

Senior Expert Corps – a Project of Swisscontact

Promoting entrepreneurship through expertise – Imparting technical skills through volunteer work

The retired professionals of our Senior Expert Corps (SEC) are qualified experts on site. Through their consulting services, they provide hands-on, cost-effective support towards sustainable development of companies and institutions.

SEC Assignment in Albania, 2017

Assignment No. 3275

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| Location | Tirana, Albania Shkoder Bushat, Albania |
| Client | Dairy Farming |
| Expert | Hans Kissling, Management Consultant, Dipl. Ing. ETH |
| Period | 30.10. - 15.11.2017 |



Client Profile

The client is a medium-sized milk processing company (collection, production and distribution of milk) with insufficient profitability and poor product quality.

Practical concepts are in demand to significantly increase the delivery volume per milk supplier. At the same time, this is intended to solve the problems of profitability and quality.

Tasks

- Drawing up of a detailed business plan for a dairy farm to triple the annual production volume
- Analysis and definition of the conditions for making milk production compatible with EU standards
- Creation of an Excel spreadsheet to calculate all necessary investments, expenses, costs and income to estimate profitability
- Additional processing and distribution instructions

Results

The project owner can clearly see preconditions, realization and profitability of a production expansion. It is clearly recognised that a long-term levelling of supply and demand cannot be achieved by the farmers alone, but requires cooperation between politics, milk processors and milk producers.