

Lean at Origin Launches in Rwanda

In 2016, thanks to a grant from Trademark East Africa, TWIN Trading initiated the launch of "Lean at Origin" training for coffee washing stations in Rwanda. TWIN selected the consulting services of Artisan Coffee Imports to bring this training to two cooperatives in the Rutsiro district of Rwanda's Western Province. A lead cooperative, KOPAKAMA, was selected and a nearby cooperative, KOPAKAKI, was selected to send representatives to the training sessions. The training components include a two-day leadership training and a separate 2-day session for supervisors and workers the following week.



The core idea is to maximize **customer value** while **minimizing waste**. Simply stated, "Lean" means creating more value for customers with fewer resources. With "Lean", cooperative washing stations can afford to pay their farmer-members more for cherry – a key objective of the cooperative organizing principles.

This training unites KOPAKAMA and KOPAKAKI cooperative board members, coffee washing station staff and coffee farmers, large and small.

The aim was to give them tools by which they can maximize profit by efficiently using limited resources and by minimizing wastes.

After the two-day training session, trainees had the opportunity to share their insights on ways to save money and improve productivity. Leonidas NDORAHIMANA, Secretary of KOPAKAMA, said that there were different wastes occurring in transportation, labor resources management, organization of items and time management which decrease their profit. With the new model of minimizing wastes they are going to make improvements by targeting customer needs more carefully and maximizing profit.

