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POSTHARVEST INSTITUTE FOR PERISHABLES

ACTIVITIES REPORT

October 1, 1987 to December 31, 1987

GTS Report No.

Cooperative Agreement AID/DAN-1323-A-00-5093-00



University of Idaho

College of Agriculture

in cooperation with

**United States Agency for
International Development**

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Postharvest Institute for Perishables
College of Agriculture
University of Idaho
Moscow, Idaho 83843

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Prepared for the
United States Agency for International Development

by
The PIP Staff

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EXECUTIVE SUMMARY

During the first quarter of FY88 the Postharvest Institute for Perishables (PIP) completed budget negotiations with USAID and will receive \$375,000 for the year. To date, however, only \$300,000 has been allocated to PIP by S&T/Agriculture to cover the period through September 15, 1988. Members of Idaho's congressional delegation (Senators McClure and Symms, Representatives Stalling and Craig) and College of Agriculture representatives wrote to and met with AID officials regarding PIP's budget.

Adaptive research work continued on the Postharvest Methodology, shrinkwrap, and the Agricultural Marketing Improvements Strategies (AMIS) projects. The Grenada nutmeg project work was terminated on December 1, 1987.

Technical Assistance was requested from AID Missions in Jordan, Niger, and Thailand.

PIP continued to sponsor Mr. Obel Gor from Kenya under its long term training program. Mr. M. Sadeque from Bangladesh applied to the World Bank for a McNamara Fellowship to study at the University of Idaho. PIP will serve as the campus coordinating office for his training in the event that this program is approved.

The Postharvest Institute for Perishables Information Center mailed volume 6 of its New Titles and its FY 1987 client survey. Some 237 titles were added to the collection to bring the total number of titles to 10,561.

PIP submitted proposals to conduct a short course on reduction of postharvest losses in perishable commodities to the Malaysian Agricultural Research and Development Institute (MARDI), and to organizations in Pakistan and South America.

PIP followed up on a preproposal to USAID/Dalca for work on the Agricultural Research Project II Supplement in the areas of low-tech on-farm storage methods for potatoes and sweet potatoes and postharvest handling of fruits and vegetables. A Request for Proposal (RFP) is apparently being issued on this project.

Other proposals and projects developed during this quarter were:

Proposal to the Asian Development Bank and the Malaysian Ministry of Agriculture to conduct a study of constraints in the marketing systems of fruits and vegetables in Malaysia (with Experience Inc., Minneapolis).

Proposal to establish an Agricultural Development Foundation in the Dominican Republic (with Resource Management International)

An expression of interest to the Economic Community of West African States (ECOWAS) to conduct a pre-feasibility study on processing fruits and vegetables in West Africa.

A series videos and slide sets on postharvest methods, concepts and technologies for both the postharvest loss reduction short course and in collaboration with the International Potato Center.

The PIP Marketing Analyst for the AMIS project, Richard Abbott, began work at the Abt Associates office in Washington D.C. on November 16, 1987. He gave two seminars, at the University of Idaho and at the University of California, Davis, on the AMIS project during the month of December.

Seven PIP Tip ideas were developed and are in various stages of publication. PIP Tips are short, abbreviated versions of longer publications.

PIP continues to work on potential economic spin-offs for U.S. agriculture from its projects. Specifically, PIP is working on:

Sponsoring a workshop/conference to study the issue of foreign agricultural assistance projects' impact on U.S. agriculture;

Developing long term marketing studies in a number of developing countries, which may provide important marketing information to Idaho marketing organizations;

Studying methods of protecting fruit from fruit fly infestation by the use of shrinkwrap.

INTRODUCTION

PIP was allocated a \$300,000 budget by S&T/Agriculture for the FY88 year in September, a short time prior to the end of FY87. However, it is expected that PIP will receive \$375,000 for the year.

PIP is attempting to initiate more long term programs which will have increased impact on developing countries and the University of Idaho, and could increase economically beneficial spin-offs for Idaho agriculture.

