization of resources

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**Inventories**: of packing material; chemicals & fertilizers; maintenance spares

**Equipment**: by minimized breakdowns; low costs of maintenance

**Water & Energy**: Conservation practices
Kaizen Institute is a global pioneer and knowledge based organization which provides consulting, coaching and training services to companies represented in Europe, Asia-Pacific, Middle-East, Africa and America. Kaizen Institute Africa (KIA) is the Indian business unit offering its services to companies in the public, service, and manufacturing sectors, focusing on organizational change, lean manufacturing, and continual improvement implementation. Interestingly KIA strongly believes in practicing what it preaches. We strive hard to apply Kaizen in our own day to day business.

Kaizen is a journey and not a destination and it requires a very high degree of top management commitment.