

**CARIBBEAN POULTRY ASSOCIATION
POULTRY PROCESSING & MARKETING COMPETITIVENESS
SCHOOL**

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KPI and Yield control in a Broiler Processing Plant.

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How important are your KPI's and Yield control? (I)

Measuring is knowing!

Do you have answers to the following questions?

What data do I receive from my live bird operation, my processing plant and my marketing/sales department?

When do I receive them?

Are they reliable?

Do I know my cost prices per product?

How do I compare my operation with my competitors

How important are your KPI's and Yield control? (II)

Can I use this information as a daily management tool?

Do I base my investment decisions on facts or gut feeling?

Why is there so much friction between production and Maintenance/production and marketing, live bird operation and processing plant.

How important are your KPI's and Yield control? (III)

- A well developed, organized and executed control program will provide you with the tools to manage your operation on a day top day basis, provides de basis of having discussions with your staff based on facts and helps you to make the right investment decisions at the right time.
- However; Don't become a control freak and don't let the tail waggle the dog.

How to set up a control system for your Processing Plant

- Set up a team of staff members to help you determine what data you and they would like to know to be able to do their daily jobs and make the right decisions.
- Ask yourself about each set of data if they are interesting or relevant. Cull the interesting ones.
- Set up a benchmark by gathering information from other sources to provide a starting point.
- Describe your method on how you capture each of the chosen data.
- Start measuring in your PPP and determine the range of variation you allow. Thus obtaining a specific standard for your situation.

How to set up a control system for your Processing Plant

- Determine how much time and people the capturing of data requires. Don't make the department top heavy. In time you will see that the frequency of measurement can be reduced without affecting reliability.
- Have shadow tests and cross checks performed to measure the reliability of the data capturing.

KPI & Yield Control for PPP

- See KPI & Yield control Excel attachment

End