The Agricultural Marketing Improvements Strategies Project (AMIS) is a first step in that direction. It is hoped that these long term projects, which are within PIP's mandate according to the Cooperative Agreement, can increase PIP's influence more expediently abroad and at home than conducting solely shorter term studies and workshops. There are several longer term marketing projects that should be released for bid in the near future. PIP will consider involvement in these projects if they fit the new strategies.

BUDGET STATUS

PIP completed another annual budgetary process this reporting period. For FY88, an annual budget of \$375,000, or \$31,250 per month, was agreed upon. However, only \$300,000 has been allocated to PIP. This will cover expenditures for approximately 9 1/2 months, or until October 27, 1988. S&T/Agriculture has indicated it would obtain the remaining funds prior to that date.

After a review of the current and anticipated work load, the PIP staff and PIPTAG (PIP's technical advisory group) agreed that \$300,000 for FY88 was insufficient to handle PIP activities on a minimal scale. This was conveyed to the AID S&T/Agriculture office. Partially because of the work PIP is conducting with development of economically beneficial spin-offs for Idaho and U.S. agriculture, the entire congressional delegation from Idaho submitted a letter to the AID Acting Administrator in support of PIP (Senators James McClure, and Steve Symms, Representatives Richard Stallings and Larry Craig).

A compromise agreement was reached between the University and AID S&T/Agriculture which in essence was to allocate \$300,000 to PIP for a 9.6 month period. The additional \$75,000 requested would be forthcoming, according to the agreement, by S&T/Agriculture sometime during the FY88 fiscal year from unspecified funds.

ADAPTIVE RESEARCH DEVELOPMENT & MANAGEMENT

Postharvest Methodology

PIP is currently attempting to integrate or synchronize the Postharvest Loss Assessment Methodology with the Rapid Appraisal approach of John Holtzman at Michigan State University to study and identify marketing problems under the Agricultural Marketing Improvements Strategies (AMIS). PIP is a sub-contractor under the AMIS program and since the Postharvest Methodology and Rapid Appraisal methods of studying marketing systems have some similarities, it is PIP's approach to determine how these will be handled.

Shrinkwrap

Applied research to control fruit flies at the USDA/ARS/Hilo Tropical Laboratory.

Kiran Shetty, Indian Ph.D graduate student, left for Hawaii at the end of this reporting period to spend three weeks working with Dr. Eric Jang. They will conduct three replications of shrinkwrap on tropical fruit to determine if the same positive results of destroying fruit fly larvae will be obtained as in a previous test. In the event that the results are positive, a proposal will be submitted to USAID S&T Agriculture to finance a series of similar replications. It is hoped that the USDA/ARS and USDA/APHIS will look favorably on the shrinkwrap method of controlling fruit fly larvae from entering the U.S. if positive results are obtained, and support the Probit 9 protocol process.

Thailand shrinkwrap research.

Thailand has requested PIP to assist a research unit there to conduct tests on destroying fruit fly larvae with shrinkwrap. Dr. Eric Jang from the USDA Laboratory in Hilo, Hawaii, has consented to go to Thailand this spring to help set up the replications.

Shrinkwrap seminar at the University of Idaho.

Dr. Jang has been requested by PIP to come to the campus to present a seminar on shrinkwrap and its effect on fruit fly larvae. This is planned after the series of three replications currently being conducted at Hilo has finished.

Shrinkwrap on potatoes.

PIP is supporting, on a small scale, a project to test shrinkwrap on potatoes to retain quality and extend shelf life. Another purpose of the research is to determine if small packs of shrinkwrapped Idaho potatoes could be developed into another market tool for premium baker potatoes. PIP is primarily concerned with the use of shrinkwrap as a possible tool to extend the shelf life of potatoes in warmer climates. The Department of Plant, Soils and Entomological Sciences is financing the major part of the study and overseeing the research with Kiran Shetty, a graduate student from India conducting the research.

