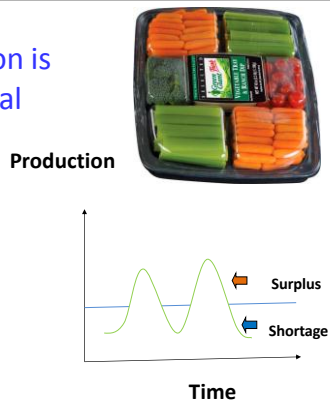


Engaging SMEs in research planning and research related to fruit and vegetables in SL
K.H. Sarananda



Production is seasonal

1. F & V cheaper during the season
2. Off season expensive
3. Prices of products are constant



Off season production

Fruits

- Time of planting
- Off seasonal flowering
- Micro irrigation techniques
- Protected cultivation



Tomato processing plant



Raw materials are not available year-round

Off season price is high

Plant cannot be operated year-round

Product competition at the market

Tome JC Mango

CIC & Dole Cavendish banana

Bagging of mango

- Better external appearance
- Protection from fruit fly damage
- Market competition
- Improved variety

Tome JC:

- High quality fruit
- Wider fruiting duration
- High quality



For successful marketing of a processed product

- High quality
- Keeping quality
- Safety
- Colour and taste
- External appearance (package)



For marketing of a processed product

1. Quality
2. Safety
3. Price

Quality : SLS, HACCP, ISO

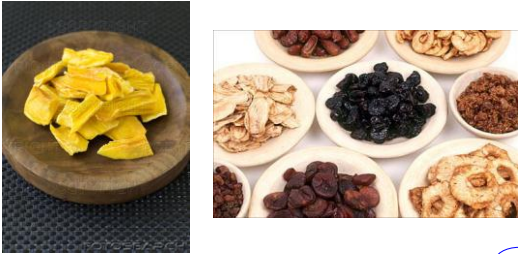
Certification:: DOA, ITI

Price: Competitive price

Safety: Analysis report



Dehydrated fruits



Cassava products



Minimally processed products



- Large number of SMEs involve in processing of fruits and vegetables
- Research planning is done from research organizations without consultation of SMEs
- Research planning and direction is top to down
- Leading research organizations plan and do research
- Department of Agriculture, Universities, ITI, IDB
- CARP
- Technologies are available
- Technology transfer is done either free or charge basis
- Accessibility to research station can be a problem??

- **Problems faced by SMEs**
- High cost of raw materials/ unavailability
- High technologies are not available
- High investment for advance technologies
- Quality certification
- Marketing of processed products
- Accessibility to the exoport market has limitations
- High cost of inputs