Grenada Nutmeg

The nutmeg analysis and marketing projects, funded by the Barbados AID Mission, was terminated from further funding as of December 1, 1987. PIP is attempting to bring the marketing research project to a logical conclusion by supporting final analysis work by several U.S. spice firms. This analysis may be a deciding factor on whether the firms will begin to place larger orders directly with Grenada instead of through international brokers.

Agricultural Marketing Improvements Strategies (AMIS)

This agricultural research project is covered in a separate section.

TECHNICAL ASSISTANCE

Jordan

The Jordan AID Mission has requested PIP to conduct a rapid appraisal marketing study on various vegetables produced and marketed in and from Jordan. The project will entail two marketing specialists spending approximately 97 days in Jordan. Dr. Schermerhorn from the University of Idaho Agricultural Economics Department will be the team leader on this project which is due to start in March or April of 1988.

Niger

The Niger AID Mission has requested PIP to do a rapid appraisal marketing study in that country similar to the Jordan study. Two marketing specialists will be in Niger the months of January and February to conduct this study.

Thailand

The Thailand AID Mission has requested PIP to conduct a quality control and marketing project in Thailand for their agricultural officials and private producers and exporters. Included in the study will be the shipment of a container load of perishable produce to Europe, accompanied by the two Postharvest PIP specialists. The program is expected to take place in May of 1988.

TRAINING

Long Term

PIP is continuing to sponsor Mr. Obel (Chris) Gor from Kenya under its long term training program. Gor will graduate in May of 1988 with an M.S. in Agricultural and Extension Education.

Mr. Moslehuddin Sadeque from Bangladesh has applied for a World Bank McNamara Fellowship to study at the University of Idaho. PIP will be the coordinating organization for Mr. Sadeque on campus.

Short Term

See Proposals and Project Possibilities.

ON-CAMPUS ACTIVITIES

"Idaho Agriculture"

Harvey Neese, Acting Director/Field Director appeared on the January edition of "Idaho Agriculture", a half-hour television program aired in Moscow, Boise, and Pocatello, Idaho, on public television. He discussed international assistance programs and current work at the Postharvest Institute for Perishables.

L.I.F.E. Newsletter

PIP is working with the League for International Food Education (L.I.F.E.) to produce an issue of their newsletter on postharvest problems in LDC's. The topics to be discussed are: the "food pipeline" (Bourne), innovations in shrinkwrap technology, the use of indigenous waste materials as alternative heat sources, and the transfer of home technologies to small-scale enterprises. The issue will be published late in the first quarter of 1988.

Visits by Patricio Malagamba and Siert Wiersma, CIP

Patricio Malagamba and Siert Wiersma from the International Potato Center (CIP) in Peru visited the University of Idaho campus to discuss possible collaborations with PIP and the College of Agriculture. Dr. Wiersma discussed the possibility of producing video and slide training materials on diffuse light storage of seed potatoes, storage of ware potatoes, and processing methods for potatoes. (See Proposals and Project Possibilities)

POSTHARVEST INSTITUTE FOR PERISHABLES INFORMATION CENTER (PIPIC)

Publications

New Titles, volume 6, number 2 and the FY 1987 annual client survey were mailed shortly after the beginning of the quarter. 554 copies were mailed to 74 countries.

Clients have voted 11 to 1 in favor of the new format for New Titles which includes all subject indexing and title supplementation entries. There are special indices to subjects, authors, and titles. We will be continuing this format in future issues. With the ability to print the next issue on a laser printer, the ability to use proportionally spaced text and some slightly smaller type faces will make the issue shorter and lighter to mail.

Cost Containment Efforts

In order to minimize postage costs while allowing the maximum flexibility to serve client needs, the distribution policy for materials has been changed. Formerly any photocopy order under five documents was sent by air mail. This resulted in some very long documents being sent by air mail, while an order for eight short documents might be sent by surface mail. The new policy allows up to 75 pages, regardless of the number of documents, to be sent by air. This limits the cost of air mail shipments to the second level of cost (which is determined by weight and varies between \$2 and \$4 depending on destination). Orders heavier than this are significantly more expensive to ship.

Another regrettable activity has been the limiting of individuals' orders. We are still reluctant to inform our clients that "orders are limited to a maximum of x documents", since experience has shown that most users then seek to have the maximum number sent. Rather we treat requests on an individual basis. When a client who has not indicated an affiliation with a library orders a large number of documents, we check the individual's records to see if there is a pattern. Unless we can see that a new project is being initiated or some other reason for the overly large order, we have returned the orders with a request to help us serve as many people as possible with

limited funds and to limit the request to a range between ten and twenty documents (more than double our average order size). During the past quarter we returned five out of the 127 requests which were received. All the orders were for more than 60 documents, one of them for 190. Clients are given four choices: 1) resubmitting a small order, 2) receiving the entire order on microfiche, 3) explaining why so many documents are truly necessary or 4) paying \$2 each if more than 25 are ordered. So far, only one of the returned orders was resubmitted: an order of 63 was reduced to 10 without further explanation.

Networking

During the last quarter, PIPIC has had the opportunity to cooperate with the following agencies:

Postharvest Documentation Service, Food and Feed Grain Institute,
(Manhattan, Kansas): client service

OICD/USDA (Washington D.C.): client service

Peace Corps through Dr. Marilyn Swanson, UI nutritionist: revision of the food processing manual for Peace Corps volunteers.

Training

In December Paulette Foss attended a day-long session on the use of the Grants Foundation regional center at the Spokane, Washington Public Library.

Statistics

	This quarter (10/12/87)	FY 1988 (10/87-)	2nd Agmt (10/85-)	Total (4/81-)
Number of requests received	127	127		
New permanent requesters	9	9	149	951
One time inquiries	41	41	241	
Additions to collection (titles)	237	237	1,198	10,561

Number of persons served	129	129		
Number of orders sent	183	183		
Number of countries served	42*	42**		121
New countries in period	0	0	12	
Materials distributed	1,671	1,671	19,689	50,177
Paper copies	1,475	1,475		
From other libraries	44	44		
Microfiche copies	54	54		
Total documents	1,573	1,573	18,594	47,855
In-house bibliographies	74	74		
Dialog bibliographies	24	24		
Total bibliographies	98	98	1,095	2,326
Average size of order	8.5 docs	8.5 docs		

*37 Developing Countries

**37 Developing Countries

Discussion

Microfiche orders have held steady for the past three quarters. This is an 80% decrease over a year ago. The trend toward decreasing demand for microfiche means that 11% of the materials now being sent on paper previously were sent on microfiche. This implies an increase in both labor and postage costs (between 12-15%) to distribute the same number of documents.

The continuing demand for materials which must be obtained outside the PIPIC collection has stabilized at approximately 3% of documents sent. These requests are very labor intensive and cost an average of \$5. Providing these materials is a very important means of building the PIPIC collection, and will be curtailed only as a last resort in the face of budget cuts.

PROPOSALS AND PROJECT POSSIBILITIES

Potato, Onion, and Garlic Storage for Developing Countries

PIP is continuing to work on the development of an annotated bibliography on types of storage that are available to developing countries. The types of storage are classified by climatic zone, capital input, and management skills required for maintenance. The literature review and annotated bibliography are preliminary to an adaptive research, training, or extension program that may be developed.

Storage and Processing of Potatoes -- Video Series

In relation to the previous item, PIP is working with Scott Fedale, Agricultural Communication Department, University of Idaho, and Dr. Siert Wiersema, International Potato Center representative in Thailand, on the development of video and slide training materials on diffuse light storage of seed potatoes, ware storage of potatoes, and processing methods for potatoes in lesser developed countries. It is felt that promotion of better storage methods might lead to increased consumption by developing countries as potatoes would be available for longer periods of time during each year. A proposal for the development of the materials is being contemplated at this time.

Postharvest Technologies for Fruits and Vegetables -- Video Series

PIP and the University of California, Davis are discussing the possibility of developing a large library of audio-visual training materials. The objective is to have the materials available for use in PIP's short course at different locations around the world. Currently, PIP and UC Davis are identifying and reviewing existing materials. Eventually, videos and/or slide sets of postharvest methods, concepts, and technologies for which little or no reliable materials exists will be developed. The results of the PIP/CIP collaboration in developing materials for potatoes could provide the basis for soliciting funds needed for this project.

PIP and UI Collaboration with the International Potato Center (CIP)

Dr. Patricio Malagamba, Head of the Physiology Department at CIP, visited PIP and the College of Agriculture October 19 - 20, 1987. He visited both the Aberdeen Research Center and the main campus of the University. In addition to discussing CIP's involvement in the potato storage and processing videos, he encouraged the UI to submit proposals for collaborative research with CIP.

Honduran Agricultural Research Foundation (FHIA)

PIP maintains contact with FHIA in the expectation that some shrink wrap tests will be conducted in Honduras on varieties of mangoes and papayas found there. The head of the FHIA diversification program has been invited to UI to meet with Dr. Eric Jang and Kiran Shetty when they present results of their tests in Hawaii at a seminar.

Bangladesh Fresh Vegetable Marketing

PIP followed up on a preproposal to USAID/Dacca for work on the Agricultural Research Project II Supplement in the areas of low-tech on-farm storage methods for potatoes and sweet potatoes, extending the shelf life of tomatoes, processing of fruits and vegetables, and postharvest handling of fruits and vegetables for domestic and export markets. A recent communication states that the project may be released as an RFP in the near future.

Test of Postharvest Loss Assessment Methodology (PHLAM) in Malaysia

PIP, in collaboration with the InterAmerican Institute for Cooperation in Agriculture (IICA), has submitted a proposal through Ray Gonzales, Acting Director of the ASEAN Food Handling Bureau, to the Malaysian Agricultural Research and Development Institute (MARDI) to conduct a test of the PHLAM in February, 1988. Jerry La Gra, a long-time PIP collaborator from IICA, is the principal investigator for the development of the PHLAM. This test on pisang emas (golden bananas) is important because, if all goes as expected, it will be the last one before the PHLAM is published. Informal approval for the test has been received, and PIP is awaiting formal approval from the Director General of MARDI.

"Front Lines" Article

PIP submitted an article to the USAID publication "Front Lines" on the "Economic Benefits for U.S. Agriculture from AID Assistance Abroad". Publication of the article is pending.

Short Course on Reduction of Postharvest Losses in Perishable Commodities

PIP, in collaboration with UC Davis, has submitted three proposals to conduct this course in Southeast Asia, Pakistan, and the Southern Cone of South America. The proposed course would be similar to the one presented last summer in California and Idaho, but would be tailored to fit the commodity systems and postharvest programs in the respective countries, and would include considerably more information on quality control. Response has been positive from Southeast Asia but Pakistan is a very real possibility too.

Moko Disease Study

PIP, in collaboration with Dr. Norm Schaad, Department of Plant, Soil, and Entomological Sciences, presented a proposal to Windward Islands Banana Association (WINBAN) to study Moko disease in bananas. WINBAN was unable to locate funding for the project at this time.

Economic Community of West African States (ECOWAS) Pre-feasibility Study

PIP submitted an expression of interest to ECOWAS and the USAID regional office in Abidjan, Cote d'Ivoire, to conduct a pre-feasibility study on the processing and packaging of tomatoes and fruits in West Africa. To date, no decision has been made on the project.

Study of Fruit and Vegetable Marketing Systems in Malaysia

PIP collaborated with Experience, Inc., a consulting firm in Minneapolis, in the development of a proposal to the Asian Development Bank (ADB) and the Malaysian Ministry of Agriculture to conduct a study of constraints in the marketing systems of fruits and vegetables in Malaysia. The project will

result in profiles of projects which the ADB will consider for funding. Experience, Inc. has been awarded the contract, but PIP was not included because of unacceptability of the proposed consultant.

Establishment of an Agricultural Development Foundation in Dominican Republic

PIP collaborated with Resource Management International (RMI), a consulting firm, in the development of a proposal to establish an Agricultural Development Foundation in the Dominican Republic. The Foundation would provide financing and guidance for research to develop non-traditional agricultural export crops. The PIP Information Center would offer assistance in the development of an information base for the Foundation. The decision on award of the contract has not yet been made.

Study of EEC Markets for Jordan Agricultural Marketing Organization (AMO)

PIP was contacted by USAID/Amman to set-up a tour and training program for officials of the AMO to study the requirements for Jordan to begin marketing perishable commodities in the EEC. PIP contacted the Tropical Development Research Institute in the United Kingdom as a collaborator, but was unable to identify trainers and develop a program which would satisfy the AMO's needs.

Jordan Agricultural Marketing Development Project

USAID/Amman has announced a long-term project for the development of markets for perishable commodities in Jordan. The project has many similarities to AMIS. Individuals in Jordan involved in the development of the project are encouraging PIP and Abt Associates to submit a proposal for the project. PIP, Abt Associates, and Deloitte, Haskins and Sells, (the AMIS team) have agreed to develop a proposal for the project if and when it is formally released.

McNamara Fellowship from Bangladesh

PIP was requested by Md. Moseh Uddin Sadeque from the BADC Training Institute in Bangladesh to establish a training program in appropriate postharvest technologies which would be funded by a McNamara Fellowship. Dr. Paul Muneta, Dr. Marilyn Swanson, and Larry Williams from the College of Agriculture agreed

to provide guidance for the program and PIP agreed to accept Mr. Sadeque to the program. McNamara Fellowships are awarded in March, so final word will not be received until that date.

Pakistan Fruit and Vegetable Marketing Project

The Asian Development Bank has announced a large, long-term loan to Pakistan for a fruit and vegetable marketing project. PACMAR, Inc., a Hawaiian consulting firm that wrote the project paper, has submitted a letter of interest for implementation of the project. This firm feels it will be short-listed to provide a proposal. If PACMAR is short-listed, they have asked PIP to collaborate with them in the development of the proposal.

AGRICULTURAL MARKETING IMPROVEMENTS STRATEGIES (AMIS)

The PIP Market Analyst on the AMIS project, Richard D. Abbott, began work at the offices of Abt Associates in Washington D.C. on November 16, 1987. Following is a report of his activities from that date until year-end.

General

Approximately two weeks were spent in moving into and equipping an office at Abt Associates, and in gaining familiarity with AMIS objectives, scope of work, and administrative procedures. This was accomplished through review of project documents, discussions with the AMIS project director, Jerry Martin, and with the AID project officer, Tom Mehen.

Workshops

Three workshops were held to more sharply define initial project activities and to refine the rapid appraisal methodology for diagnosis of agricultural marketing systems constraints.

November 16, 1987.

Representatives of Abt Associates, PIP, and Deloitte, Haskins and Sells (subcontractor), together with the AID project officer, met to discuss rapid appraisal methodology and procedures from USAID mission buy-ins. A list of countries where AMIS contractors had experience was compiled.

December 10, 1987.

A similar group, as above, assisted by Dr. Paul Farris of Purdue University, met to discuss rapid appraisal guidelines. A rough draft of "operationalized" rapid appraisal guidelines based on the work of John Holtzman and prepared by Jerry Martin and Richard Abbott was reviewed. Further work needs to be done before it can be used in the field. Some time was spent in developing a draft taxonomy of marketing systems in LDCs to aid in selecting countries where rapid appraisals will be done.

December 11, 1987.

Members of the AMIS Network met at Abt to discuss possibilities for collaborative work under the AMIS contract. Attendees included Abt, PIP, and Deloitte, Haskins and Sells and representatives from Kansas State University, Mississippi State University, Michigan State University, Clark University, and AID/Washington. These institutions, along with the International Fertilizer Development Center, and the AMIS contractors form the AMIS Network. With continuing assistance from AID/Washington, it is intended that the AMIS project will undertake joint or collaborative research on agricultural marketing with these institutions when feasible. Indications from the representatives were that they could possibly supply the services of one or more individuals to assist AMIS subject to availability and adequate advance notice. An overhead payment would be applied to the charges for their services.

Seminars

The PIP Market Analyst gave a seminar on the AMIS project to interested faculty, staff, and graduate students at the University of Idaho on December 18, 1987. AMIS objectives, organization, and scope of work were presented as well as a summary of USAID mission expressions of interest in the project. Thirteen persons attended. A brief meeting was also held at Washington State University, where there is also interest in collaboration.

A similar seminar was offered at the University of California, Davis on December 21, 1987. Fourteen persons attended including faculty of the Agricultural Economics and Postharvest Technology Department and UC Extension. Interest was expressed by several faculty members in participating with AMIS on an individual basis, and separate meetings were held with these persons. Beth Greenwood, UC Davis Extension, will supply AMIS with bio-data information on interested individuals and will serve as contact person in the future.

PIP TIPS

PIP Tips may be an abbreviated version of applied research publications funded by PIP, or other relevant publications. These are published in short, concise information bulletins. The following PIP Tips are being prepared and will be published during the second quarter:

1. "Comparative Analysis of Fruit and Vegetable Marketing in Developing Countries." Dr. R.W. Schermerhorn for Sigma One Corporation. PIP Tip No. 8704.
2. "Gari Processing in Ghana." Ross Kremer. PIP Tip No. 8705.
3. "Mango Seed Weevil." Paul Johnson. PIP tip No. 8706.

Other PIP Tips in progress are:

4. "The Use of Shrink Wrap to Extend Storage Shelf Life of Quality Potatoes." Kiran Shetty and Dr. Walt Kochan. PIP Tip No. 8702.
5. "Precooling of Harvested Vegetables." Karl Buehler. PIP Tip No. 8707.
6. "Economic Feasability Studies for Agribusiness Firms." Dr. Richard Schermerhorn and Dr. Larry Makus. PIP Tip No. 8708.

POTENTIAL ECONOMIC SPIN-OFFS FOR U.S. AGRICULTURE FROM PIP PROJECTS

The following activities are attempts by PIP to develop positive and economically beneficial spin-offs for U.S. agriculture from foreign assistance projects. Most of PIP's funding comes from AID, which is coming under mounting criticism from farm groups and commodity commissions for agricultural support to developing countries which are or may compete with U.S. producers.

Any economically beneficial spin offs necessarily have to be developed after the primary purpose of benefitting developing countries is satisfied.

Proposed workshops to develop economically beneficial spin-offs for U.S. agriculture

PIP had submitted a proposal to USAID/PRE for financial assistance on two workshop/conferences to promote economic spin-offs for U.S. agriculture from foreign assistance projects. The proposed project would also attempt to obtain from U.S. farm organizations the type of programs they could support for foreign agricultural assistance.

USAID/PRE referred the proposal to S&I/Agriculture where a fund to support conferences and workshops has been identified. The proposal is being refined and organizational support is being solicited from the Governor's office as well as legislators from Idaho for the program to be held in Boise.

Long term marketing projects

PIP has recently added to its project list the five-year AMIS marketing research project. PIP is a subcontractor with Aht Associates, a Cambridge, Massachusetts-based consulting firm.

This project is expected to cover marketing research and studies in a number of developing countries.

AMIS, as well as other potential long term projects could be used as vehicles to provide marketing information usable by Idaho marketing organizations. PIP will attempt to determine the feasibility of becoming involved with other key marketing programs that can provide, as economic spin-offs, marketing information for these marketing organizations.

Shrinkwrap to destroy fruit fly larvae

Fruit fly larvae entering the U.S. has cost the U.S. government, state agricultural organizations, and producers many millions of dollars. There is no proven and effective method for solving the fruit fly importation at this time.

The shrinkwrap method to destroy fruit fly larvae in tropical fruit is supported by PIP to assist developing countries and, as a spin-off, benefit U.S. agriculture. (See Adaptive Research Section)

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